**2023 RECRUITMENT SCHOOL SCHEDULE**

Kansas City Airport Marriott

775 Brasilia Avenue | Kansas City, MO 64153

**Friday March 17:**

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

*(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 Saturday

6:30PM-8:00PM Dinner with Kansas City Alumni

**Saturday March 18:**

8:30AM-8:45AM Facilitator Training

8:00AM-9:05AM Hotel Checkout & Breakfast

9:05AM-12:00PM Action Planning

*(6 cylinders. Pre-close, VBSP, Activities Calendar, ChapterBuilder)*

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