



RECRUITMENT
SCHOOL



2025 RECRUITMENT SCHOOL SCHEDULE

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

Friday, January 31:

11:00 AM-12:30 PM	Registration
12:45 PM	Welcome by Grant Bargfrede
12:45 PM-1:45 PM	The Art and Skill of Social Excellence
1:45 PM-2:15 PM	Static Vs. Dynamic Recruitment <i>(3 Secrets, Relationships, Small Activities)</i>
2:15 PM-2:30 PM	Working Break <i>(6 cylinders around the room and practical examples)</i>
2:30 PM-3:45 PM	Proven Results: How to grow with Dynamic Recruitment <i>(idea sharing, Best Practices, Scholarship, Info Table, Referrals)</i>
3:45 PM-4:00 PM	Break
4:00 PM-5:00 PM	The Most Important Recruitment Work <i>(Meetings, Summer Recruitment, ChapterBuilder, The Telephone)</i>
5:00 PM-6:00 PM	Closing the Deal (VBSP, Pre-close)
6:00 PM-6:30 PM	Preparations for Saturday
6:30 PM-7:30 PM	Dinner

Saturday, February 1:

8:00 AM-9:00 AM	Hotel Checkout & Breakfast
9:15 AM-12:00 PM	Action Planning <i>(6 cylinders, Pre-close, VBSP, Activities Calendar, ChapterBuilder)</i>
12:15 PM-1:00 PM	Taking Recruitment School Home