(317) 908 – 3643
www.PhiredUp.com

Pre-Close for 100% Bid Acceptance

PRE-CLOSE QUESTION

If we were to offer you a bid for membership, what would you say?

No/Maybe — Yes

If Yes

Interesting. Do you mind if I share that with the brothers?

CLARIFY

What is it that is keeping you from saying yes?

Concerns

Time	Wait
Money	Grades
Parents/Girlfriend	Hazing
Stereotypes	House
Upperclassman	Alcohol

EMPATHIZE

I can understand your concern(s).

ISOLATE

Is _____ the only concern holding you back from potentially accepting a bid?

Additional Concerns

Time	Wait
Money	Grades
Parents/Girlfriend	Hazing
Stereotypes	House
Upperclassman	Alcohol

QUALITY RESPONSE

(reference workbook page 16)

PRE-CLOSE QUESTION

If we were to offer you a bid for membership, now do you feel like you could say yes?

Yes — No/Maybe

If No

I understand. There is a lot to consider. Maybe the best thing is to give you an opportunity to meet a few more members and a little more time to think things over. I'll see you Monday night for the game. Don't forget to bring your roommate.