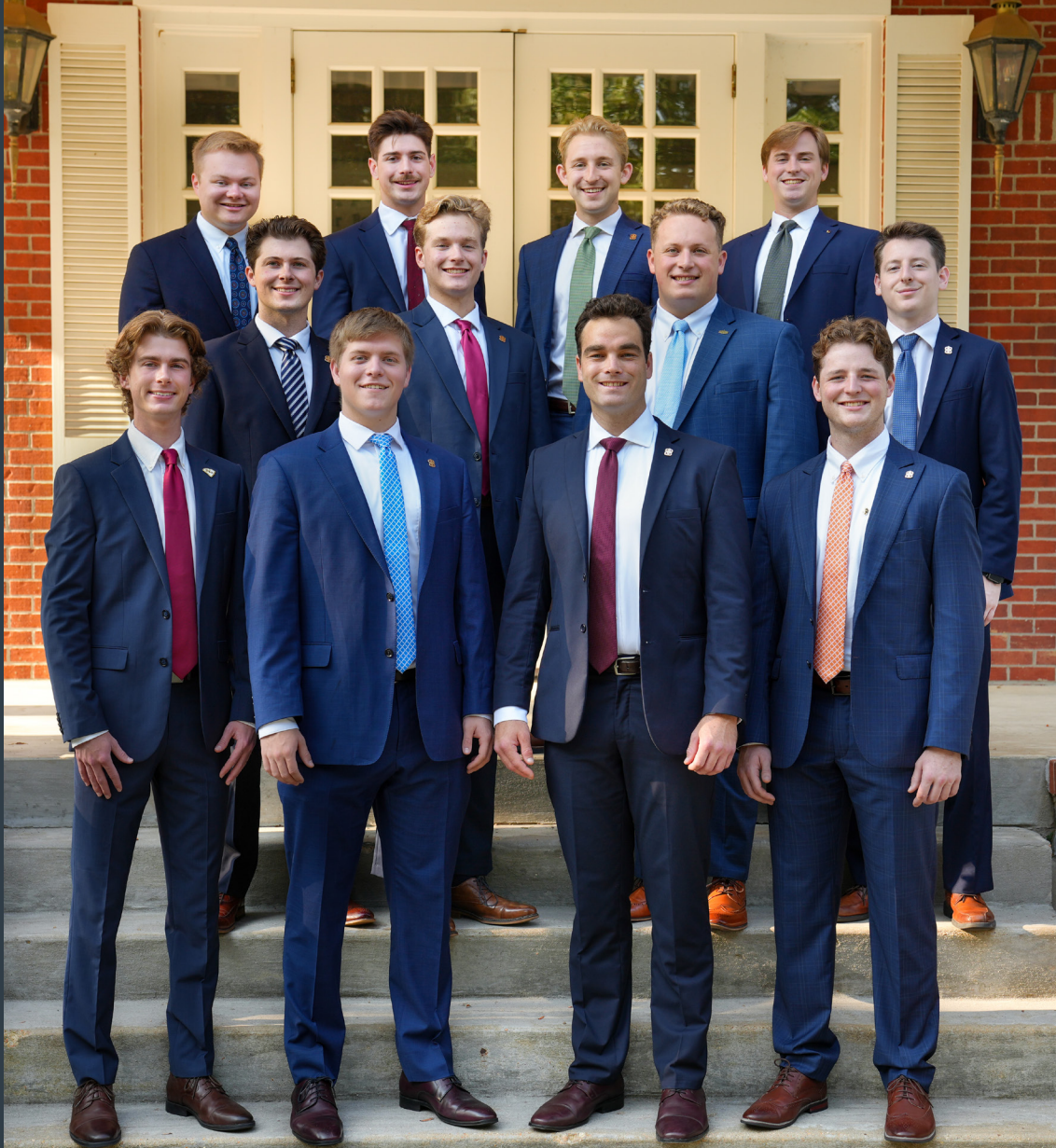




CHAPTER CONSULTANT

THE NEXT STEP IN YOUR PROFESSIONAL GROWTH



WELCOME

You have learned many skills during your time as an undergraduate, and may regard your association with the Fraternity as your most valuable experience. Through the Chapter Consultant Program, you have the opportunity to further enhance skills in demand in today's marketplace. Consultants advise chapter leaders on recruitment, operational management, public relations, liability issues, membership education, leadership development, and sound financial strategies.

A MESSAGE FROM THE EXECUTIVE VICE PRESIDENT



JUSTIN A. BUCK

SOUTHEAST MISSOURI STATE, EPSILON IOTA '96

The opportunity to work for a dynamic service organization and to influence the lives of young men, as well as fine tuning personal skills in the process, is very rare. The chapter consultant position provides this and so much more.

The working environment of a facility which is one of the finest headquarters of any organization, and the support of resident staff experts in fraternity operations makes this position the envy of all Greek organizations. Our staff is proud of our service and the team spirit we espouse.

Chapter consultants also build relationships with both student members and alumni throughout North America which often last a lifetime. The resulting friendships are invaluable.

Pi Kappa Alpha seeks a few high quality and impressive graduates each year to fill these positions. If you are interested and are fortunate to be among the ranks of chapter consultants, I can assure you it will be one of the most rewarding professional experiences you will ever have.

Best wishes to you in your endeavors, especially over the next few years.

A handwritten signature in white ink, reading "Justin A. Buck". The signature is fluid and cursive, with a long horizontal line extending to the right.



THE JOB

Chapter Consultants are full-time employees representing the International Fraternity based out of Memphis, Tennessee, and will usually complete a one-year commitment. Opportunities to pursue a longer term of service with the Fraternity are also available to qualified candidates.

AS A CONSULTANT YOU WILL:

- Travel to chapters for annual assessments and deliver expertise in subject matter areas including recruitment, operational efficiency, goal setting, and resource implementation.
- Focus on the managed portfolio of 14 to 24 chapters/provisional chapters and subject matter-specific visits in varying lengths of time from one day to a full semester.
- Build communication networks between chapters and their leaders, alumni stakeholders, institutional partners, and the International Fraternity.
- Recruits, build and install new provisional chapters for the Fraternity.
- Assist in aggregating and evaluating year-end analytics.
- Serve as a resource regarding Fraternity governing documents to chapters, institutional partners, and alumni stakeholders.
- Create a Chapter Success Plan (CSP) to be provided to chapter leaders and alumni stakeholders.
- Attend and facilitate educational events.

HIRING PROCESS:

APPLICATION REQUEST

The Application Request is sent to many prospective consultant candidates over the course of the year by the Directors of Services. The request includes fields to input general information and upload your most up-to-date resume for the Hiring Committee's consideration.

VIRTUAL INTERVIEW

The Virtual Interview serves to orient the members of the Hiring Committee with the prospective candidate and see if the candidate meets the qualifications and is a good fit for the program. Each candidate is provided with a job description in addition to several of the questions that the panel shall ask, so that they may best prepare.

MEMORIAL HEADQUARTERS INTERVIEW

If a candidate is invited to interview in-person at Memorial Headquarters, then he has reached the final stage in the interview process. The Memorial Headquarters interview is an opportunity for the candidate to familiarize himself with his potential future co-workers and experience Memphis, Tennessee. Similar to the virtual interview, a preparation packet is provided with several of the interview panel questions, in-depth information about the training program, and the fraternity staff experience.

OFFER EXTENDED

Candidates who make it through all stages of the interview process are then evaluated by the Hiring Committee to determine which candidates meet the qualifications and fit for the Chapter Consultant Role. Once a decision has been made, the Directors of Services shall extend the formal offer to the candidate.





THE TRAINING

The “Consultant Training” program is an immersive, two-and-a-half-month course tailored for recent graduates embarking on their professional journey. This program provides a robust foundation in essential business skills through a blend of interactive learning, hands-on practice, and expert guidance. Consultants will gain proficiency in leadership, communication, and strategic management to excel in the Pi Kappa Alpha network and beyond.

QUALITIES & STRUCTURE:

- Leadership Skills Building
- Professional Writing
- Presentation Skills/Public Speaking
- Asset Management
- Financial Management
- Sales Tactics/Practices
- Project Management
- Cultivating Professional Connections
- Strategic Road Mapping
- Professional Dress

ON EXPANSION YOU WILL:

- Cultivate leads from various constituencies across campus
- Promote fraternity branding to new audiences
- Facilitate presentations for campus organizations ranging from 75-160 members on average
- Implement cold calling techniques used by modern sales professionals
- Utilize Customer Relationship Management (CRM) technology to manage prospects in sales cycles
- Interview prospective members to find the best fit for the organization
- Onboard chapter officers with Fraternity best practices
- Work with alumni stakeholders to develop an advisory structure for the provisional chapter
- Create a fully functional fraternity in 6-8 weeks



JUN

MID-JUNE:
Arrive in Memphis
for Summer Training



SEP

MID- SEPTEMBER:
Expansion / Chapter Visits



AUG

EARLY AUGUST:
Convention or Tillar Leadership Academy

MID - AUGUST:
Begin Recruitment Visits



NOV

NOVEMBER:
Regional PIKE University

DEC

DECEMBER:
Return to Memphis
for Mid-Year Training





JAN

JANUARY:
Chapter Executives
Conference in Memphis

FEB

EARLY FEBRUARY:
Expansion / Chapter Visits

MID- FEBRUARY:
Regional PIKE University



MAY

EARLY TO MID MAY:
Return to Memphis for End of Year Wrap-Ups



MAR

EARLY MARCH:
Regional PIKE University Summits

THE TIMELINE

Your consultant journey starts and you immediately become a representation of the organization and an ambassador of the Pi Kappa Alpha International Fraternity. As a consultant, you will be traveling 85% of the time, approximately 9 months, through the contiguous United States and Canada.



THE IMPACT

When you are a consultant, you have the opportunity to work with various departments and external audiences in communicating and achieving organizational initiatives. You understand, adhere to, enforce all applicable organizational policies, procedures, and practices.

KYLE N. PANE

NEBRASKA-OMAHA, DELTA CHI '14
CREATIVE ARTISTS AGENCY, AGENT TRAINEE

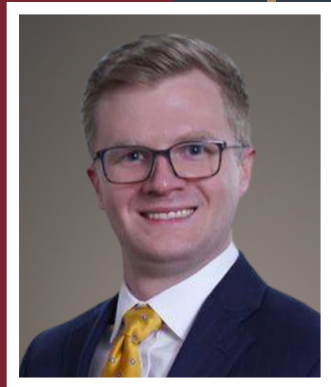
It helped get me my current job. Being allowed the chance to meet many different men in a variety of fields not only allows you to get better at communication and relationship building, but it also helps you learn about other job fields. Learning from people high up in their fields without having any experience is a huge plus.



J.C BLACKMON

DELTA STATE, ZETA BETA '13
ASSOCIATE ATTORNEY, PHELPS DUNBAR LLP

Not only did my experience on Fraternity Staff prepare me for law school, it actually led me to pursuing a legal career. The training provided and the resulting professional development from the consultant position was so important to my success in law school. The chapter consultant position taught me so much about self-discipline and accountability which are necessary traits in any program or career, especially

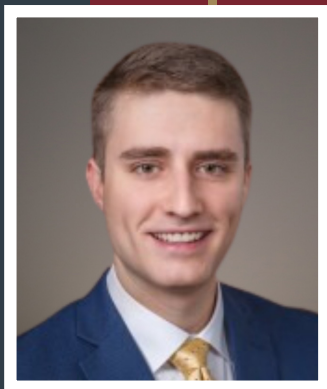


MICHAEL McMILLAN

SAN DIEGO, KAPPA PHI '97
SENIOR VICE PRESIDENT, CBRE

The personal and professional development provides both a gap year between undergrad and either graduate school or starting your professional career to learn more about the world and yourself while giving you professional training, development, experience & networking that will open your eyes in a way that would not be possible without at least a year on the Fraternity Staff.





My time on Fraternity Staff contributed to my personal and professional development tremendously. Moving to Memphis for this role after college graduation was the first time I had lived more than an hour from home and helped me to realize that breaking out of your comfort zone is essential for growth and sustainable success. The skillset I developed as a Chapter Consultant exceeded all my expectations and was wider-ranging than I could have found elsewhere. The personal relationships and connections that were made available to me through my time on Staff grew my network more than any other job I could have chosen as an alternative right out of school. This role empowered me to be resourceful, to adapt to my surroundings, to work in partnership through challenging scenarios, to think critically, and so much more. I could not recommend this truly once-in-a-lifetime opportunity any more highly.

PAXTON CRIDER

MURRAY STATE, EPSILON LAMBDA

REGISTERED BRANCH ASSOCIATE, EDWARD JONES

CONSULTANTS HAVE GONE ON TO WORK WITH:

- **Deloitte**
- **Ernest & Young**
- **NASA**
- **Johnson & Johnson**
- **McKinsey & Co**
- **Department of Homeland Security**
- **Bernstein Global Wealth Management**
- **American Heart Association**

CONSULTANTS HAVE EARNED HIGHER DEGREES FROM:

Juris Doctor

- Stanford, Columbia, Virginia

Masters of Business Administration:

- North Carolina, SMU, Brown

Masters of Education:

- Vanderbilt, UCLA

ALLEN W. GROVES

STETSON, DELTA UPSILON '79
SENIOR VICE PRESIDENT, SYRACUSE



Working as a chapter consultant for our Fraternity is one of the best ways to develop a broad array of marketable life skills in a short period of time. You are in essence a management consultant, visiting a new chapter and college every few days, charged with quickly assessing how the men there can best achieve their shared goals and elevate the chapter to new successes. You learn to adapt to almost any situation and to think quickly and strategically. You will develop excellent interpersonal skills, become an accomplished public speaker, and learn how to navigate new environments. On top of this, you get to personally experience a wide variety of colleges and universities, as well as explore areas of the country new to you. The lessons I learned working for our Fraternity played a significant role in my subsequent success as a litigation partner in a global law firm for 16 years, and later as a senior leader at the University of Virginia and Syracuse University. You also make lifelong friendships, build connections with successful alumni, and learn a great deal about yourself. For me, Pi Kappa Alpha's professional staff was the ultimate "graduate school of leadership development" and a terrific incubator of young talent.



THE NEXT STEPS

We hire our consultants like other corporations hire new employees. Interested candidates submit an application during their year of graduation. A select few of our highly qualified and talented undergraduates are interviewed by the Fraternity staff located in Memphis, Tennessee.

The Directors of Services or your current Chapter Consultant can provide you with information about the position and answer any specific questions you might have. Your visibility at PIKE University events may benefit your opportunity to interview.

If you are ready to take a year to work on yourself as a professional, this is your opportunity. Please contact the Directors of Services at Pi Kappa Alpha Memorial Headquarters via email at services@pikes.org to request an application.





PI KAPPA ALPHA

COURAGE TO BE MORE

8347 WEST RANGE COVE • MEMPHIS, TN • 38125

901.748.7868 • PIKES.ORG