

**2019 ALPHA GAMMA RHO RECRUITMENT SCHOOL  
SCHEDULE**

Airport Kansas City Hilton: Kansa AB  
8801 NW 112 St, Kansas City, MO 64153

**Friday**

- 11:00AM-12:30AM Registration and Assessment**
- 12:30PM-12:45PM Welcome by Nathan Laudan**
- 12:45PM-1:45PM The Art and Skill of Social Excellence**
- 1:45PM-2:15PM Static Vs. Dynamic Recruitment (3 Secrets, Relationships, Small Activities)**
- 2:15PM-2:30PM Working Break (6 cylinders around the room and practical examples)**
- 2:30PM-3:45PM Proven Results: How to grow with Dynamic Recruitment (idea sharing, Best Practices, Scholarship, Info Table, Referrals)**
- 3:45PM-4:00PM Break**
- 4:00PM-5:00PM The Most Important Recruitment Work (Meetings, Summer Recruitment, ChapterBuilder, The Telephone)**
- 5:00PM-6:00PM Closing the Deal (VBSP, Pre-close)**
- 6:00PM-6:30PM Preparations for Day #2**
- 6:30PM-8:30PM Dinner- hosted at Tiffany Greens Club House  
-6100 NW Tiffany Springs Pkwy, Kansas City, MO 64154**

**Saturday**

- 8:00AM-8:45AM Facilitator Training**
- 8:00AM-9:05AM Hotel Checkout & Breakfast  
- Kansa CDE**
- 9:05AM-12:00PM Action Planning (6 cylinders. Pre-close, VBSP, Goals/Activities Calendar, ChapterBuilder)**
- 12:00PM-12:15PM Large Group Networking Session with Alumni and Students**
- 12:15PM-1:00PM Taking Recruitment School Home**

**\*Optional tours of Home Office at conclusion of Recruitment School**