

Rite Notes
Membership and Recruiting
Grand York Rite Bodies of Florida
15 February 2009

Communication
Is Vital to Success

I August, I sent you a form letter that could (with some modification for your own York Rite Bodies) be used for non-York Rite members. Those in the Blue Lodge who have not gone that extra step toward further light. If you were successful in this endeavor to gain increased interest, I would like to now provide a follow-up letter that can be sent out or given to a prospective member. I will also give you a sample telephone script that can be used..

Dear Brother _____,

By now you should be comfortable in Lodge and gaining experience as a Master Mason. As the Commandery Mentor to our Lodge, feel free to ask me for any help you may need. I know it is not always easy being the “new guy”. The only conciliation I can offer is that we have all been in your situation.

As beautiful and impressive as the Lodge ritual and degrees are, they are far from being everything Masonry has to offer. While the first three degrees teach the cardinal virtues upon which the entire structure of Freemasonry is based, there is more light in Masonry beyond the degree of Master Mason.

I would like to take a few minutes of your time to remind you of the opportunities waiting for you in _____ Commandery No. ___ and in the rest of the York Rite. The Commandery meets on _____ at _____ in the _____ Masonic Temple. Royal Arch Chapter and the Council meets on _____ at _____ pm in the _____ Masonic Temple.

Each of the York Rite Degrees has its own special character and teaches important lessons in Masonry. However, the Commandery Orders are sometime set apart from anything you have experienced. They are very different in character. The first of the Orders is the Red Cross. It takes place in the time of the Babylonian captivity before the building of the Second Temple. At the end of the evening, a new Order of Knighthood has been created, dedicated to truth. At this point the stage is set for everything that is to follow in the next Orders. Before you are created a Knight of Malta, you will be invested with the Mediterranean Pass and learn the history of this Order of Knighthood. Finally the Order of the Temple is conferred; the only true “Christian” Order. This Order is the longest, most impressive and involving work in Masonry. It asks the candidate to examine his life in the light of his call to a life of integrity, honor and service.

The Commandery actively supports three national philanthropies: The Knight Templar Eye Foundation, The Knight Templar Educational Fund, and the Holy Land Pilgrimage for Christian Ministers.

I hope that you will consider the York Rite and specifically the Knights Templar. I am sure that our work will interest you and we would like you to join with us. We have a lot of good work left to do and would welcome your help.

I would like to invite you and your lady to be our guests at _____. This will be a good opportunity to meet some of the Commandery members informally and have a good time in the bargain. As you are our guests, there will be no cost to you other than your time, which I hope will be richly rewarded with fellowship.

If you have any questions, please do not hesitate to call me at _____.

With Highest Fraternal Regards,

Membership Telephone Script

Before making any call it is important to be prepared. Know your script! Have all reference materials by the phone and be able to use them effectively. Record responses on a separate piece of paper numbered like your script. Write brief notes; do not pause to write down a response. Be pleasant and calm; most people are wary of unsolicited calls.

1. Brother _____,
2. This is _____ a Brother of _____ Lodge
3. Do you have a few minutes? ____ *(If yes, continue. No, ask if there is a better time that you can talk and set an appointment to call back).*
4. I am calling to collect information that will help the York Rite Bodies, Chapter, Council and Commandery, better serve in our state. Would you be willing to help us? ____ *(If yes, continue. If no ask if there might be a better time. If yes replace the call at that time. If no, thank him and terminate the call).*
5. If he has negative remarks about the York Rite or any of its bodies, list them below, thank him for his time and end the call. *(Do not argue or attempt to explain your point of view).*
6. Our records show that you are not a member of the Commandery, is that true? ____ *(If yes, continue. If No, ask his affiliation and invite him to attend one of your meetings. End the call)*
7. Do you know that there is a Commandery in _____? *If yes, continue. If NO, give locations and meeting times and dates of the York Rite Bodies - BE PREPARED)*
8. Has anyone ever approached you about membership in the York Rite Bodies? _____

9. Did you ever consider becoming a Knights Templar? ____ (*If yes, find out the particulars then continue. If No, ask why? List the reasons and continue*).

10. Are you aware of the good works of the many York Rite philanthropies.

11. Are you aware that the York Rite Degrees and especially the Commandery Orders are considered by many as the most impressive and beautiful in Masonry

a. In the Royal Arch, the 4th through the 7th degrees continue the definition and qualities of a Master Mason and tell of the completion and destruction of the Temple we built in the first three degrees. In the 7th degree the true Masters Word, which was lost in the 3rd degree, is rediscovered. In the degrees of the Cryptic Council the same story of losing and finding the true Master's Word is told from different points of view. Here you can walk with Hiram Abiff and discuss the unrest among the Fellowcraft as well as see how and why the Master's Word was hidden. These degrees complete the story of the building of King Solomon's Temple and make way for the Orders of the Commandery. The Commandery Orders teach truth, duty, integrity, honor, and charity with the Order of the Temple being the only Christian degree in Masonry.

b. These degrees are conferred on individuals or in small groups and are designed to cause the individual to examine himself in the light of the truths being taught in our ritual.

c. The Order of the Temple is the longest and most elaborate work in Masonry and it is offered to any Christian Mason who has completed the pre-requisite degrees and Orders.

d. Don't you believe that the degrees that include the candidate in the ritual are more effective and are remembered longer?

12. Are there any factors standing in the way of you becoming a member of Commandery?

13. If someone you respected and knew asked you to petition the York Rite Bodies, would you be interested?

14. The Most Eminent Grand Master of the Grand Encampment of the United States of America has challenged the Knights of all jurisdictions to increase membership. Part of that effort involves contacting a select group of Masons to understand why they have not become a Knights Templar.

To better acquaint you with the Knights Templar, as a reward for your kind help, I would like to invite you and your lady to join us at _____ (*Member function, dinner, etc*). Our next event is on _____. Can you attend? ____

Thank you for your help this evening. The opinions you expressed are very important to us and will go a long way in helping us improve our contribution to the Masonic Community. I appreciate your time and honesty. May we follow up with you after a period of time?

We cannot hope to build our membership if we cannot provide weekend degree programs within a reasonable time period and distance. One or two Sir Knights should visit the other Commanderies within your District and discuss ways in which this can be accomplished. Each Commandery should provide the teams for two or three different degrees. If this cannot be accomplished within the district, pursue an neighboring district, until all degrees are filled. No candidate should have to drive 100 miles to attend the degrees. This is how we loose candidates. Finally, a set date and location each year should be established well in advance so candidates can properly plan. If Scottish Rite and the Shrine can do it, and they are successful, we should also.

Note: If any York Rite Bodies plan weekend festivals, please let me know, with the date, time, location and contact person, and I will put it in the next newsletter, and on the website. Remember, Membership and Retention is everyone's business.

Feb 5	Mark Master & Past Master	7:00 pm Eola Lodge
Feb 12	Most Excellent Master	7:00 pm “
Feb 19	Royal Arch	7:00 pm “
Mar 7	Council Degrees	9:00 am “
Mar 28	Commandery Orders	7:00 am “
Feb 14	Chap and Council Degrees	8:00 am Tallahassee YRB
Feb 28	Commandery Orders	8:00 am “
March 6-7(Outdoor)	Box Ranch, Stuart	Paul Friend, 772-266-6404
March 7 & 14	Tampa-Ivanhoe	Scott McAlister 813-404-7437
Mar 14 & 28	Pensacola York Rite Center	

HENRY A. ADAMS
 Eminent Grand Junior Warden
 Chairman, Membership Committee

**some excerpts , from Guidelines for Membership, published by the Grand Encampment of Knights Templar of the United States and Grand Commandery of Florida. And from the Grand Commanders Handbook given to the Grand Line Officers.

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