



The Next Step

QUOTE OF THE WEEK

"In politics, strangely enough, the best way to play your cards is to lay them face upwards on the table "

- H.G. Wells

THIS WEEK'S TOPIC – UNIVERSITY & GREEK RELATIONS

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Building Strong University Relations

The relationship between your Chapter and your University is extremely important. While University attitudes toward Greek organizations can vary, the need for a strong and positive relationship remains. Don't let the first time you meet your Greek advisor be an undesirable situation or when you need their help. Be proactive and make an appointment to talk with them about their ideas, plans, and goals. Remember, if you want your Chapter to be respected by the school, you too must be respectable and respectful. It may be hard for them to respect you if they never see you.

It is important to remember that "Greek Advisor" is a job that thrives on lots of personal, proactive communication. Naturally, most people who take a Greek Advisor position function in the same way. Making an effort to communicate in an extra-friendly, personal manner will often be successful. The trick is that you must do this even in situations where you may feel like communicating in exactly the opposite way.

Your Brothers look to you to set the tone of the relationship between the school and the Chapter, so be careful. Do not blame the University for your problems or your members will too. As a leader, you should try to solve problems rather than make excuses and place blame. Go introduce yourself to school officials (Greek Advisors, Residence Directors, Dean of Students etc). Establish a relationship, and make a positive impression. When possible, get university officials involved in your Chapter. For example, ask them to be a judge at a philanthropy event. Invite University officials to dinner (and be sure your Chapter is on its best behavior).

Building Strong Greek Relationships

Introduce yourself to other Fraternity and Sorority leaders. Too many times, Greek leaders think of themselves as adversaries and not as allies. In reality, you are on the same side most of the time. Greek systems are much stronger when they work together. As with the university, you are the example for your Chapter; your members will follow your lead and attitude about other Greek organizations.

Suggested Reading from *The 21 Irrefutable Laws of Leadership*:

Chapter 7. The Law of Respect – People Naturally Follow Leaders Stronger Than Themselves

TIP OF THE WEEK

When introducing yourself to others for the first time, try to do it in person or over the phone rather than with email. Others will appreciate the personal attention and it will help make a positive first impression.