



## RECRUITMENT DO'S AND DON'TS

- Do remember recruitment is only making friends.
- Do learn the art of a friendly smile and firm handshake.
- Do be yourself, but behave in a courteous, polite manner.
- Do make sure your event is exciting.
- Don't congregate in large groups.
- Do be on time for all recruitment events.
- Do relate opportunities and involvement offered by membership in the Barbershop Harmony Society.
- Do be positive about barbershop and yourself.
- Don't forget that the guest knows very little about barbershop.
- Do use the prospect's name at all events - don't forget it!
- Do point out the accomplishments of your chapter.
- Don't act tired or bored.
- Do wear pins and apparel that exhibits barbershop spirit.
- Don't forget that you don't get a second chance to make a first impression!
- Do smile.
- Don't use inappropriate language.
- Do be honest. If you don't know the answer to a question admit it; and then find the answer.
- Do have guests do most of the talking.
- Do listen to what your guest has to say.
- Don't apologize for your chapter's weak points.
- Do make them feel natural and at ease.
- Don't leave a guest by themselves at any time.
- Do involve them in an activity of some sort.
- Don't wait to be introduced, introduce yourself.
- Do give a friendly good-bye and "see you soon!"
- Don't criticize other members.
- Do follow-up, follow-up, follow-up!