



RECRUITMENT
SCHOOL

2023 RECRUITMENT SCHOOL SCHEDULE
Kansas City Airport Marriott
775 Brasilia Avenue | Kansas City, MO 64153



All Sessions will be hosted in the **Pavilion unless otherwise noted*

Friday Jan. 20:

11:00AM-12:30AM	Registration
12:30PM-12:45PM	Welcome by Grant Bargfrede
12:45PM-1:45PM	The Art and Skill of Social Excellence
1:45PM-2:15PM	Static Vs. Dynamic Recruitment <i>(3 Secrets, Relationships, Small Activities)</i>
2:15PM-2:30PM	Working Break <i>(6 cylinders around the room and practical examples)</i>
2:30PM-3:45PM	Proven Results: How to grow with Dynamic Recruitment <i>(idea sharing, Best Practices, Scholarship, Info Table, Referrals)</i>
3:45PM-4:00PM	Break
4:00PM-5:00PM	The Most Important Recruitment Work <i>(Meetings, Summer Recruitment, ChapterBuilder, The Telephone)</i>
5:00PM-6:00PM	Closing the Deal (VBSP, Pre-close)
6:00PM-6:30PM	Preparations for Saturday
6:30PM-8:00PM	Dinner

Saturday Jan. 21:

8:30AM-8:45AM	Facilitator Training
8:00AM-9:05AM	Hotel Checkout & Breakfast
9:05AM-12:00PM	Action Planning <i>(6 cylinders. Pre-close, VBSP, Activities Calendar, ChapterBuilder)</i>

State Suites: Arkansas | Illinois | Iowa | Kansas & Pavilion

12:15PM-1:00PM	Taking Recruitment School Home
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