

Recruiting Delegate/Alternates

- ✓ Do you use scripts in your office? Dental teams know that when the doctor enters the treatment room, information should be presented clearly so patients can easily follow, engage, and accept treatment. Why not take the same approach with recruitment, whether it's for your delegation or your local dental society program?
- ✓ List why you are a House member. How do you describe your duties to someone else? Be honest. How can you describe this in the most exciting manner possible?
- ✓ Below are a few sample scripts to use both formal and conversational. Feel free to edit for what works best for you.

Delegate Recruitment Script – Formal (Leadership Use)

Opening

"Dr. [Name], I'd like to speak with you about an important leadership opportunity within the Michigan Dental Association—the role of delegate to the MDA House of Delegates."

Framing the Role

"As a delegate, you serve as a voice for your colleagues, keeping your component informed while bringing their perspectives to the MDA Board. Delegates help prepare future leaders, understand how member dues support initiatives, and act as ambassadors for the profession—strengthening connections and shaping the future of dentistry."

Appeal to Strengths

"Given your background and dedication, I believe you would excel in this role. Your voice and perspective would add real value to the discussion."

Ask

"Would you be willing to serve as a delegate, or may I provide you with additional information about the time commitment and responsibilities?"

Delegate Recruitment Script – Conversational (Peer-to-Peer Use)

Opening

"Hey [Name], I think you'd be a great fit for one of our delegate spots with the MDA, and I wanted to run the idea by you."

Framing the Role

"Being a delegate is really about staying connected and speaking up for your colleagues. You'll share what's happening at the MDA, bring your local group's input to the table, and help shape where dentistry is headed. It's also a great way to meet other dentists, support future leaders, and have a real voice in the profession."

Appeal to Strengths

"You're committed, easy to work with, and have great insight—that's exactly what we need in a delegate. You'd be really good at this."

Ask

"So, what do you think—want to give it a try? If you're not ready to commit to a full term, there are alternate delegate spots too, which are a lighter lift."