



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

BEFORE WE BEGIN

The individual DeMolay Chapter is the basic unit of our Order and it is in the Chapter that the organization to attract new members **MUST** begin. There aren't any magic cures or universal solutions but from the information that you will find in this booklet, the Leaders Resource Guide and the Membership Planning Guide. You can adopt a Membership plan which will help you no matter if you're a big or small Chapter, in the big city or in a rural town. Don't expect to get spectacular results every time you have a membership prospect party, but look for a program which will net you a steady flow of new members. At a minimum, strive to meet your annual ISC yearly membership goal. Don't be afraid to **EXCEED** your membership goal, if your membership goal for the year is 12 new members and you get 13, **GREAT!!!** But **DON'T** say in September that my Chapter has reached its yearly goal of 12 and stop any membership drives! Keep trying to exceed the minimal standards that someone else sets for you and **EXCEED THE STANDARD!** You need a plan and you **NEED** to **REALIZE** that **MEMBERSHIP** should be at the **TOP OF THE PRIORITY LIST!** You have to realize that Membership is a problem, not only in our Jurisdiction, but in DeMolay International as a whole, and there is **NO ONE** out there who can fix this problem except your Chapters and the State Membership Director.

In organizing to increase your Chapter Membership, the first thing we have to realize is that many of our members and advisors are not good "salesmen." Some of these have gotten better through training or have grown into it, but there are some that need some extra help in this area. The remaining members of your Chapter should be able to start a good membership committee. Put the **BEST** members of your Chapter who are best suited for this, put them on the committee and put them to work **IMMEDIATELY!**

The main job in obtaining new members is selling the Order of DeMolay in general and your Chapter in particular. We don't have to be the greatest salesmen in the world in order for us to sell DeMolay. The product sells itself. The product is demonstrated to the young men when they are initiated into DeMolay and their families see and feel the changes that have occurred in the young man. Hopefully, after reading this packet and looking through the above mentioned references, you can put on a **GREAT** sale to boost your DeMolay Chapter Membership.

There are several different ways to actually sell DeMolay, and in this packet, each one will be discussed. Pick one that you think your Chapter will succeed at and tear your members loose!

Start by selecting a Membership Advisor that you think is a good salesman. Then go to the Chapter and build a membership committee; you might want to consider:



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

the three councilors

Past Master Councilors

the members who are natural salesmen/self starters

Enlist the assistance of your Parent's Clubs, the current officers, the past officers and the enthusiastic Master Masons who are NOT members of your Advisory Council. When you've done this, you may want to hold a salesmanship seminar to train these individuals. Hold it at the Masonic Lodge or at a home, but hold the seminar to a small group (no more than 10). Provide refreshments for the teenagers and adults and be sure to have the necessary supplies available (i.e. paper and pencil and supplies from the DeMolay and More Store, etc.). Your goal is to provide them with enough knowledge to sell DeMolay, and the enthusiasm to go with it! Impress them with the importance of their efforts now and the need to follow-up with each prospect until he is either elected to membership or decides we're not for him.

If I can be of further assistance, please DON'T HESITATE to contact the membership advisor for your chapter or jurisdiction.



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

MEMBERSHIP - A COMMUNICATION TO COUNCILORS

CONCENTRATE ON THE PROBLEM - recognize that without members there will be NO MORE Chapter and NO MORE Order of DeMolay.

COMMIT YOURSELF TO SOLVE THE PROBLEM - Don't wait for somebody else to do it. He's NOT there.

CAPITALIZE - on ALL the input, help, and other peoples ideas you can obtain.

CONCEIVE YOUR OWN SOLUTION - one that YOU really BELIEVE will work.

COMMUNICATE YOUR PLAN - get the Chapter members enthusiasm to build.

COMMITTEE - enlist the Chapter's REAL DOERS - distribute the responsibility.

COMBINE YOUR EFFORTS - involve the Advisors, Sweethearts, the Parent's Club, the Senior DeMolays, members of the sponsoring bodies, etc.

CONVINCE YOUR PROSPECTS - that DeMolay is the GREATEST organization for young men!

CONFER - the BEST degrees within the capability of your Chapter.

COMPLY WITH YOUR OBLIGATION TO YOUR NEW BROTHERS - bring them ALL THE WAY into the brotherhood that is DeMolay. Involve them in EVERYTHING the Chapter does - help them to share your enthusiasm for DeMolay.



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

DeMOLAY SELLING POINTS

Many DeMolays are asked what they thought were the BEST selling points for DeMolay:

Builds Confidence	Activities	Loyalty	Brotherhood
Planning	Leadership	Trust	Responsibility
Cleanness	Sharing	Travel	Connections
Fun	Scholarships	Sweethearts	Meet New People
Patriotism	Competition	Friendships	The Virtues
Godliness	Respect	Morals	Honor
Growth	Drama	Pride	History
Citizenship	Work with Adults	Learning	Help Others
Community Service	Get Along with Others	Fraternity	Social Events
Public Speaking	Ritual	Sports	



ORDER OF DEMOLAY



CHAPTER MEMBERSHIP PROGRAM

KNOWING YOUR CHAPTER

Assembling a prospect list is ONE OF THE MOST IMPORTANT steps in ANY Membership campaign. Regardless of the method your Chapter employs in obtaining prospects, your efforts will be generally more effective with a good Prospect List.

In starting to prepare a Prospect List for your Chapter, it is VALUABLE to spend a few minutes analyzing your Chapter's membership. Using a Chapter Roster or the most recent Annual Report, prepare a breakdown of your current membership on a Chapter makeup sheet. List the nucleus of your Chapter: 13, 14, 15, 16, and 17 year old members. (The members over 18 need NOT be tabulated because in MOST Chapters, they are few in number and their contribution to your Chapter is generally LIMITED). After you have a breakdown of Chapter membership by age, go a step further and break down the membership by school and grade. With these figures in front of you, it should become easy to see your Chapter's strong points and weak points.

Pinpoint those areas you are overlooking and seek a means of improving your performance in the weak areas without ignoring those areas in which you are successful.

Look a little deeper into your membership. The school and activity summary allows you to break down your Chapter membership according to school and activity. Does your Chapter have ANY members who are active in the band or choir? The football or basketball teams? From which MAJOR school activities has your Chapter failed to attract members? Why?

When you make up this chart, ALWAYS REMEMBER that ANY "0's" are areas in which your Chapter needs to work on.

Knowing your strengths and weaknesses will allow for a BETTER approach to assembling a Prospect List!



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

ASSEMBLING A PROSPECT LIST

Assembling names for a Prospect File is a continual process. A good way to organize prospect names is to make a file on 3" X 5" cards. Or, if one of your members of your Chapter has a Computer, try putting this information into any number of Computer Databases or Spreadsheets available on the open market.

There are SEVERAL relatively constant sources of names that you SHOULD use:

Your Chapter Members - When was the LAST time you asked them? Take a few minutes at a meeting and ask them to list names on a card!

New Members - the BEST prospects are the friends of your newest members. You have already sold the new member on DeMolay. Help him sell his friends. Tell him that your Chapter would be even MORE FUN with his friends as members. Make sure he has membership petitions to use. As part of your Orientation Program, make sure you seek the names of the newest member's friends. See that he follows up by asking them to join.

Masonic Bodies in your Temple - Seeking the names of prospects from the Lodges is the responsibility of your Advisors. At regular intervals they should make announcements in Lodge meetings upcoming DeMolay events. Mentioning also, that they would be happy to follow-up on ANY names of potential DeMolays that the Lodge members might provide. A display with pamphlets and membership petitions should be placed near the lodge registration desk if permissible. This way, DeMolay is ALWAYS visible to the Masons of your community.

Rainbow or Job's Daughters - This source is one of the most often overlooked. By asking your members to list potential Rainbow's and/or Job's Daughters that they know, you can provide a prospect list to the Assembly or Bethel and ask that they do the same for you. Among the BEST prospects are brothers of Rainbows and Job's Daughters. After you assemble the list of prospective Rainbows/Job's Daughters from your members, one of your Advisors can take the list to the Advisors of the assembly or the Bethel and ask that the girls prepare a similar list to help your Chapter. This exchange of prospect lists should be done AT LEAST ONCE A YEAR!!!

Other DeMolay Members/Organizations - Other sources of DeMolay members which you can use are also commonly overlooked by a DeMolay Chapter, those of your Appendant Organizations of the Order of DeMolay. Some of these organizations are:



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

1. Other DeMolay Chapters/Advisors/Master Masons in nearby towns
2. The DeMolay Alumni Association Members
3. The Chevaliers (Courts)
4. The Legion of Honor (Preceptories)
5. The Order of Knighthood (Priorities)

ALL of these Organizations are available to ask its members if they can provide a prospect list for your Chapter, serve on your Advisory Council, or help your Chapters. A current membership list of members other organizations can be obtained from the Executive Officer.

Other sources of names, while NOT CONTINUALLY AVAILABLE, are, nevertheless valuable and should be used when available:

Teachers, Counselors and Principles. Almost EVERY school has one or more Masons who will gladly help if they are properly approached.

Little League Coaches - A tremendous source of future names. A regular file of 10, 11 and 12 year olds will provide a continual list of prospects over the years. Try to find a Senior DeMolay or a member of a local Lodge who is serving as a coach.

Church Sunday School Teachers/Ministers - An effective way to get a DeMolay before the public eye is to have Chapter members attend a church or synagogue in a group, notifying the minister or rabbi several weeks in advance of your planned visit. This will often result in a mention in the program or newsletter. A follow-up call to the minister or rabbi after the visit can produce a list of prospective DeMolays who belong to the congregation. (NOTE: the follow-up call SHOULD NOT be so soon after the visit that it appears that your ONLY PURPOSE for the visit was to get Prospects. Wait 3 or 4 weeks before you make the call). Parents of Prospects contacted in this manner often have a favorable opinion of DeMolay as a result of having seen the Chapter in the church or synagogue.

Prospect Booth – Set up a prospect table in a public location such as a mall or at a public event. Some schools are allowing these type of booths. Be sure to check with the event organizers or officials. Collect names and phone numbers, hand out brochures, and be sure to follow up within 48 hours with a phone call to set up a visitation. If a visitation isn't convenient for them, ask if you can put them on your follow up list.



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

PROSPECT INFORMATION SHEET

ITEM	DETAILS
NAME	
PARENTS	
ADDRESS	
CITY	
COUNTY	
ZIP	
PHONE	
AGE	
GRADE	
SCHOOL	
DeMOLAY SPONSOR	
NOTES	



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

CONTACTING PROSPECTS

I. HELPFUL HINTS:

A. The Five Do's of Prospect Contact.

1. Answer ANY question the prospect has about DeMolay
2. Ask the prospect what his interests are and then tie them into your Chapter
3. Make positive comments about your Chapter and Advisors or ANYTHING dealing with DeMolay
4. Let the prospect know that DeMolay has many varied activities and that he will find something that he likes
5. Make the prospect feel wanted, but talk about what HE will get out of DeMolay

B. The Five Don'ts of Prospect Contact.

1. "The meetings are secret - I can't tell you ANYTHING about them."
2. "All we do is play football" or "All we do is ritual"
3. "Our Chapter Dad is a NERD!"
4. "We sure need you in our Chapter to address postcards and mow the lawn."
5. "Let me tell you about DeMolay, EVERYTHING you always wanted to know, but were afraid to ask."

C. Membership Tips.

1. Be WELL PREPARED when approaching a prospect and his parents.
2. Be outgoing and enthusiastic, you should be excited about DeMolay.
3. ALWAYS know the date of the next Initiatory Degree, and equally important, the date by which petitions MUST be submitted.
4. DON'T RUSH HIM; let his interest build gradually.



ORDER OF DEMOLAY



CHAPTER MEMBERSHIP PROGRAM

5. Tell him about all of the friends he will make.
6. Offer him rides to the meetings and activities.
7. GET TO THE POINT! DON'T use descriptions that are complicated, or titles that are meaningless to him, such as: Jobies, PMC, Sweetheart, Rainbow, etc.
8. Have current brochures and petitions on-hand.
9. STRESS the large size of the organization.
10. BE HONEST! If you CAN'T ANSWER the question, tell him you will check it out and get back to him.
11. Explain to him that there is NO HORSEPLAY or EMBARRASSMENT which occurs in our Initiations.

300-1-01

10/10/01

10/10/01



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

THE SALES APPROACH TO MEMBERSHIP SUCCESS

I. YOUR MEMBERSHIP - INCREASE OR DECREASE?

- A. You are a potential DeMolay Salesman
- B. Reach the level of Confidence and Ability
- C. YOU CAN BE the Number 1 Super Salesman
- D. Selling is Telling, but Telling it Correctly

II. ORGANIZE YOUR SALES REPORT:

- A. Organization
 - 1. GET YOUR ACT TOGETHER!
 - 2. HAVE A PLAN FOR SUCCESS!
 - 3. KNOW WHAT YOU ARE GOING TO SAY....
 - 4. KNOW HOW YOU ARE GOING TO SAY IT...
 - 5. HAVE A GAME PLAN AND STICK TO IT!
- B. K.I.S.S.
 - 1. Keep it Short Stupid!!!
 - 2. You are there to give basic facts
- C. Confidence
 - 1. You are a DeMolay Pro... An Expert!!!
- D. Sincerity
 - 1. YOU MUST BELIEVE IN DeMolay
 - 2. BE SINCERE IN TELLING THE STORY
 - 3. YOU'RE SELLING BROTHERHOOD!
 - 4. REFER TO EACH OTHER AS BROTHER.



ORDER OF DEMOLAY



CHAPTER MEMBERSHIP PROGRAM

THE SALES APPROACH TO MEMBERSHIP SUCCESS

II. ORGANIZE YOUR SALES REPORT:

E. Look the Part!!!

1. Look like a Pro
2. Arrive in a suit and tie
3. Show him you care - He is important
4. Make a GOOD Impression - the FIRST Impression is a LASTING Impression!

F. YOU are the Boss

1. TAKE CHARGE from start to finish



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

THE PRESENTATION

The Presentation, or sales package is a difficult decision for your membership committee. What may work in some Chapters may NOT work in others. Even if you ONLY HAVE one prospect, you can still count this up to a successful membership campaign. Next time you may want to reevaluate your approach to that situation or chose another presentation. All in all, if your use this packet and the DeMolay Membership Planning Guide you should have some VERY successful prospect parties.

The different Presentation Prospect Parties are:

1. The "One-on One" sales approach
2. The "Large Prospect Party"
3. The "Small Prospect Party"
4. The "Special Team" approach
5. The "Ten (10) Most Wanted" approach

1. The "One-on-One" sales approach:

- a. This is the oldest and best way to sell DeMolay. However, the DeMolays using this approach must be comfortable and skilled with this.
- b. This approach requires the salesman to be knowledgeable and articulate about DeMolay.
- c. This approach can be used EVERYDAY of the year!

2. The "Large Prospect Party":

- a. Can be a tremendous boost to your membership
- b. A good way to sell DeMolay to a large group of people
 - (1) Set your goal for the year - 25 members or 50 names
 - (2) Set your goal for the next party
 - (3) Set your date and place (anywhere from 4-8 weeks ahead of time)
 - (4) Plan this campaign over a 2-4 month period (start to finish)



ORDER OF DEMOLAY



CHAPTER MEMBERSHIP PROGRAM

- c. Prepare a List of 100 Names
 - (1) Get new members INVOLVED!
 - (2) Ask members to give names
 - (3) Check the Contact List provided earlier

- d. Letters
 - (1) Should be typed and signed by the Master Councilor well in advance
 - (2) Use Chapter stationary
 - (3) Letter should be mailed NO LESS THAN 10-12 days in advance of the event
 - (4) For EVERY sent to a Prospect, one should be sent to the Parents. This letter should be signed by the Chapter Dad on Chapter stationary and sent a couple of days PRIOR to the letter sent to the Prospect

- e. Telephone Calls
 - (1) If the Prospect declines, find out why and try to solve the problem (i.e. ride)
 - (2) If Parents attend, members of the Advisory Council should contact them
 - (3) Make this phone call AT LEAST 5-6 days BEFORE the event
 - (4) Try to get a commitment to attend the event
 - (5) If the prospect is NOT at home, YOU call him back, NOT the other way around!
 - (6) Make a final phone call to the Prospects the night before the event

- f. Transportation
 - (1) ALWAYS OFFER transportation to the Prospect, even if he DOESN'T need it.
 - (2) Use Transportation worksheets to provide the Prospect's address to the rides
 - (3) Go to the door to pick him up, be courteous!

- g. Administrative
 - (1) Arrange for refreshments
 - (2) Arrange for brochures and membership petitions



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

(3) Arrange for slide show/video/members presentation

(4) Be at the Meeting Place early to set things up

h. Post Prospect Party Administration

(1) Arrange for rides home if needed

(2) Arrange for visitation/interviews

(3) Ballot and Initiate the Committed Prospects of the last Prospect Party

(4) Start Planning for the next Prospect Party

(5) Keep the NON-COMMITTED Prospects of the last Party on file and invite them back to the next Prospect Party!!!

3. The Small Prospect Party:

a. Chapter

(1) Works best for a small Chapter

(2) Works BEST at one of the members homes

(3) Ideal for 3-10 Prospects (each member should bring at LEAST 1 Prospect)

b. Approach

(1) Start the Party at 6:30 P.M. on a weekend

(2) As each Prospect arrives, give them a name tag for easy identification

(3) At about 7:15 P.M. have (3) of your members put on the presentation

a. The first person talks about DeMolay's background

b. The second speaker can speak on Chapter organization

c. The third person can talk on Chapter Activities and Conclave

(4) Have a representative from the Advisory Council and the Mother's Club speak

(5) Next show a DeMolay video

(6) Finally, have the Prospects pair off with the members to fill out Petitions



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

4. The Special Team Approach:

a. People you will need

- (1) An articulate Advisor
- (2) Two articulate DeMolays

b. Visits

- (1) Call for an appointment with the Parents and Prospects
- (2) A better idea to set up an appointment is to send letters
 - (a) Send 1 letter to the Prospect and 1 to his Parents
 - (b) The letter to the Parents should include a DeMolay brochure sent a couple of days prior to sending out the Prospects letter
 - (c) The Prospect letter should include a Chapter Calendar of events
- (3) Have the visit last an hour or so
- (4) Meet the Prospect and Parents at their home
- (5) The Team should be well dressed

****MAKE SURE THAT YOU ARE PROMPT AND COURTEOUS AT ALL TIMES!!!**

c. The Approach

- (1) The two DeMolays should use the ½ hour to talk about DeMolay in general
- (2) The Advisor should talk about: adult supervision, cost, the Cardinal Virtues, etc.
- (3) After this, offer the Prospect a Membership Petition to fill out
- (4) Use a DeMolay video if you have one
- (5) If the Prospect DOES NOT fill out the application, arrange for an appointment in a few days to pick it up so the family can talk this over



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

5. The Ten Most Wanted

a. The Chapter/Membership Committee Meeting

- (1) Compile a list of 10 names of guys MOST WANTED in your Chapter
- (2) Names should be people who can contribute the most to your Chapter (i.e. a member of the drama club to help on your degree team, or a member of the basketball team to help your team at Conclave)

b. The Approach

- (1) EVERY Chapter member should approach this person
- (2) The KEY is to have EVERYONE work on the same TARGET!

c. Results

- (1) It makes the Prospect feel important
- (2) Gets the Prospect energized to join your Chapter
- (3) After you have exhausted those names, start another list

CLOSE THE DEAL

You have NOT closed the deal until the Prospect has given you the petition and fees and been Initiated into the Chapter. If the Prospect does NOT decide to join the Chapter right now, ask him if he can be approached in the next few months to a year to see if he can join then. ALWAYS KEEP these prospects in your card files so that he is NOT forgotten. Make sure you have PLENTY of Membership Petitions to pass out and explain to your members that THEY HAVE to stay with the Prospect to help him fill it out. When he is done filling it out, sign the Petition in front of him and congratulate him for his interest in your Chapter.

The Obstacles you may face are:

1. Parents: The DeMolays are a gang, etc.
2. Church: The DeMolays are a bunch of Devil worshippers
3. Peer Pressure: The DeMolays are a bunch of nerds
4. School Activities: The Prospects are too busy with homework, sports, speech, drama, student government, etc.



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

5. Finances: Their Parents CAN'T afford the DeMolay Initiation Fee
6. Dating: This takes up a lot of time for the older DeMolay Prospects
7. Television: Enough said
8. Driving: I DON'T have a ride to the meetings

****THE FIRST THING TO BREAK THESE BARRIERS IS TO EDUCATE THE PEOPLE WHO ARE NOT FAMILIAR WITH DEMOLAY CUSTOMS. NEXT, TIME.. WHO HAS ENOUGH OF IT THESE DAYS, BUT WE STILL MAKE TIME FOR FUN! FINALLY, DON'T LET FINANCES OR A RIDE KEEP A PROSPECT FROM JOINING DEMOLAY!!**



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

THE PROSPECT PARTY AGENDA

1. WELCOME : (3 Minutes) - Introduce Chapter Members, Advisors, Guests, Parents, etc.
2. What is DeMolay : (4 Minutes) - Use a speaker and the DeMolay videos from ISC
3. Show Videos (10 Minutes) - Show DeMolay Prospect/Chapter/Parents Video
4. DeMolay Today (3 Minutes) - Summarize the videos
5. Present BRIEF DeMolay History (3 Minutes) - See History Section of the DeMolay Leaders Resource Guide
6. Activities (4 Minutes) - Discuss Chapter Social, Civic Service, and Obligatory Days
7. Athletics (4 Minutes) - Briefly discuss the Chapter Athletic and Competition Programs
8. Fund Raising (3 Minutes) - Discuss the different types of Chapter Fund Raising efforts
9. Organization (3 Minutes) - Discuss how the Chapter is organized and the role of Masonic Sponsorship
10. Awards and Honors (2 Minutes) - Show and briefly describe the different types of Honors and Awards that DeMolay has to offer them
11. Our Purpose, the Seven Cardinal Virtues, and the Ritual (3 Minutes) - Explain each in your own way



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

12. Membership Application Procedure (5 Minutes) - Hand out applications. Explain the Life Membership Plan and the DeMolay membership requirements
13. Benefits of joining DeMolay (2 Minutes) - Discuss the selling points included in this packet and the Chapter Activities
14. Refreshments and Activities : Make sure the Prospects and NEVER left alone, and make them feel welcome. Send them home with a ride if needed.

PARENTS (Escort the Parents to a separate room) :

- a. Discuss what the Prospects are being told
- b. Discuss the purpose of DeMolay
- c. Cover Chapter Activities
- d. Describe the Advisory Council
- e. Cover Sponsorship of DeMolay
- f. Describe the Ritual and the Seven Cardinal Virtues
- g. Talk about the Application Procedure



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

THE TWELVE COMMANDMENTS FOR SALES SUCCESS

A. Have Confidence!

1. You CANNOT achieve "Positive" results with a "Negative" attitude

B. Look Sharp!

1. Remember, look like a "Pro" as DeMolay is a "First Class" organization

C. Be organized!

1. Have photos, brochures and other items to help you tell your story

D. Be enthusiastic!

1. Show your excitement about the Order of DeMolay

E. Be sincere!

1. REALLY MEAN what you say and ABOVE ALL say what you feel

F. Remember, K.I.S.S.!

1. Keep it Short Stupid

G. DON'T be afraid!

1. Tell them what DeMolay means to you "Personally"

H. Take an Advisor with you!

1. Shows the Parents there is Adult Leadership

I. Limit your Time!

1. Only (1) hour per sales call

J. You are there for business!

1. Let them know you expect a "Yes" or "No" answer

K. ALWAYS....

1. Look the person in the eye and call them by name

L. Show your Pride!

1. You represent the world's GREATEST youth organization, the Order of DeMolay!!



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

CONCLUSION

As you can see, there are any different ways to approach membership; you may even be able to come up with your own approach. **IF IT WORKS, USE IT!!! BUT THE IMPORTANT THING TO DO IS TO START DOING SOMETHING!!!** When the Petitions start coming in be ready to execute Chapter Voting Procedures **IMMEDIATELY!!!**

- a. Turn them into the Scribe
- b. Have them read in Open Chapter so they can be assigned an Interview Committee (and it Investigates the Prospect at the EARLIEST possible time)
- c. Coordinate with the Ritual Advisor to set up the EARLIEST time to Initiate the Prospects who have been elected to membership in your Chapter
- d. ALWAYS HAVE YOUR MEMBERS CARRY AN APPLICATION!!!
- e. Remember, new members mean:
 1. New Devotion
 2. New Ability
 3. New Ideas
 4. New Loyalty
 5. New Enthusiasm
 6. New Manpower
 7. New Friends
 8. New Leaders

Ritual / Initiation

It is the Ritual that sets DeMolay apart from ALL other youth organizations and keeps it in a class ALL by itself. It is also the single element that is MOST IMPRESSIVE to a new member.

Virtually EVERY member of a DeMolay Chapter has the ABILITY to present Ritual Work in an OUTSTANDING MANNER. Proper education in Ritual EARLY in DeMolay Life is the first step. Practice and a serious attitude can make EVERY degree conferral a special memory

You MUST speak in a full and loud voice with a slow, continuous flow of words, as though they were speaking from the heart. Look directly into the eyes of the Candidate with a clear purpose: to impart the Message of DeMolay. Correct posture and attitude give poise. Officers should sit erect, with their feet flat on the floor. These small details make a successful presentation of a Degree.



ORDER OF DeMOLAY



CHAPTER MEMBERSHIP PROGRAM

I was a DeMolay

If I could live my life again, and have the choice today,
I'd like to take that second chance and be a DeMolay.

To have and hold the friendship close that only "brothers" do,
to grow and live my teenage years with others who are true,
would be the finest thing, I think, that *anyone* could do.

To learn the parts that you have done and try my very best,
would be a dream come true for me to you I must confess.

To take the vows and say the words would link me to a past,
of brothers like yourself; who *thank God* were not the last.

When I was growing up you see a chapter was close by.
But not a single word I heard and nothing caught my eye.

So now I wonder just how many others like me,
never had the chance to join and know what life could be.
Because of those who didn't ask, or those who didn't care,
I, the prospect, never knew the brotherhood you share.

My teenage years are long since gone.
The pain is deep today, to know I'll never have the *right*
to stand with you and say, that in my adolescent years,

"I was a DeMolay"

By Dad Joseph Turner,
Chapter Advisor,
Winter Park Chapter

H.S.O.N.A.M

Help Stamp Out Nobody Asked Me.