

# Regional Director Areas of Service and Support 2019-2020

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## Recruitment

*Train chapters to recruit the best men on campus through best practices like year-round recruitment and the Balanced Man Scholarship*

## Balanced Man Program

*Consult with chapters to build and enhance relevant and valuable development programming for all members through the Balanced Man Program*

## Chapter Leadership and Culture

*Identify and educate leaders to build a successful chapter culture through goal development, execution and assessment*

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- Build recruitment infrastructure through creating recruitment committees, defining standards, using a potential new member list and setting annual goals
- Coach chapters to use the Balanced Man Scholarship and year-round recruitment to promote SigEp and develop strong a pipeline of potential new members
- Provide chapters recruitment and sales training focused on selling the benefits of SigEp, emphasizing chapter programming and asking potential new members to join the chapter
- Facilitate new members' smooth entrance to the chapter experience and the Balanced Man Program
- Assist chapters in long-term recruitment strategies such as setting and achieving optimal chapter size with their volunteers
- Evaluate the execution of the Balanced Man Program experience through BMP App data
- Empower chapters to create valuable program content and engage content experts in challenge meetings
- Plan and facilitate challenge meetings with development committee and Balanced Man Steward
- Provide training, resources and support for chapter leaders and members to leverage the BMP App
- Review the philosophical tenets of the Balanced Man Program with chapter leaders, members and other stakeholders
- Assist chapters in the execution of and education on the Fraternity Ritual to align with Balanced Man Program philosophy
- Identify future chapter leaders and educate them on roles and responsibilities of executive and committee positions
- Prepare chapters to hold effective officer elections and transition retreats
- Collaborate with volunteers to facilitate the setting and achievement of goals for an executive board and their committees
- Provide standards board training focused on trial/appeal procedures to undergraduates and volunteers
- Support standards boards and chapter leaders to create effective membership agreements
- Facilitate a stronger partnership with a chapter's host institution
- Consult with chapter leaders and volunteers on the results of the annual Brotherhood Questionnaire

