



## RECRUITMENT SCHOOL

## 2026 RECRUITMENT SCHOOL SCHEDULE

Kansas City Airport Marriott  
775 Brasilia Avenue | Kansas City, MO  
64153



### **Friday, February 27:**

11:00 AM-12:30 PM	Registration
12:45 PM	Welcome
12:45 PM-1:45 PM	The Art and Skill of Social Excellence
1:45 PM-2:15 PM	Static Vs. Dynamic Recruitment <i>Three Secrets, Relationships, Small Activities</i>
2:15 PM-2:30 PM	Working Break <i>Six cylinders around the room and practical examples</i>
2:30 PM-3:45 PM	Proven Results: How to grow with Dynamic Recruitment <i>Prospective New Member Scholarships, Setting up the Best Booth, Referrals, AGR's Standards of Chapter Excellence</i>
3:45 PM-4:00 PM	Break
4:00 PM-5:00 PM	The Most Important Recruitment Work <i>The Power of Social Media and Positive Images Leveraging Your Alumni Network</i>
5:00 PM-6:00 PM	AGR's Values – Based Selection Process <i>Bid Extensions and Crucial Conversations</i>
6:00 PM-6:30 PM	Preparations for Saturday
6:30 PM-7:30 PM	Dinner

### **Saturday, February 28:**

8:00 AM-9:00 AM	Hotel Checkout & Breakfast
9:15 AM-12:00 PM	Action Planning <i>(Six cylinders, Pre-close, VBSP, Activities Calendar, ChapterBuilder)</i>
12:15 – 12:45 PM	Member Retention: <i>Checking in on Your Brothers</i>
12:45 PM-1:15 PM	Turning Actions into Results: Taking Recruitment School Home