

How to Effectively Do “Truth In Recruiting” in a School By Getting a Table

1. Don't call or e-mail your contact at the school. Walk in dressed moderately and in a non-threatening manner. With your smile, introduce yourself by your full name and the group that you work with, then ask the reception person who you would talk to regarding a table reservation during the lunch period. Depending on the school I either talk to the Principal, Vice-Principal, or the Head Counselor.

2. When you meet your contact again introduce yourself by your full name and group that you work with, and offer a full sample of what you will bring to the table. Face-to-face is very important because we need to develop healthy relationships with the schools so that the movement can grow.

They may not give an answer that day, but don't lose hope, and remember don't phone or e-mail until a close relationship has been developed based on trust. Walk in the following week to see if a table is possible. It's harder to say no to someone when they are right in front of you. And Smile.