



# MEN OF PRINCIPLE

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SCHOLARSHIP

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# Men of Principle Scholarship Guide

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The Men of Principle Scholarship allows Beta to identify and recognize men who embody the fraternity's values and ideals. When used effectively the scholarship can be your chapter's most valuable tool for identifying and recruiting strong leaders, great students, and well-rounded individuals.

The process is simple, but this guide will help you understand and implement the Men of Principle Scholarship on your campus. It is intended to provide a comprehensive overview of the necessary steps and best practices to effectively implement the scholarship. It should be used in conjunction with the resources on Beta.org and the template scholarship materials which are available on lessonly. The Men of Principle Scholarship can be used in summer, fall, or spring, depending on your recruitment schedule. This guide will help you:

1. Create a plan, including the necessary steps to prepare and successfully execute the MP Scholarship from start to finish, and submit for approval between April 1-August 1, 2023
2. Educate, train, and delegate tasks to MPS/recruitment committee members
3. Improve the quantity and quality of men you recruit through the Men of Principle Scholarship

While anyone can use this document to better understand this scholarship, it is geared towards the MPS chairman, VP of Recruitment, Recruitment Committee members and the recruitment advisor.

For additional assistance, please contact your Chapter Development Consultant.

# Table of Contents

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1. Introduction
  - a. Scholarship History and Framework
    - i. Scholarship History
    - ii. Why should my chapter apply?
    - iii. *Men of Principle Scholarship* Grant Application
2. Five Easy Steps to a successful *Men of Principle Scholarship*
  - a. Step 1: Preparing the Scholarship
  - b. Step 2: Marketing the Scholarship
  - c. Step 3: Scheduling and Interviewing Candidates
  - d. Step 4: Awarding and Announcing Scholarship Recipient(s)
  - e. Step 5: Follow up and Recruitment
  - f. Epilogue: An Evolved Scholarship Program
3. Samples
  - a. Scholarship Application
  - b. Introductory Letter
  - c. Banquet Invitation for Finalists
  - d. Banquet Invitation for Parents
  - e. Recipient Announcement and Thank You

# **Introduction: Scholarship History and Framework**

# HISTORY

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The *Men of Principle Grant* was established in 1999 through generous donations to the Beta Theta Pi Foundation to assist Beta Theta Pi chapters across North America in finding the best male student leaders who are not involved in fraternity life. The *Men of Principle Grant* is the program that makes the *Men of Principle Scholarship* possible.

The *Men of Principle Scholarship* is mutually beneficial to both the fraternity and the scholarship candidate if conducted correctly; the Fraternity is able to make introductions to outstanding student and community leaders, create friendships, and hopefully pique their interest in the fraternity while the candidate is rewarded for his achievements in the community without committing to join the fraternity.

Each chapter of Beta Theta Pi can apply for a \$1000 grant to conduct the *Men of Principle Scholarship* each year through the *Grant Program*. This manual provides a simplified approach to conduct a successful *MP Scholarship* for your chapter. Please feel free to use this information to further your scholarship program to its fullest potential.

## Why should my chapter apply?

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### **It's Free Money**

The *Grant Program* was established to help chapters promote the values of Beta Theta Pi in our communities. It costs absolutely nothing to the chapter. All a chapter must do is:

1. Educate themselves on how to conduct a *MP Scholarship* successfully
2. Apply to the *Grant Program* online between April 15 and August 1, 2023
3. Fill out a survey after conducting the scholarship process to get your recipient(s) scholarship check(s)

### **Branding & Recognition on Campus**

“Just do it” is associated with what company? This serves not only as a catchy slogan but targets the audience that Nike wants to promote its product. People with the attitude of “Just do it” exemplify the “no excuses, do whatever it takes” personality that Nike wants in those people wearing their products. When you advertise “*Men of Principle*,” students who value strong principles will become interested in your group.

Most chapters that recruit successfully have established a brand that they are known by on campus. Associating your chapter with the slogan “*Men of Principle*” will bring an immediate boost to any chapter’s branding. With the promotion of this scholarship, the name “Beta” on your campus becomes synonymous with the men you want in your chapter, Men of Principle. See more information about this on page 14-15.

## Exposure to Student Leaders & Academics

The ambitious student applies for scholarships, awards, and recognition on campus. By offering the scholarship, a chapter is granted an opportunity to build friendships with students that are currently or soon will be leaders on campus. This allows us to connect with students who wouldn't normally interact with Greek life. See more information about this on page 14-15.

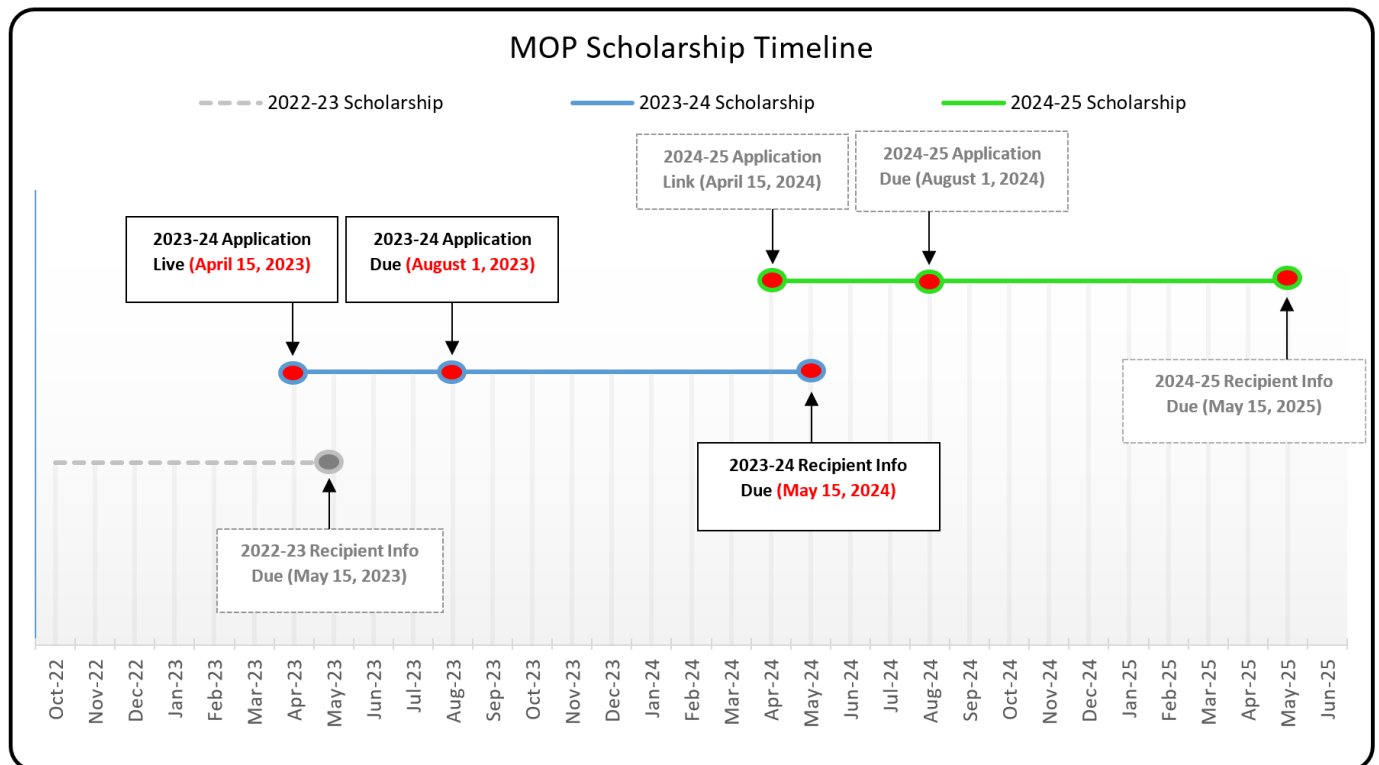
## It Promotes Scholarship on Campus & Can Increase your Chapter Average GPA

Chapters are rewarded for having the highest average GPA among fraternities on campus. A simple way to increase a chapter's average GPA is to attract and recruit people who care about academics. The scholarship interview is a chance to build a relationship with these students and perhaps these students might be interested in a values-based organization that connects like-minded students such as Beta!

## It Increases Your Names List

A names list (or recruitment tracker) is supposed to list all the students a chapter meets throughout the recruitment process. By utilizing and advertising the *MP Scholarship* properly, chapters automatically receive a list of additional names to get to know. See more information about this on page 24.

## Scholarship Framework



The success of your scholarship program is determined 5-7 months before it ends. For a fall 2023 scholarship, that is around spring break 2023; for a spring 2024 scholarship, that is late summer 2023. Once spring recruitment has concluded, the recruitment committee should focus on preparing their scholarship plan for the next academic year. Each chapter will submit their plan between April 15 and August 1. We suggest that your chapter strategizes and submits the packet before going on summer holiday to ensure its approved and prepared well in advance.

## How do I make this happen?

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This manual outlines a systematic plan to host a successful *Men of Principle Scholarship* process. Naturally, adjustments will have to be made to each college or university, but these adjustments should not be drastic.

The only deadlines for the *Men of Principle Grant Program* throughout the year include:

- April 15, 2023**            *MP Grant Program* application is open
- May 15, 2023**            *MP Scholarship* winner for `22-23 due
- August 1, 2023**        *MP Grant Program* application packet due
- May 15 (The next year)** *Grant* recipient chapters must submit the name and mailing address of their *MP Scholarship* recipient before this date to utilize their *Grant*.

If feasible, it's best practice to appoint a MPS chairman to oversee the grant program. This frees up time for the officer to focus on other fraternity priorities. Whoever is overseeing the *MP grant program* should utilize Beta's learning center Lessonly, in addition to this manual.

# Men of Principle Grant Program Application

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Chapters of Beta Theta Pi can apply for the *Men of Principle Grant* of \$1000 simply by filling out the online grant application at <https://www.beta.org/portfolio/men-of-principle-scholarship-grants/> between April 15 and August 1, 2023.

## **Grant applicants will have to provide the following information:**

- Personal contact information
- The current year's scholarship plan, including:
  - *Men of Principle Scholarship* operating calendar (see [page 10](#) for sample)
  - *MP Scholarship* selection process/criteria for scholarship recipients (see [page 11](#) for sample)
  - *MP Scholarship* application (see [page 27](#) for sample)
  - *MP Scholarship* interview questions (see [page 18](#) for sample)

## **Applying in six simple steps**

1. Go to <https://www.beta.org/portfolio/men-of-principle-scholarship-grants/> between April 15 and August 1
2. Click on the 2023-24 MPS Application button
3. Fill out your contact and chapter information
4. Upload the documents listed above
5. Submit survey
6. After submission, a staff member will reach out to either approve the application or ask for further information before approving



# **Step 1: Preparing the Scholarship**

## Step 1: Preparing the Scholarship

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This step includes the four priority areas you'll need to start planning to receive your scholarship funds this summer. At the core of this grant program, you will need:

### 1. Operating Calendar

The ultimate goal for a successful scholarship is to have the most applications and interviews as the chapter can manage. The first step in planning an effective scholarship program is to outline the timeframe for the scholarship process. This can be accomplished with a definitive operating calendar wherein the chapter will accomplish specific tasks.

A sample operating calendar for a fall term *Men of Principle Scholarship* is as follows:

Date	Action Item
<b>April 20</b>	Scholarship Packet submitted (at Beta.org) to Beta Theta Pi for approval of upcoming academic year <i>MP Scholarship</i>
<b>May 15</b>	Contact in-state high schools with high rates of students coming to your college/university. Liaise with high school guidance counselors to recommend scholarship to top students. Be clear with directions that the scholarship is offered to male students who will be attending your university in the fall and <b>that there is no obligation for these students to join the fraternity</b> . Collect contact information of top students/recommendations if possible. **If your geographic region has many Beta chapters, consider consolidating your outreach to include all chapters in the area they could apply to if accepted
<b>June 1</b>	Update high school guidance counselors via hand-written thank you card with list of students who have applied from their school. Thank counselors for their support of the fraternity.
<b>June 15</b>	Contact college/university Registrar, Office of Fraternity and Sorority Life, and/or Student Activities Office to obtain list of incoming students to contact for scholarship opportunity. If possible, utilize the all-university email listserv to advertise scholarship opportunity. If not possible, try different marketing tactics!
<b>Continuous</b>	Post announcements on social media and websites regarding the scholarship opportunity.
<b>Continuous</b>	Collect incoming applications & add scholarship candidates to names list Call scholarship candidates to get brief introduction and schedule interviews for the first week of school
<b>June 30</b>	Send cover letter and application to incoming freshmen.
<b>June 30</b>	Send cover letter and application to area and chapter alumni to solicit their support in distributing scholarship materials.

<b>Two weeks before term starts</b>	Call all scholarship candidates individually to catch up, ask how they are feeling about heading to school, offer to help show them around campus, and remind them of their interview appointment.
<b>First week of term</b>	Interview candidates and look for ways to hand out additional scholarship applications (look at college/university's programming ( <i>academic commencement, "Week of Welcome," etc.</i> ) for incoming freshmen).
<b>First week of recruitment period</b>	Scholarship application deadline – separating the scholarship period and recruitment period helps to maintain the integrity of the scholarship.
<b>Second week of recruitment period</b>	Complete any outstanding interviews. Host scholarship dinner / banquet ( <i>details on hosting a scholarship dinner / banquet are below</i> ).
<b>Immediately following scholarship dinner / banquet</b>	Announce to all candidates via email the scholarship recipient, thank all candidates for their participation, and provide recruitment chairman's contact information for any who may be interested in more information regarding the fraternity.  Announce to all parents, area and local Beta alumni, and previously contacted high school guidance counselors the scholarship recipient and thank all constituents for their support.
<b>Following the recruitment period</b>	Debrief and evaluate scholarship program with committee and chapter. Document best practices of past scholarship program and make recommendations for next scholarship program.

## 2. Criteria for scholarship award recipient

Before drafting the scholarship, the chapter should know what criteria they want to know and what achievements and characteristics will determine the scholarship recipient. Common criteria include leadership positions, GPA, intellectual growth outside of the classroom, service organizations and hours, and moral character. Chapter members should not influence any candidate's application once the criteria to determine the scholarship recipient is set. *This step will help tremendously in **Step 5: Award Recipient Selection!***

## 3. Scholarship application

The application should be simple, easy to complete, and easily accessible to students. The application should provide a summary or insight into the candidate's achievements. If possible, the application should be no more than one single- or double-sided page in length.

A sample application can be found on [page 27](#) of this manual.

**Online scholarship application via <https://beta.org/mps>**

By directing your scholarship candidates to <https://beta.org/mps>. The chapter president, scholarship chair, recruitment chair, recruitment advisor, and leadership consultant of the designated college or university will automatically receive each candidate's application **immediately** upon submission. Additionally, the candidate himself automatically receives an email indicating the appropriate recruitment chairman's contact information and that the application was received. If you experience issues with this link contact your CDC.

#### **4. Establish Interview Questions and Plan**

When submitting your chapters information for the 2023-24 MP Scholarship, you will need to provide a list of interview questions that you plan to ask. Look at Step 3: Scheduling and Interviewing Candidates for examples and best practices. Our advice here is to not overcomplicate this, a few quality questions paired with their application can produce a tremendous amount of insight into the candidate.

### **COMPLETE THE *MEN OF PRINCIPLE GRANT PROGRAM APPLICATION***

Once the chapter's *Men of Principle Scholarship* plan is established, follow the appropriate link at <https://www.beta.org/portfolio/men-of-principle-scholarship-grants/> to apply to the *Men of Principle Grant Program*. **Grant applicants must submit an application between April 15 and August 1.**

Remember; *Grant* applicants will have to provide the following information:

- Personal contact information
- The current year's scholarship plan, including:
  - *Men of Principle Scholarship* operating calendar (see **page 10** for sample)
  - *MP Scholarship* selection process/criteria for scholarship recipients (see **page 11** for sample)
  - *MP Scholarship* application (see **page 27** for sample)
  - *MP Scholarship* interview questions (see **page 18** for sample)

The chapter should receive a confirmation email that their *Grant* application has been received. If an application is incomplete or insufficient, a Beta Theta Pi staff member will discuss the application and the chapter's *Men of Principle Scholarship* plan to make improvements. ***Incomplete or insufficient applications will have to resubmit a more complete and satisfactory application before August 1.***

## **Step 2: Marketing the Scholarship**

## Step 2: Marketing the Scholarship

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Advertising the chapter's scholarship to the student body can be a daunting task. Ideally, every male student not involved in a fraternity should come across the scholarship application at least once before the deadline. Outside of the operating calendar, marketing is the most important step of this process. The most common reason why students do not apply is because they were unaware. There are several ways chapters can use campus resources to market the scholarship across campus, including:

Admissions Office & High School Counselors	Admissions offices usually publicize the list of high schools that send a high percentage of their students to the university, some post on their SM. Obtain this list and contact the high school guidance counselors to solicit their support in publicizing the scholarship application before their students even graduate from high school.
Campus Orientation Program	Orientation programs like to highlight student organizations for new students to get involved in as soon as they step on campus. Connect with the orientation office to find out if and what materials you can submit to advertise your chapter in this packet. Some offices may even include the scholarship application in their scholarship mailings to incoming students.
Registrar, Student Activities, and Fraternity and Sorority Life Office	Many university offices will help student organizations to get in contact with incoming students. Connecting with these offices to ask for their support in providing a scholarship opportunity for their students will only help the chapter.
Email & University Listserv	Even if university offices will not provide the contact information for incoming students, the university probably hosts a university-wide or student-wide listserv that students can request to email. The university will approve appropriate and professional emails only after a careful vetting process; chapters should submit these requests early enough to reach students at the right time.
Online Scholarship Applications	Beta Theta Pi has provided a standard online application that all chapters of Beta Theta Pi can use throughout their scholarship process. Simply direct the potential scholarship candidates to <a href="https://my.beta.org/ors/scholarshipapp.aspx">https://my.beta.org/ors/scholarshipapp.aspx</a> .  Chapters can also host their own online scholarship application through their own website. Online applications allow a wider distribution of the <i>Men of Principle Scholarship</i> without any additional cost!
Student Involvement Fair	Student Involvement Fairs on campus are great ways to make introductions and hand out scholarship applications.

	However, <i>DON'T</i> be constrained by the chapter's table! Have members walk around the involvement fair with applications to make introductions all around the fair – even to student leaders at other tables!
Parent interaction	Distributing scholarship applications to incoming students and their parents at Academic Convocation, "Family Weekend," or "Week of Welcome" events are great ways to increase your candidate pool. Parents are always looking to save on tuition costs and by impressing the family with a warm welcome to the campus, a great conversation, and a scholarship opportunity for their new student, chapters can potentially get both an application and a student interested in the fraternity!
Paper Flyers & Advertisements	Many university dining and residence halls will have paper flyers or table tents at each table. Ask if student organizations can publicize on them!
Instagram Pages / Facebook Groups	Each year, students inevitably create their graduating class Instagram page (ex: " <i>Miami University, Class of 1839</i> "). Getting to know students and advertise the scholarship here can increase the scholarship candidate pool.  Parent or Alumni Facebook groups are another great place to promote the scholarship. If access to these groups is restricted, you can distribute the scholarship information to others to post.
Social Media	Does the chapter have a Facebook page or Twitter account? Post the scholarship opportunity on your social media networks in unique ways to spread the news!
Word of Mouth	Think about students you had in class, met at events, or know through mutual friends. These are people that you already know and can easily explain the purpose of the MP scholarship. Even if they don't apply, they will help spread the word to other students.
Department / College Newsletters	Many departments or individual colleges post monthly newsletters to their students. If the admissions office will not send scholarship information for you this is another way to connect with students and faculty.

If your chapter has other marketing tactics that are successful, please let your Chapter Development Consultant know. We continuously update this list and new ideas are always welcome!

## **Step 3: Scheduling and Interviewing Candidates**



## Step 3: Scheduling and Interviewing Candidates

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### SCHEDULING THE INTERVIEWS

Interviews give chapter members an opportunity to get to know the incoming student leaders on a personal level. The more candidates and in-depth conversations that chapter members have with these students, the more connections both parties gain. Every scholarship candidate should walk away from the interview feeling great about themselves, about the campus, and about the fraternity – regardless of any feelings they have toward joining the fraternity.

The scholarship application should have plenty of contact information for the chapter to utilize. The different ways to contact the candidates, however, can cause drastic changes to the foundation of the relationship with the candidates.

#### Emailing

The easiest, but least recommended, way to schedule interviews. The process inevitably turns into a long thread of emails back and forth and the entire process is mechanical – not personal. If you do email the candidate – tell them about the campus-wide informational / scholarship presentation you're hosting (see *below*) so that you can meet them face-to-face and start relationship-building.

#### Phone Calls

Add a personal touch by calling each “semi-finalist” candidate (*using your criteria from **Step 1: Planning the Scholarship***) to inform them that they are one step closer to winning the scholarship. Then you can follow up by sending them an email confirming the time, date, attire, and location of their interview.

#### Campus-wide Informational / Scholarship Presentation

The ultimate tool in campus publicity and a great way to get a large number of candidates scheduled for their interview at once. The presentation should be short, lasting only about 20-30 minutes, and should inform all those in attendance of the idea behind the scholarship, questions the candidates will need to answer in the interview, and the reasoning behind why intellectual growth, leadership, and strong moral character are important traits to members of Beta Theta Pi. Chapters may show a short video that describes the fraternity, but this video should not be a recruitment-driven video; Beta's Administrative Office developed this video [www.vimeo.com/48783673](http://www.vimeo.com/48783673) that all chapters can use during this presentation.

The positives of this presentation include:

- Members get their first chance to meet and establish friendships with semi-finalists
- Candidates come prepared for the interview questions and may even have their own questions
- Candidates differentiate Beta Theta Pi from the stereotypical “Frat-boy” image

However you schedule the interviews, utilizing a shared calendar ensures that there are chapter members available at that time and that candidates do not overlap and sign up for the same time.

## INTERVIEWING THE SCHOLARSHIP CANDIDATES

The chapter can choose to make the interviews formal or informal. It is a good idea to let candidates know what the chapter expects them to wear for the interview. Ultimately, we want the candidate to feel comfortable while appearing professional. Allowing a candidate to wear pajamas does not connote a serious interview, but requiring a candidate to attend in a coat and tie may be intimidating. The interview process itself ultimately should simply be carried out in a professional manner.

### A Standard Template Interview Structure (25-40 minutes):

#### 1. Introductions (5-10 minutes)

- a. Introduce yourself
- b. Get to know the candidate through small talk about sports, weather, university, etc. A “*describe yourself in one sentence*” sort of question will give the interviewer some great insight.
- c. Introduce the fraternity, and the purpose in giving the scholarship.
  - i. Don’t gloss over the purpose of the scholarship. This is likely what will attract them to seeking more information about the fraternity as a whole. Discuss how Beta searches for and rewards men for having good values.

#### 2. Questions (15-20 minutes)

- a. Lead into the interview and let the candidate know that you appreciate him applying for the scholarship.
- b. Each candidate should know the interview questions from the campus-wide information / scholarship presentation. Aim for 3-6 questions each interview. Some sample questions include:
  - i. “*What would you consider your most significant leadership experience? How was that challenging?*”
  - ii. “*Who is your hero or a role model? Why? If there was one characteristic in that person you admire most, what would it be?*”
  - iii. “*What do you want your lasting legacy to be here at \_\_\_\_ after you leave? How have you been or will you be able to make that happen?*”
  - iv. *(Mutual Assistance): Please describe your perspective on student involvement and community service.*
  - v. *(Intellectual Growth): Please describe your anticipated academic and professional interests here at the university and following graduation.*
  - vi. *(Trust): Please describe a situation when you had to put utmost trust in someone else to accomplish a goal or task.*

- vii. *(Responsible Conduct): This university has a certain code of conduct that it expects all student to uphold. How do you interpret that code and how does it reflect in your daily actions?*
- viii. *(Integrity): Please describe a time where you were put in a difficult moral situation that challenged or made you question your personal values.*

### **3. Wrap-up (5-10 minutes)**

- a. Conclude the interview and answer any questions the candidate may have regarding the scholarship process:
  - i. *“These are some great answers to some insightful questions! Thanks for allowing me to get to know you on a deeper level”*
  - ii. *“Thanks again, (NAME), for coming to our interview ...*
  - iii. *“The winner will be announced at our scholarship banquet, which will take place on (DATE) at (TIME) in the (LOCATION). I’ll send you an email to make sure you have that information.”*
  - iv. *“We will know the winner(s) on DATE and he (they) will be notified by phone. Everyone else will receive an email.”*
- b. Move all interview materials to the side and ask if the candidate might have any questions about the Fraternity. Emphasize how their interest has no bearing on the scholarship process.
  - i. *“Before I wrap things up here, I just want to make sure that any questions you have about the fraternity have been answered; what questions do you have about Beta Theta Pi?”*
  - ii. If a candidate has any questions, feel free to answer them.
  - iii. If a candidate would like any material on the organization, provide it only at his will. These materials might include the recruitment brochure, calendar, or other related publications.

## **Step 4: Awarding and Announcing Scholarship Recipient(s)**

## Step 4: Awarding and Announcing Scholarship Recipient

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### AWARD RECIPIENT SELECTION

If the proper steps were followed correctly, the selection process should be somewhat easy. The interview team should meet following the conclusion of all interviews to discuss the candidates using the selection process / criteria previously established for scholarship award recipients. Remember, the *MP Scholarship* can be divided among several candidates, but the scholarship usually receives more applications if you can publicize a larger scholarship amount. One way to market the scholarship is to say “up to \$1000” in your advertising. If you do this, you must clarify the amounts of the scholarships BEFORE advertising.

**Remember.** The *MP Scholarship* should be used only as a catalyst to create friendships with great students across the campus community. The relationships created can then introduce scholarship candidates to the Fraternity.

It is **imperative** that the scholarship recipient is **not** selected based upon the likelihood of his joining the fraternity. Any scholarship candidate who was solely interested in the scholarship money would likely not make for a good active member. Nor would a “locked in” potential new member who needs the “most help” to pay for the financial obligations of membership make for a good active member – doing so would only hurt the chapter in the long-term as that member may not be able to pay membership dues in the future.

### AWARD RECIPIENT ANNOUNCEMENT

At this point, the candidates have already been interviewed and have been told how and when the winner will be announced. Meeting the recipient in person to inform him that he will receive the scholarship is definitely an easy option for the announcement. On the other hand, a carefully planned reception or banquet will allow the chapter to interact with more semi-finalists – building on more relationships.

#### Reception / Dinner / Banquet

A reception / banquet to announce the winner is a great opportunity for the fraternity to have face-to-face, personal time with the top candidates and, potentially, their family. At the same time, it is the most professional, formalized method of announcing the scholarship recipient. It is important to maintain an appropriate balance of wrapping up the scholarship process and telling all about the Fraternity. Overall, everyone should leave the banquet feeling good about the fraternity – whether it’s simply that they made some new friends (members of the fraternity or fellow scholarship candidates) or that they are ready to join the fraternity immediately.

It is important to begin the planning for the banquet significantly ahead of time to ensure that the event fits time and budget constraints. If you plan to have a Keynote speaker, they should be contacted months in advance. Many university locations that may be used for the reception require university catering if food is required for the event. Additionally, due notice of the event to candidates and their families will help to avoid scheduling conflicts – and thereby increasing attendance.

The following order of events would supply an impressive banquet to finalists and their families:

- Opening address (*President or Scholarship Chairman*)
  - This should include an appreciation of all those in attendance, recognition of very important guests, a brief overview of the scholarship process, and should stress the Fraternity's devotion to intellectual growth, community service, and student leadership.
  - A video presentation can supplement and enhance this speech. Beta's Administrative Office developed this video [www.vimeo.com/48783673](http://www.vimeo.com/48783673) that all chapters can use during this presentation.
- Invocation for the meal
- Meal (*with slide show if possible*)
- Introduction of Keynote Speaker (*President or Scholarship chairman*)
- Keynote Speaker (*successful area alumni, chapter advisor, parent, or university official*)
- Award recipient presentation
- Closing

## **Emailing**

Emailing all scholarship candidates to announce the scholarship recipient is only recommended if done in addition to the reception / banquet. The email should summarize much of the agenda above and encourage candidates to contact the fraternity to answer any questions they may have.

## **Step 5: Follow Through and Recruitment**

# Step 5: Follow Through and Recruitment

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## FOLLOW THROUGH WITH SUBMITTING SCHOLARSHIP WINNER(S)

### The Beta Theta Pi Foundation

Once an *MP Grant* recipient chapter has concluded their *MP Scholarship* process, the chapter must complete the *Men of Principle Scholarship Recipient Information* survey, available online at <https://www.beta.org/portfolio/men-of-principle-scholarship-grants/>. This survey will ask for the scholarship recipient’s contact and mailing information as well as some information on the chapter’s scholarship process – such as how many applications were received, how many interviews were conducted, and how many candidates ended up showing interest in the Fraternity.

The *Grant Program* scholarship check can only be sent to the *MP Scholarship* recipient. Chapters cannot be reimbursed through the *Grant Program*.

***The deadline to award the `2023-24 scholarship recipient and complete the Scholarship Recipient Information survey is May 31, 2024.***

## FOLLOW UP WITH SCHOLARSHIP CANDIDATES ABOUT RECRUITMENT

Having established relationships with all of the scholarship candidates, here is where your hard works really pays off. Now it is time to make the most of all of these connections.

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<b>Evaluate candidate interest</b>	Review all of the scholarship applications and interviews to assess whether each individual is interested in the Fraternity. If they are, set up a lunch or dinner with them as soon as possible.
<b>Names List</b>	Update your chapter’s names list to include the scholarship candidates, who interviews them and their level of interest.
<b>Follow up via email or phone call</b>	There should be at least one brother who got to know each candidate on a first-name basis during the scholarship process. Have this member follow up with the candidate in person ( <i>preferable</i> ), by phone, or by social media to invite him to a meal or a small group event (3-7 people).
<b>Introduce the candidate to fraternity members</b>	Having established a relationship with the candidate – now a friend – members should leverage these friendships to introduce scholarship candidates to fraternity members with similar hobbies and interests.
<b>Introduce the candidate to the Fraternity</b>	If the candidate has continued to express interest, invite him to a recruitment event!

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## EPILOGUE: AN EVOLVED SCHOLARSHIP PROGRAM

Although the Beta Theta Pi Foundation only sponsors one \$1000 grant to each chapter of Beta Theta Pi each year, chapters can choose to develop their scholarship program in many other ways. Some ideas to develop these programs include:

- Budgeting for additional scholarships to be used in alternative semesters/terms
  - Increased scholarships: \$1,000 scholarships are shown to produce more candidates
  - This money can come from the chapter budgeting more money or from requesting donations from the chapters' alumni base!
- Larger award dinners / banquets
- Hosting the campus-wide informational / scholarship presentation when candidates' parents are in town (*such as Parent Weekend*) leads to increased attendance at the presentation, more interaction with the students, and more applications and interviews confirmed
- People are more open psychologically to others when they share a meal together. If your interviews are around a meal, chances are you will be able to engender closer friendships with the candidates

Chapters of Beta Theta Pi should inform their chapter development consultant if they have any ideas to contribute to the list above! The more suggestions, the better!

# Samples

# SCHOLARSHIP APPLICATION



## MEN OF PRINCIPLE SCHOLARSHIP

Please complete the following information. By applying for the scholarship, you are not committing yourself to membership in Beta Theta Pi or any other organization. The scholarships will be awarded at an invitation only reception.

<b>CONTACT</b>	First Name		Middle name	Last Name		
	Campus Address				Cell Phone Number	
	Permanent Address					
	City		State	Zip Code	Home Phone Number	
<b>SCHOOL</b>	Current Academic year Fr / So / Jr / Sr		Transfer Student Yes / No	Academic Major		
				Academic Minor		
	Past Sem. GPA		Cumulative GPA	High School GPA	High School Class Rank	
<b>ACHIEVEMENT</b>	Please list all honors, achievements, and awards:					
<b>ACTIVITIES</b>	Please list all extracurricular activities, including membership in other societies, organizations and goals:					
	Please list your community service and philanthropic involvement:					
<b>FUTURE</b>	What are your goals and ambitions for the next five years?					

Please attach any additional information you think would be pertinent to your application.

\_\_\_\_\_  
Candidate's Signature

\_\_\_\_\_  
Date

## INTRODUCTORY LETTER



# MEN OF PRINCIPLE

SCHOLARSHIP

August 8, 1839

Dear *Miami University* Student:

On behalf of the Beta Theta Pi Fraternity, welcome to *Miami University*. This year you will no doubt encounter new challenges and opportunities that will help to shape your college experience and lead to future success in life.

Beta Theta Pi believes that college men should be recognized for their success and for their desire to achieve. In fact, for more than 173 years, we have been in the business of building *Men of Principle*. Beta strives to provide strong relationships as well as leadership opportunities and personal development. For many of our members, these skills have transferred to professional life. You have probably heard of some of them . . . Wal-Mart Founder Sam Walton, Baseball Great Mike Schmidt, Retail Guru Bruce Nordstrom, Sportscaster Neil Everett, to name a few.

In hopes of providing these same opportunities to your campus, Beta Theta Pi is offering a **scholarship totaling \$1000 designated by the Beta Theta Pi Foundation for non-Greek male students at *Miami University* with no obligation to join the fraternity.** We seek to reward men who demonstrate devotion to intellectual growth and a commitment to making both the university and community better places to live.

If you are interested in the scholarships, I encourage you to complete the enclosed application and mail it to our scholarship chair, John Duncan at **200 East High Street, Oxford, Ohio 45056** by **Wednesday, September 26, 1839**. Again, by applying for the scholarships, you are **not** committing yourself to membership in Beta Theta Pi or any other organization.

If you should have any questions, please contact me at **(123) 456-7890** or **jrknex@btp.org**. I look forward to receiving your application and meeting you soon!

Sincerely,

John R. Knox  
Chapter President  
Beta Theta Pi Fraternity

## BANQUET INVITATION FOR FINALISTS



# MEN OF PRINCIPLE

SCHOLARSHIP

August 8, 1839

Dear **Henry**,

Thank you for applying and interviewing for the *Men of Principle Scholarship* here at **Miami University**. We are pleased to announce that you have been chosen as a semi-finalist. Selection was difficult, but your background and qualifications put you above the rest!

As a semi-finalist, we would like to invite you and your family to our scholarship banquet on **Sunday, October 14, 1839** from **2 PM to 3:30 PM**. The banquet will be held in the **Union Literary Society Hall** in the **Old Main Building**. Dress for this event will be shirt and tie.

**Please RSVP by Monday, October 1, 1839.**

Please feel free to call me at **(123) 456-7890** with any questions. Again, the men of Beta Theta Pi wish to congratulate you on the status of your application and we look forward to seeing you on **October 14!**

Sincerely,

Samuel T. Marshall  
Scholarship Chairman  
Beta Theta Pi Fraternity

## BANQUET INVITATION FOR PARENTS



# MEN OF PRINCIPLE

SCHOLARSHIP

August 8, 1839

Dear Mrs. Johnson,

The Beta Theta Pi fraternity believes that college men should be recognized for demonstrating devotion to intellectual growth and a commitment to making both the university and community better places to live. As such, Beta Theta Pi has offered a **scholarship totaling \$500 designated by the Beta Theta Pi Foundation for non-Greek male students at *Miami University* with no obligation to join the fraternity.**

Today we write to congratulate you and your family on your son, **Henry**, being chosen as a **semi-finalist** for the *Men of Principle Scholarship*!

As a semi-finalist, we would like to invite your family to our scholarship banquet on **Sunday, October 14, 1839** from **2 PM to 3:30 PM**. We would love to get to know your family more – and, it would be a great opportunity for you to meet with other parents of our great university! On top of that, the afternoon will also be a perfect opportunity to spend the day with your son. The banquet will be held in the **Union Literary Society Hall** in the **Old Main Building**. Dress for this event will be shirt and tie.

**Please RSVP by Monday, October 1, 1839 if you and your family can attend.**

Additionally, please feel free to call me at **(123) 456-7890** with any questions. Again, the men of Beta Theta Pi wish to congratulate you on the status of your son's application and we look forward to seeing you on **October 14!**

Thank you!

Sincerely,

Samuel T. Marshall  
Scholarship Chairman  
Beta Theta Pi Fraternity

## RECIPIENT ANNOUNCEMENT AND THANK YOU



# MEN OF PRINCIPLE

SCHOLARSHIP

August 8, 1839

Dear *Men of Principle Scholarship Candidates and Parents*,

Thank you for your participation in the *Men of Principle Scholarship*. I feel so fortunate to have met and built friendships with so many great student leaders and their families through the almost **500** applications, **100** interviews, and our *Men of Principle* reception!

The Beta Theta Pi Fraternity's mission is to **develop men of principle for a principled life**. As such, we encourage college men to devote themselves to intellectual growth inside and outside of the classroom and commit to making both the university and community better places to live. In turn, we are encouraged by Beta alumni such as **Dr. Woo Glin**, class of 1839. At our recent award reception, **Dr. Glin** spoke of how his involvement in the fraternity taught him how to work hard, think outside of the box, and maintain relationships with peers and colleagues in the workplace. **Dr. Glin** truly is an inspiration to us all!

It was unbelievably clear to us that our candidates this year demonstrated talent and devotion in areas such as intellectual growth, global awareness, community service, and leadership. So many great applications only made our decision increasingly difficult.

However, after much deliberation, the scholarship committee determined the recipient of this year's *Men of Principle Scholarship* is:

**Henry Hunter Johnson - \$1,000.00**

We would like to congratulate **Henry** and his family as well as all of our other semi-finalists on their exceptional applications. Once again, thank you for your devotion to intellectual growth and making our university and community better places to live.

Please feel free to call me at **(123) 456-7890** with any questions. I hope to see you all on campus again this summer and next fall!

Sincerely,

John Reily Knox  
Chapter President  
Beta Theta Pi Fraternity