



Making connections in the Latino Community - Meeting Leaders

Meeting leaders and building relationships is an effective way to start Destino. Often we are paralyzed by the myriad of options. Walking up to anyone who “looks Latino” can lead to a lot of wasted time and fruitless conversations. If you’re looking for someone to help you start Destino, then you’re looking for a leader with a vision. A quick way to narrow the list down is to start networking with Latino leaders.

Start by going on the school’s student organization website and look for Hispanic and Latino organizations. Often, contact information for one or more leaders is listed on that website. Don’t forget to look at all interest groups. You may find a Hispanic Business Student Association under professional organizations and you may find a Latino fraternity listed among the other Greek Organizations.

Next, you’ll want to contact them. Face to face is best when possible. If there is a location and hours listed go there and talk to someone. If that isn’t possible send them an email. Either way you should say or write something like the following:

Hi _____. My name is _____. I serve as a chaplain for Latino and Hispanic students and leaders at School Name. I’m trying to get to know leaders in the Latino community on campus. I’d like to buy you coffee sometime this week to get to know your leadership journey and hear more about Their Organization Name. I’d also like to hear about the needs your organization is addressing and discuss how I may be able to serve you or others you may know. Are you free Blankday afternoon or Blankday midday?

Not everyone will say yes to a meeting, but many will. Be sure to spend significant time building rapport with a Latino student. Also, don’t be surprised if they bring friends. Remember your focus is to build relationships, not just get through content. If they become a friend, you can always meet up again to finish the content. Often, students can connect you to others and open doors for you even if they aren’t personally interested.

If you were building a friendship with someone and they pulled out a survey you would know the relationship is now transactional. In Destino, we’d love to be great question askers, but not survey takers for an interaction like this. Here are several great questions to get you rolling. You may not use all of the following questions, but it will benefit you greatly to memorize the essence of them and ask as many as you can. The most important ones are starred. Also, try to drop in questions like “Where are you from?” that you can answer as well. Again, sharing about your life and experience helps build an actual friendship.



Latino Leadership Survey

Questions about the Organization

- *1. What does your group do Latino students on campus?
2. What kinds of activities does your group put on?
3. How long has it existed and how large is it?

Questions about them as a Leader

- *4. What position do you hold, and what are the major responsibilities of your position?
- *5. What caused you to seek this leadership position?
6. Do you enjoy leading and leadership? Why?
7. How has your family influenced your leadership?
8. Name someone you admire as a model leader.
9. What qualities do you admire about that individual?

Questions about Latinos on Campus

- *10. From your perspective, what are the greatest needs of Latinos on campus?
- *11. What do you feel is the level of spiritual interest among Latino students?
- *12. Do you know anyone who is a spiritual leader, constantly talking to others about God in ways that make people want to listen and engage? (Try to meet this person)

Sharing about Destino

*"Destino is a national, Latino-based, Christ-centered movement that helps people grow in their relationship with God."

- *13. Are you familiar with what Destino is about?

This is your chance to share an abbreviated version of the gospel. If they seem very interested you could boldly share more deeply and ask for a decision. If they seem cordial, perhaps wait to meet up another time as friends and circle back for a more thorough gospel conversation in the future.

As you ease out of the conversation, ask

- *14. What the biggest needs of their organization are at this time?

Look for ways you, Cru, or Destino could help. Be sure not to make any promises before talking to your team. Getting an answer later gives you a great opportunity to meet up with them again.