

# School Membership Program

## List of Items

### For presentation display (props)

- Picture boards
- Leadership category
- Sports category
- Fun Activities category
- Famous DeMolay category
- DeMolay Robe
- Chapter Banner
- Club Jacket (shirt)
- Trophy's
- Sign boards, directing them to the room in use.
- 4 to 5 Sr. Members (high school age preferred and at least 2 boys who are not shy)

### Giveaways

Free Candy.

### Drawing giveaways

Roll of Tickets for drawing

1. A case of candy.
2. \$15.00/\$20.00 gift certificate.
3. Free gift for Music CD.

### Literature and Supplies

Posters to be put up at school a couple of days prior to the event.

Brochures

Letters for prospects and parents

Petitions

Pens for filling out petitions

# School Membership Program

## Do's and Don't Do's

Before we start ~

This has to be said, no matter how successful this program is or any other membership program you chose to try, if your chapter program that you are bringing these new members into is weak, so will your ability to retain them also be.

This program works for us and if followed can work for you too. Much thought, time, and trial has been put into the refinement of this program. I feel attention to all the specific ingredients of the program should be followed to achieve the results you want.

Such as your going to find most schools are not going to have a school assembly for your program. (Wouldn't that be great)? Your opportunity will be during the lunch period which in our area means that after a kid grabs his lunch and makes it into your program you'll have approximately 20 minutes to "sell" DeMolay (not a lot) but you can do it. Most schools will have 2 or 3 lunches usually divided by grade. This actually works pretty well. Now here's what I mean by following the program.

Some will say, "We can't do this in 20 min." "What if we have it after school, then we will have plenty of time." **DON'T DO IT!** The kids won't stay. School is out; they are out. Most need to catch the bus and no matter what your giving out, most kids won't skip their freedom for something they are unsure of. Plus parents are not going to be happy if kids forgot to tell them they were staying after school, or have to pick them up late.

Stick to the lunch - you have a captive audience that have few choice on where to go anyway and besides your give-a-ways are something different than the usual.

I want to go back here for a couple of minutes to address an issue that I've heard before and that is, "Our school won't let us do that."

For starters most people I've heard from have never tried. **SO TRY!**

Second, when you try - try smart.

What I mean by that is do not just call the district admin and ask to do it.

- \*Look for resources you can use for reverence or backup.
- \*Do you or your advisors have any friends or contacts, maybe past teachers in the school?
- \*Any Sr. DeMolay or Masons.
- \*Do they know about DeMolay?
- \*Do they know the members in their school? Do those members have good reputation in that school? If you've got it, flaunt it.
- \*Go see the principal, try not to set up a meeting over the phone. It's too easy to be denied. They probably want to know what it pertains to and say "no" before you have a chance to explain it.
- \*You might have to make an appointment anyway but the face-to-face meeting with someone may make the difference. (I've notice in our area; if it's ok with the principal the district will usually let it happen)

Be prepared to sell DeMolay, remember, and know its history, world wide and locally.

Activities, charities, community involvement, civic service, capitalize on its age. Know the members you have in the school, are they an asset? (I hope so.)

Bring DeMolay brochures to leave.

Let them know of its moral teachings. You may need to explain that we are not sponsored a religious group and are not a religious organization.

# Education Night ~

Use education night. Use it to get the teachers on your side. It really works. Which can stand on it's own or be used to help with your success of the membership program.

As we all know DeMolay reminds us that the public schools are the foundation of our Country's greatness. We began this program a little over 2 years ago for the obligatory day of education. We had each boy put in the names of 2 teachers who they felt were making a difference in their lives and others. It could be a past or present teacher.

After compiling a list, invitations were made up asking these teachers and their family to a dinner (put on and served by the boys) and program in their honor. Invitations were carried by the councilors to the schools to be placed in the teacher's boxes. The teachers were emailed also notifying them of their selection and asking them to please notify us if they would be able to attend. The schools were also notified of the selections. Parents were also invited.

Our program, the first year consisted of Dinner, served by the boys. After which, everyone was brought into the chapter room where the boys made their entrance in robes, forming the triangle, kneeling, and then taking their stations. The Master Councilor led the Pledge of allegiance and everyone was welcomed. The Officers of the chapter were then introduced. Our speaker for the night a Sr. DeMolay and State Advisor spoke on the history of DeMolay, its teachings and commitment to education. Later the MC spoke of the importance of teachers and read a poem written for teachers. When this was done the teachers were asked to stand when their names were called. They were then escorted to the east to receive their framed certificate and a hardy handshake from the councilors. Then escorted behind the altar while everyone received theirs awards. A warm recognizing applauds for all their hard work was done, then returning the teachers to their seats. Everyone was then thanked for coming and asked to join us for refreshments, after the retiring march.

The night was a huge success, with the attendance of between 10 and 15 Teachers, plus DeMolay and Families. We received such positive response from teachers that we turned it into an annual event. Members and advisors from our local Rainbow Assembly asked if we would let them be involved in our program and for the last two years we have jointly put it on and for the last 2 years. Both the State Master Councilor and the Grand Worthy Advisor have taken part in this program with us. The Second year we introduced the Ceremony of Light into the program

and this year the DeMolay Degree was performed with approximately 200 people in attendance.

If you want to build a good report with your school system this is the program for you. Since introduction of this event we have certificates hanging in many classrooms in our local schools and have been asked by more than one when we will be back for our membership program.

Lets get back to membership. I think you'll find as we have, 98% of your success with this program will be with the Middle Schools or Jr. High age groups. When talking with the principals and setting up dates to bring the program to the schools, try to do them as close together as possible. Such as one Middle school on Tuesday, one Middle school on Wednesday and so on. This will keep your program from getting to strung out and make your initiation and activities work out better.

# Order of DeMolay

“DeMolay City” Chapter  
123 Street NW  
Anywhere, WA 98888

Meetings ~ Wednesdays at 7:00 PM  
[www.wademolay.org](http://www.wademolay.org)  
[www.demolay.org](http://www.demolay.org)

Dear Parents,

At a recent school presentation, your son expressed interest in becoming a member of the “DeMolay City” Chapter of DeMolay International.

DeMolay is the oldest and largest fraternal youth organization in the world, since it’s founding in 1919. DeMolay has been dedicated to preparing your men to lead successful, happy and productive lives. Basing it’s approach on timeless principles and practical, hands-on experience, DeMolay opens doors for young men aged 12 to 21 by developing their civic awareness, personal responsibility and leadership skills so vitally needed in society today. DeMolay combines this serious mission with a fun approach that builds important bonds of friendship among members in more than 1,000 Chapter’s worldwide. DeMolay alumni include Walt Disney, John Wayne, Walter Cronkite, news anchor David Goodnow and many others. Each has spoken eloquently of life changing benefit gained from their involvement in DeMolay. Our chapter has been helping to shape the character of young men of the \_\_\_\_\_ community since \_\_\_\_\_ (year chartered). To become a member, prospects must submit a application with a \$25.00 life time membership fee, signed by a parent or guardian at which time a small committee consisting of two DeMolays and one adult would set up an interview at your house or the Masonic Center, which ever is more convenient. The interview should only last approximately 30 minutes at which time more information about DeMolay is given and any questions are answered. Also at this time your son will be asked a few basic questions such as favorite school subjects, hobbies and interests or if they have ever been in any trouble with the law or used/use drugs. After the process, the committee will give a report at the next meeting and members will vote on the application for the candidate, and will then notify the applicant.

To make things easier, during the membership drive, there will be a group interview and informational meeting on Thursday, March 18th at 7:00pm. We will be at the Masonic Center, 123 Street NW. If you cannot attend this night there will be another meeting on Saturday, March 20th at 8:30am.

For all candidates there will be a casual initiation, Free Paintball and a BBQ lunch during the day on Saturday, March 20<sup>th</sup>. The itinerary for that day will be: Please have all candidates at the Masonic Center, 123 Street NW by 8:30am. Initiation will go from about 9:15 to 10:15am. At 10:30 we will leave the center and go to the Paintball field, located at \_\_\_\_\_. A picnic lunch will be provided onsite. Pick up time will be at 4:30pm back at the Masonic Center. Please call the lead Advisor at 123-4567 for any additional questions.

Thank you!  
Lead Advisor

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To whom it may concern:

The local “DeMolay City” Chapter of the International Order of DeMolay, would like to come and put on an informational meeting at your school.

DeMolay is the oldest and largest fraternal youth organization in the world, since it’s founding in 1919. DeMolay has been dedicated to preparing young men to lead successful, happy and productive lives. DeMolay is a nondenominational organization; anybody is welcomed and encouraged to join. Basing it’s approach on timeless principles and practical, hands-on experience, DeMolay opens doors for young men aged 12 to 21 by developing their civic awareness, personal responsibility and leadership skills so vitally needed in society today. DeMolay combines this serious mission with a fun approach that builds important bonds of friendship among members in more than 1,000 chapters worldwide. DeMolay alumni include Walt Disney, John Wayne, Walter Cronkite, news anchor David Goodnow and many others. Each has spoken eloquently of life changing benefit gained from their involvement in DeMolay. Our chapter has been helping to shape the character of young men of the “DeMolay City” Area since (founding date of chapter).

“DeMolay City” Chapter hopes to be able to have access to a classroom during the school’s lunchtime to have a display and a quick informational meeting for the young men to attend if they so desire. We are requesting to be able to be at the school on (date you wish to be at the school).

Thank you,

Lead Advisor

Phone: 123-4567

Email: [Lead@advisor.com](mailto:Lead@advisor.com)

# Membership Program

## WHAT WORKS

Some very dedicated adults  
Putting in lots of time and some money when needed  
Going the extra mile when needed  
(Pick up drop off calling & taking time to talk)  
Advisors working with kids/don't take self too seriously  
Sense of humor/can joke & laugh often  
Fine line friend-buddy-advisor  
Lay down the law when needed/on their side  
Be there for them

Give them a sense of pride, who they are and why they are here.  
Meet every week such as business meetings 1<sup>st</sup> and 3<sup>rd</sup> Formal  
Off meeting night (2<sup>nd</sup> and 4<sup>th</sup>) causal-planning meeting, ritual practice, talk  
of up coming events.  
Pizza, celebrate Birthdays, once a month initiations if needed.  
In the months there is a fifth meeting night, do something with the region.

Lots of chapter events-dances-lake parties-snow-campouts-concerts-rafting  
trips-sports trips-involvement with Rainbow, Jobs, Sorority groups, and  
paintball. Think out side the box.

Fund raising lots of think out of the box. Dances, sponsor plays, dinners,  
yard work, sell food & drinks, products at community events, fairs, car  
shows, sports shows, home show, bus tables at dinners, car washes,  
raffles, chain food sales, Krispy Kreme, Wal Mart Matching Grant,  
McDonalds Take over, distribute flyers, collect aluminum cans.

Attend State events, campouts, dances, Pro Sports shows, and Sports  
competitions with other chapters, installations, and conclave.  
Have practices, competition is good.

Take advantage of popular ISC programs such as DeMolay NRA rifle  
competition, bowling, and paintball. Boys like this stuff.

Let there be a little humor in the meetings have a drawing during meeting at end for free CD, Box of Candy, DeMolay Item, Gift Certificate, Cash (about \$10.00) ((pass advisor hat if needed)).

Make it fun, put names in a mason hat. 3rd name drawn wins, make things up to try, only members who signed the register or brought paper, pen, & ritual can enter for the drawing, have refreshments.

Have pride in the organization.

Tell of traditions, chapter history, if any.

Invite older Sr. DeMolay to receive their pin. Have them talk to the chapter.

Connect them with the past through honors and tradition and what we've always been about reaffirm often our position in the community.

Be involved in community projects/clean up senior citizen center, food drives, visit nursing homes, Easter egg hunts-hide eggs, serve coffee, Teacher Honor night, corner stone ceremony, DeMolay Week, Veterans day, City council meetings/proclamation from Mayor. Etc. Always use media-radio-news paper; send pictures immediately with short story or caption. Talk with editor before to see what he/she wants and in what format.

With this program, you will grow, dedicated members keep them involved, have councilor meetings, always be looking at ways to grow and improve.

# Membership Program

## PROGRAMS

Installations make them special, family potlucks, afterwards, themes, education night (honor teachers) Serve dinner.

Awards night, good job after Conclave, personal awards- ritual- team sports.

Host an honor night.

Honor Masonic sponsors and local business for their help.

Club jackets, Start scholarship fund.

Have councilors call and remind of meetings on designated members for two days before a meeting, example, Wednesday meeting designated caller or caller for term calls Tuesday & Wednesday then remind members and give short message if needed (such as bring a dollar for almoner.)

Have ritual practice.

If you have petitions, make an initiation happen.

Convention- take everybody to convention this is important to involve new members and to keep the old. Encourage them to go, talk to parents. Have them pay at least a quarter of the cost or registration but don't expect them to pay too much or unfortunately parents will not let them go, and this is not about the parents, it's about the kids. Encourage them to compete, help them organize and practice, you will get a chapter with pride, tradition and unity and a chapter that can initiate their own. Important. A few kids won't be able to pay at all.

Find the money! Many advisors say, "We can't afford it." What I think they are really saying is, "We are not willing to make it happen." Work on fundraisers. Think outside the box, do it all. Talk to all your Masonic bodies every chance you get. Let them know that the kids are their future. Bring them around. Find your contacts. Work together. DeMolay can be seen as a great gift to the community. Use business contacts, make contacts, sell sponsor ads for conclave or put their name on a banner at all public events such as, fundraiser, fair, parades, civic charity events, and such. Seek out private Masons who are able and willing to sponsor a boy to convention. Ask local lodges for a donation of money. Convention ads,

have buy the page your self, layout your own ads, I If your lodge is going to spend money for a page have them give you the money to you where it is needed.

## **WHAT EVER IT TAKES, MAKE IT HAPPEN!**

I've seen a direct correlation between successful chapters and Sr. DeMolay who are involved with them, not always but I think more than not you'll find this to be true.

I think this is where that tradition, pride of history comes in.

The Sr. DeMolay knows what it's about, has a picture to draw from and can help form things as needed.

Get one or more involved in the program if you can.

Older masons can be a great resource and help to DeMolay in many ways. But over all I think for working with the boys, you'll find men in their mid 20's to mid 40's more successful at this and of course there are exceptions but over all, the younger guys seem to relax a little better and either have kids that age or recently did.

They have more energy and patience, not as set in their ways, opened to new ideas, (were all going to be there someday hopefully).

Cut the red tape-if a boy wants to be a member. Make it happen.

Investigate him-invite him and a parent on a meeting night-if if can't be arranged at a house have the boys interview at the lodge, call special meetings if needed-GET THE KID IN, a month or two is ridicules. (That needs to change)

If you have a small young chapter do not let them black ball a kid for stupid frivolous reasons, such as he put gum in my hair in second grade. (Don't laugh it happens) Find out if there is a problem with a kid before the vote. Some times kids will kill their own group because they expect all new members to be just like them.

We need individuals, variety just like the real world. The sooner they learn to mix and appreciate other skills and abilities, the better they will be able to cope with life as adults in society and the work place. The power of the black ball is great for every person. If you black ball someone you have probably not just lost that boy but the support of at least 10 persons in the community or more. After the boy's friends, parents, parents friends, grandparents and church etc comes into play, so use the Black Ball wisely.

Besides if a chapter is run right a trouble maker will not stick around anyway. Most kids deserve a chance.  
Explain to them what is expected up front.

Remember kids need to have fun if your bringing in new kids don't saddle them down with work and ritual right off the top.  
Get them sold on DeMolay fun and social programs for 3 months or so and they will be more eager to seek out the other.

### **Encourage and Praise.**

Have the boys attain merit bars and display them make a big deal about attaining them and other awards.

### **Encourage and Praise.**

Bring them together, remember unity and brotherhood. Preach it.  
That is what it is about. Watch your brothers back be a friend or at least respect each other.

## **Don't Do List**

Don't believe DeMolay won't or doesn't work now a days because "it is out dated, we have to change it all"

### **It is simply not true.**

The over all programs have been around for 85+ years, again use that history, tradition, ties to the past to install a greater sense of belonging and pride in a great organization with deep roots.

I've heard excuses like "it works in small towns because there is nothing there to do or it works in cities because there is more kids to draw from.  
Or "it won't work, kids have to rush to do now, TV, Nintendo, sports.  
It's all BP, Bull Poop.

If your chapter has a program that sucks, it will suck.

If you have a great program, they will come.

Give them what they are not getting anywhere else.

Capitalize on DeMolay's diversity.

while many are great groups, most seem to have a narrow focus.

Example...

Boy scouts focus on the outdoors. Outdoor adventure and skills.

4-H is agriculture, dog training and raising goats.

Sell DeMolays Diversity. DeMolay offers- outdoor activities, camping, sports, rafting, hiking, plus hotel stay's, formal dances, dinners, concerts, belonging, writing, planning programs, unlimited variety of activities in numerous categories.

Something for everybody to excel in, while giving them the opportunity to try new things in a safe environment.

Don't expect the kids to come up with many ideas for programs, fundraisers etc even for fun activities all on their own because they won't.

Remember they are kids, but they will learn from you.

Keep them involved and motivated and as they grow you will have dedicated leader who know what to do.

It is no good to bring in new members if you have no program for them.

When you get new kids, take time to talk to them include them, make sure the members greet him every meeting and bring them into the group.