## TOOLBOX



## **Bring A Non-Mason Night**

Many Lodges are successfully attracting new members by initially inviting them to attend refectory after a regular meeting. This can be done casually on a one to one basis or it could be done on a nominated night. The latter has the advantage that the friend or acquaintance is not the only one in attendance and feeling they stand out.

Members of the Lodge should be asked to call a non-masonic friend and invite them to attend Lodge with them. The Lodge member initiating the invite should ensure his friend or acquaintance knows where to come, (or possibly miss the meeting part of the evening and take him to Lodge). They should introduce him to other Lodge members and sit with him. The Lodge should have completed any formal meeting prior to the guests arriving so that the guests join the Lodge members for the refectory portion of the meeting only. Every effort should be made to make sure the friend feels welcome. Follow up with him after the meeting to make sure he enjoyed himself.

## **Tips**

- Be prepared to answer any questions the guest/s may have
- Open the Lodge Room so that the guest/s can have a look inside if they wish
- Keep any speeches or toast on the night short, less than 3 min. and interesting
- Make sure guest/s are seated with talkative and knowledgeable brethren, preferably of similar age or profession
- Have a pamphlet on Freemasonry ready if the guest/s asks for more information
- Give your guest/s a copy of the latest Freemason Magazine to take home
- Follow up is the most important part. Proper follow up encourages the friend to ask more questions and to perhaps attend more Lodge social activities or ask to join.
- It could take more than one or two social occasions or interactions with the
  Lodge before a prospective member feels comfortable enough to ask to join



