

HAVING A SUCCESSFUL FORMAL RUSH

I. Know the Rush Rules

- A. Get a copy from the IFC
- B. Understand the Rush Rules
- C. Use the Rush Rules to your advantage

II. Know the Entire Rush Schedule

- A. Plan each rush event in advance
- B. Plan each rush event carefully
- C. Make sure each frater has a copy of the rush schedule
- D. Make sure each frater understands his role in the rush schedule
 1. The Rush Chairman should explain the rush schedule
 2. The Rush Chairman should assign roles of the fraters during rush

III. Know Your Chapter's Pro's and Con's

- A. Make sure each frater knows these pro's and con's
- B. Highlight the pro's
- C. Don't deny the con's

IV. Make Each Rushee Feel Comfortable

- A. A relaxed rushee is more open-minded
- B. An uncomfortable atmosphere will intimidate rushees
- C. Intimidation is a turn-off

V. Make Each Rushee feel wanted

- A. Show your interest in the rushees
- B. Let them do most of the talking

Having a Successful Open Rush

- I. Don't give up after formal rush**
 - A. Rush is 365 days a year
 - B. Use your new candidates' contacts with other freshmen to your advantage
 - C. Have new candidates introduce the chapter to different guys

- II. Plan open rush events**
 - A. The Social Calendar should be full for the next two weeks
 - B. Participation from fraters is a must
 - C. Advertise open rush events
 - D. Rush events should be geared towards rushees

- III. Pledging should be the ultimate goal**
 - A. Find out what rushees are interested in
 - B. Make rushees interested in YOUR CHAPTER
 - C. Be able to answer any questions a rushee might have about joining

Bryan P. Alleman #456
Richard "Juice" Pinney #464
Epsilon-Upsilon

This outline is furnished by Epsilon-Upsilon Chapter for use by all chapters in TKE in their formal and open rush.