

RecruitRecruitRecruitRecruit **Step 2: Recruit** RecruitRecruitRecruitRecruit

Now that you know which model to use to start your new chapter, it's time to find students, professors and supporters to help you out. When starting a chapter, it is important to put together a core group of people that will complete the tasks of founding an organization on campus.

Here's how...

Begin identifying potential leaders from the following categories to help you establish your Delta Epsilon Chi chapter.

Classmates

No matter their classification, freshmen to seniors may be interested in joining Delta Epsilon Chi. Look to classmates who take initiative in class—they are likely to take initiative in founding a Delta Epsilon Chi chapter. Don't limit yourself to talking only to people in your business classes. Remember that most students have to take general courses, and you may find potential members in any class across campus.



Roommates

If you live in a dorm or an apartment, you know which students are active and involved. Encourage them to help you start a Delta Epsilon Chi chapter. Many chapters have started from friends made in on-campus housing. Your core group of members could be right next door!

Former DECA members

How about finding potential members who are already excited about Delta Epsilon Chi? Find DECA members on your campus! DECA members already know a lot about how DECA works and how Delta Epsilon Chi can continue their career success. Sign into the DECA College Connection at www.Delta-HQ.org and this online tracker will automatically e-mail you a list of former DECA members at your college (if available).

Recruiting Your Core Group

When you are recruiting people to work with you, make sure to touch on the reasons why you want to start a chapter. Chances are, these same reasons are why others would like to join. Get a list together of member benefits and start talking to your target market!

Starting a new organization is an exciting event, especially for student leaders. Look for people who are willing to contribute to the organization, not just people looking for another activity to list on their résumés.

A strong core group of people will give you the support to establish your chapter.

Keeping In Touch

Once you have organized a core group of founders, be sure to contact the State, Provincial or Territorial Advisor and Delta Epsilon Chi Headquarters to let them know you have started the process of establishing a chapter. Refer to your *association profile* in the Additional Resources section of the Delta Epsilon Chi Chapter Start-up Kit for the person to contact for your state, province or territory. Your *association profile* is also located online at www.Delta-HQ.org in the "Directories" section.

