

The Ambassador's Compass

A no-nonsense guide to discussing Scottish Rite Masonry in open lodge.

From protocol to presentations, this simple guide will walk you step-by-step through the process of visiting a lodge, speaking with the Master, addressing the Craft and getting signed petitions into your Valley.

By Maynard Edwards, 32° KCCH

"Masonry desires, by increasing in numbers and strength, by union, by teaching its sublime and noble doctrines, to establish, in part of the world at least, the reign of freedom, peace and toleration…"

~30th Degree of the Scottish Rite of Freemasonry
Southern Jurisdiction, USA

Part 1: Why We Do This?

Probably since the day you were raised to the Sublime Degree of Master Mason, you've had Brothers in leadership positions asking you about your friends joining. And the minute you got your black cap in Scottish rite, someone may have handed you a stack of petitions and asked you to speak to all the non-Scottish Rite Masons in your blue lodge.

At best, it can seem like we are charitable zealots trying to support our various philanthropic efforts in a ferocious way. At worst, it can seem a little like we are all involved in some kind of pyramid scheme aimed at propping up old buildings with our dues. But it's a little more complex than just a drive for more dues.

In fact, the idea of growing the rolls of the Scottish Rite has very little to do with dues at all.

As a Master Mason, you are obligated to live your life according to the tenets of the fraternity. However, as a 32° Master of the Royal Secret, your obligation extends beyond your own moral and social edifice. As a Scottish Rite Mason you have taken an obligation to help spread the light of Masonry for the betterment of all mankind. The Scottish Rite is often styled as the University of Freemasonry, taking the teaching and disciplines of the Masonic philosophies to the next level. As a 32° brother, you are not only charged with becoming a living example of those philosophies, but you are also charged with the task of helping others to come to do the same.

"Human progress is our cause, liberty of thought our supreme wish, freedom of conscience our mission, and the guarantee of equal rights to all people everywhere our ultimate goal."

~Scottish Rite Creed, A&ASR-SJ

Part 2: Preparations, Procedures & Protocols

As a Diplomat or an Ambassador, you will be the face of the Scottish Rite in your Blue Lodge, and perhaps Blue Lodges near as well. It is therefore exceedingly important that you follow proper procedures and protocols when visiting a lodge on behalf of your Valley. Likewise, it's also good to have a plan on how and when to approach a lodge and what you're going to do and say once you are there.

Preparation

Before contacting a lodge, regarding a visit on behalf of the Scottish Rite, make sure you are prepared with a few essentials:

- Petitions
- Informational handouts or booklets
- Cards with your contact info
- Pen & paper to take down a prospect's information
- Any small giveaways (pins, coins, cards et cetera) your Valley might have
- A copy of one of the Master Craftsman Programs

Having these things handy will insure that you are ready to connect with Master Masons who may be interested in further light. Leaving a prospective member with booklets or a small token, will keep him thinking about Scottish Rite even after your initial meeting. Providing him with a petition and your contact information will make it easy for him to take that first step when he's ready to commit and taking down his name, phone number, and most importantly e-mail, will not only allow you to follow up with a Master Mason, but also allow you to keep track of who you have spoken with, when and where.

Whether you've been assigned a lodge to handle or you are simply the face of the Scottish Rite at your blue lodge, it's a good idea to check the lodge schedule to see what is happening. Knowing if a lodge has degree work or other event planned for the evening, may give you a chance to prepare something that will fit in with the evening. Be aware however that if a lodge has a particularly busy night, you may not want to add to it. No one likes getting out of lodge late at night, and sometimes it's unavoidable if there is a lot of ritual or catechism to be handled. Waiting for a less busy evening may serve you in the long run.

Remember, you only get one chance at a first impression, and a good first impression begins with preparing for the task at hand.

Protocol

The Worshipful Master of the lodge is unquestionably the deciding factor as to whether or not you get to address the lodge. You must be respectful and follow certain polite protocols in order to be able to address a lodge.

If you already have a relationship with the Master of the Lodge, you can reach out to him directly and ask if you could speak about Scottish Rite for 2 or 3 minutes at the end of lodge. Assure him you will be brief, and that what you have to say will be of value to anyone in the room.

If you are planning to visit a lodge that is unfamiliar to you, first call or write to the Lodge secretary to introduce yourself. Let him know you'd like to get the Worship Master's permission to come to the lodge during a regular communication and discuss the Scottish Rite. Let him know this can be in the form of a presentation or just a brief mention at the end of a meeting, and make sure you stress to the secretary that you'd like to come on a night that is convenient to him. As keepers of the lodge calendar, most secretaries are pretty protective of the schedule to make sure all the necessary work gets done.

Finally, connect with a Scottish Rite Brother who is a member of that lodge. As a freemason, you know the value of a personal introduction. In this case, that personal introduction not only helps you meet some of the men of the lodge you're visiting, but it also will make it so you can be properly vouched for at the door and makes it so that potential members of the Scottish Rite will see that there are other men in their home lodge who are Scottish Rite Masons. Finding out which Scottish Rite Masons are members of that lodge is as easy as contacting your Valley Secretary, and getting a list of members.

On the evening of the communication you're attending, get to lodge at least 30 minutes prior to the meeting start. This will give you time to sign in as a visitor and introduce yourself to the Master, Secretary and other officers of the lodge. Hopefully, you'll be able to get a personal introduction from one of the other Scottish Rite Masons in the room.

When meeting the Master and Secretary, be sure to reconfirm that you will be allowed to speak and find out when the best time will be that evening. Schedules often change, so it's best to make sure there's still room for your pitch. If something has come up, and there won't be time for you to address the craft, don't be discouraged. You can still make use of the evening, and hopefully they will let you know when the next available time will be.

If there is still time for your chat, make sure you thank the Master for his blessing, and if you have coins, pins or other trinkets from your Valley give one to the Master as a thank you for his time.

"Since brevity is the soul of wit; and tediousness the limbs and outward flourishes, I will be brief…"

~Polonius (From Hamlet by William Shakespeare)

Part 3: Short Form & Long Form

When discussing Scottish Rite Masonry in a blue lodge you may be asked to deliver a full presentation OR you may be asked to simply say a few brief words. Either way, you need to be prepared to speak for the appropriate length of time; but always be aware *less is more*. It is far better to keep your presentation short than it is to speak so long as to bore, or even annoy the audience.

When writing or speaking, it is human nature to want to include many details, fearing that we are in fact leaving something of importance out. But consider your own casual reading, listening and viewing habits. When you see a video online, how long do you watch? Twenty seconds? Perhaps less? How often do you find yourself merely skimming an article rather than reading the whole thing? Probably fairly often.

The truth of it is that because we live in such a fast-paced world and we are so constantly bombarded by information from signs, screens and speakers that our collective attention span is over-taxed. We simply don't have the bandwidth to process it all, so the brain filters out as much as it can. It only keeps the most important details, unless we are making a concerted effort to sit down for study or reflection. But a regular communication is not the place for dedicated reflection or study.

By forcing yourself to be brief, you will be making sure that only the absolute most essential details are included and therefore not filtered out by the brethren on the sidelines. Be forewarned, it will be very challenging to really be brief. But be as brutal as you can with yourself when planning and editing your remarks.

Long Form

If a lodge asks you to give a full presentation on Scottish Rite Masonry, keep it to 10-12 minutes. Obviously this is not enough time to go into great detail. But it will give you plenty of time to make mention of several key elements of the Rite. Hopefully, these key elements will be of enough interest to spur prospective brothers to approach you at the end of the night with questions. These questions will lead to a conversation about the Scottish Rite which will hopefully end in a petition for membership.

When speaking for more than a few minutes, use as many visual aids as you can. From slides and photos, to actual regalia and props- the human brain deals in pictures- and the more things you give men to look at, the more likely they are to stay engaged in a full presentation. Every time you switch images, the brain of the audience member will hit reset and be ready for more.

Pay attention to the evening news some time. Even if they are simply reading a story, the camera angle and shot will change every 20-seconds. This is a subtle way to keep the viewers mind active while watching. Borrow this idea for your presentation. Keep changing the images.

It's important that you also find a point of focus. Since 10 minutes is too short to discuss the entire Scottish Rite, don't try. Instead, focus on one specific area of Scottish Rite Masonry; perhaps a particular degree, or a philanthropic effort. The tighter your focus, the more interesting the speech will be and the easier it will be for you to research and write. When ending, just make sure you express to the Brothers in attendance that this is simply one small part of the Scottish Rite, and if they'd like to learn more you will be happy to chat with them later.

When choosing a topic of focus, find something that is of real interest to you. If you are excited about your presentation, your audience will be too. So make sure you're selecting an area of focus that will keep you engaged as well.

Finally, dealing with questions at the end of a presentation is always tricky. There is nothing worse than asking for questions only to hear crickets chirping in response. First and foremost, only take questions if time permits. Secondly, make sure you're versed enough in your topic to be able to answer most basic questions. If a Brother should propose a question that is beyond your expertise your answer to him should be "Great question! I am not sure of the answer, but get your e-mail address and I'll make sure to get the answer you!"

Short Form

Traditionally, a Master will query the lodge to ascertain if there is anyone in attendance with something to say. This is your moment to speak up, unless other arrangements have been made for you to speak. Typically this is done towards the end of a meeting, but really could happen anytime the Master sees fit. At this point, you will already have alerted him to the fact that you'd like to address his lodge and he may decide to have you speak sooner rather than later.

If you are speaking at the end of a meeting, do your best to keep your presentation to two minutes. This may seem as though it's all but pointless to speak. But rest assured a well-crafted two-minute talk can be just as powerful as a lengthy speech.

Think about how a great headline can suck you into a story, or how a well-crafted ad might get you to try a product. Your goal in your two minutes is not to delve deep into Rite philosophy. It's just to give the Brothers a quick taste of the Scottish Rite and leave them wanting more. Think of it as a really great movie trailer; give them enough detail to get them hooked and wanting to see the whole show.

In the business world, the term for a speech like this is an "elevator pitch". The idea of an elevator pitch comes to us from Hollywood. Imagine if you will, you've just written an amazing screenplay. You know it will win an Oscar. You just have to get someone to take a chance on it. Now imagine that just after finishing the script, by happenstance you find yourself in an elevator with a major

Hollywood director. What can you say to him during that short elevator ride that will entice him to read your script? That is an elevator pitch.

In a lodge, you're not trying to get your pitch out before the elevator door opens. You're trying to make your pitch before you lose the attention and focus of the brothers around you; and most people's attention span is much shorter than an elevator ride.

"Be sincere; be brief; be seated."

~Brother Franklin D. Roosevelt

Part 4: Your Presentations

Long form presentations require research and preparation. Often they will require the use of a projector or other sort of screen for visual aids. If you are the type of man who enjoys building and performing presentations, by all means have fun! It is an enjoyable and rewarding way to not only educate other people about the Scottish Rite, but also you will undoubtedly learn a lot yourself!

However, if you don't have the time or aptitude to build your own presentation, the Membership Services Department in the House of the Temple has a variety of presentations ready to go. From standalone videos to Power Point slide shows, there are a wide-variety of topics and lengths to suit the needs of the lodge you are addressing. For help in finding the right presentation for your unique situation, email Membership Services at membership@scottishrite.org or call 202-777-3162.

In the back of this booklet, you will find many short form presentations. These are your elevator pitches, and you can either use them word-for-word, or give them your own special spin. These elevator pitches are sorted by the occasion by which you might want to present them; for instance, there's a group of pitches to be used at a 1st degree conferral, Master Mason referrals, pitches focusing on philanthropy, general interest, leadership, the list goes on. Under each heading you will find 10 different pitches, which should be enough to use a different pitch in each category every month of the year.

A word of advice: prior to any presentation of any length, PRACTICE speaking the words OUT LOUD. Don't let the first time you're speaking these words out loud be in a lodge meeting. The key to getting people to pay attention is to have a command of your topic, and speak with authority and confidence. Spending a little time reviewing and reading your words before you are standing in front of a crowd, will go a long way towards making you feel confident and in command.

Life is a culmination of the past, an awareness of the present, an indication of a future beyond knowledge, the quality that gives a touch of divinity to matter.

~Brother Charles Lindbergh

Part 5: Follow-Up

While it may be the most nerve wracking part or your night, presenting in lodge is actually not the focal point of your evening as an Ambassador or Diplomat. For the Scottish Rite, your real mission is to connect one-on-one with Brother Masons and let them know all the great things the Scottish Rite has to offer.

Once the meeting has wrapped, the first thing you should do is thank the Master of the lodge for his time. You'll also want to thank the secretary and the other officers. In this way you are acknowledging that it is their lodge, and you are grateful for the chance to talk about the Scottish Rite. Leave the Master and Secretary your contact information, but also connect with the Senior Warden as it is likely that he will be in the East sometime soon. Often, lodges are eager to have speakers present on Masonic topics so let all the officers know you are available to make a presentation as needed.

It's important that you not plan on rushing out the door after the gavel drops. Follow the Brother's into the fellowship area, and make sure you have some literature at the ready. You may find that men will approach you right away with questions or interest in Scottish Rite. Be ready with a card or hand out for them, and importantly, make sure you get some contact information from them as well: name, phone number and e-mail address. Also, do not forget to ask how they prefer to be contacted. Some men prefer phone calls, while many will never answer a call choosing to text or email. Make a note of the best way to communicate with them.

If you find that no one is approaching you, make it a point to go and introduce yourself to a brother whom you do not know. Likely when you were speaking, you noticed a brother or two who seemed to be really interested in what you were saying. Seek them out and shake their hands. A conversation about Scottish Rite will probably begin without too much effort. Don't be shy about handing out information, trinkets or even petitions to anyone and everyone who asks. It is likely that once a Brother is speaking to you, others will feel more comfortable coming up to you as well.

It's important to reach out to these Brothers as soon as possible. An e-mail, text or a phone call the day after your meeting will really cement the connection between you and the men. Offer to answer any questions and to introduce them to other Scottish Rite Masons. Anything you can do to encourage the dialogue will likely also encourage them to turn in a signed petition.

Once you have gotten them to sign that petition, the final piece of the puzzle is to connect them one-on-one with a Scottish Rite mentor. This should be someone who can help guide them through the

process of becoming a Master of the Royal Secret- from the reunion classroom, to the degree conferral, to their taking of the Master Craftsman courses. Having a mentor walk side-by-side with them through the beginning of their Scottish rite journey will make the experience more meaningful, and likely the mentor will get a lot out of it as well.

KCCH Scottish Rite Masons make ideal mentors. They are usually well-informed, active and very visible. As an Ambassador, it may be wise for you to speak with 3 or 4 Honor Men before going to a lodge to visit. Also, it is especially helpful if a man's Scottish Rite mentor comes from his home lodge.

Appendix A: Elevator Pitches

The following elevator pitches (explained in part 4 of this manual) are organized by occasion. To make best use of the pitches, select one that best matches the tenor of the lodge communication you are attending. For example, the pitches listed under "Third Degree" are best used following a third degree ritual. You may use these verbatim or use them as a template for crafting your own elevator pitches- but be mindful of not making them longer than 2 minutes.

If there is a special occasion for which you may need a custom elevator pitch, please e-mail membership services at least 3 business days prior to the event for a custom written piece for your or occasion.

Entered Apprentice

To be used after an Entered Apprentice Ritual

1. (To the room)Would all the Scottish Rite Masons here this evening please stand? (To the new EA) Brother, on behalf of the Scottish Rite we congratulate you on taking the first step in a journey towards a lifetime of self-improvement. The men standing around you are part of a group within Freemasonry called the Scottish Rite. You'll learn more about this in your travels, and we won't overwhelm you more this evening. But take this to heart- the men you see standing here now are some of the most dedicated Freemasons you will ever meet, and I speak for all of us when I say we stand ready to help mentor and guide you in your search for greater light in Masonry. (To the lodge) and to any Master Mason in attendance, we stand equally ready to assist you in your search for further light and self-improvement. I'll be available at the end of the evening should you have any questions about joining the ranks of the Scottish Rite.

2. (to the new EA) My Brother, Freemasonry is philosophy teaching by symbols, just as history is philosophy teaching by example. When we hear the story of young George Washington and the cherry tree, we learn through example that by telling the truth and taking responsibility for our actions, we are better off than if we had not done so. Likewise, each of the symbols you have seen tonight has a deeper meaning and a lesson to teach. But they may be difficult for you to understand in this early part of your Masonic journey. I would like to introduce you to the men

of the Scottish Rite, by asking them to stand at this time. The men now standing around you are part of a group within Freemasonry called the Scottish Rite. You'll learn more about this in your travels, and we won't overwhelm you more this evening. But know that each of us is ready and willing to help you understand the deeper lessons of the symbols you have examined this evening, and the symbols you will learn in your further travels. . (to the lodge) And to any Master Mason in attendance, we stand equally ready to assist you in your Masonic quest. I'll be available at the end of the evening should you have any questions about joining the ranks of the Scottish Rite.

3. (To the Lodge) My brothers, each of you has been witness tonight to a new Brother, kneeling at our altar and assuming the obligation which binds us together. But that obligation is not only to each other, but it is an obligation to ourselves; an obligation to be better today than we were yesterday and to be better tomorrow than we are today. This is a lofty goal, and a tricky one. Each day, we are tested and challenged. But each day we are offered another sunrise and another chance to grow as men and Masons- and as Masons, we have committed to do that. How are you doing with your commitment to yourself? Is there more you can do to be a better husband, father, friend or Brother? The answer of course is yes for each of us. There is always more you can do to improve yourself in Masonry. Some of the keys to that self-improvement can be found in the teachings of the Scottish Rite. If seeing this new Brother take his first steps toward greater light in masonry has inspired you to renew your commitment, come speak to me after the meeting and I will gladly explain to you the ways in which Scottish rite can benefit your life and your Masonic journey.

4. (To the Lodge) My Brothers, the Worshipful Master of this lodge has beautifully explained the symbol of the 24-inch gauge and its importance in using our time wisely and for noble purpose- for our vocations, for God and our neighbor and for rest. But we live in a modern world, where there are many more demands on a man's time than just those three things. Your time and your attention are under almost constant attack. How do you decide how and where to divide up the most precious asset you have- your time? Wisely the ritual you have just witnessed asks you to consider how your time is divided, but gives you only basic instruction on how to do so. In the higher degrees of the Scottish Rite, we learn how to determine which things in life are worth our precious time. We learn to accept our duties and how to choose wisely those things which are ours to undertake, and those things that must be cast aside. Once you become a Master Mason, I urge you to examine the ways in which the Scottish Rite can teach you how to live your life to the fullest by following the ancient teachings and learning their modern applications. You will learn how to effectively manage that precious resource we call time, so that you and your family and the world around you will be better for it. If you'd like to learn more about the Scottish Rite, please see me immediately following the meeting.

Second Degree

To be used following a Fellow Craft Conferral

1. More light in Masonry. That is what the second degree teaches us- that there is indeed more light to be had. More knowledge. As Masons, we are charged to gather wisdom and continually seek out knowledge. To look deeper and to find a way to shine the light of truth on even the darkest of shadows. It can be sometimes difficult to do so, especially without guidance. Just as our new Brother Fellow Craft knocked on the door this evening to receive more light, and we as Brothers guided him in that path, when you knock on the door to the Scottish Rite of

Freemasonry, you too will receive more light and you will be surrounded by learned brothers who will guide you further along in your Masonic journey. Brother's if you truly seek more light, as you so testified during your being passed to the degree of Fellow Craft, come speak to me after this meeting, so that I may speak to you in greater detail about the role the Scottish Rite can play in your Masonic journey.

2. The Fellow Craft degree demonstrates the 3 jewels of a Fellow Craft: The Attentive Ear, Instructive Tongue and Faithful Breast. In a larger context, this means you have an equal duty to listen and learn, but also to teach and be faithful to your brothers. This is an awesome responsibility; you will need guidance. The teachings of the Scottish Rite are organized in such a way that a man is enabled to take a step-by-step path towards greater light in Freemasonry. And you may not be aware, but the Scottish Rite also administers a program called Master Craftsman. It is the premiere Masonic educational course in the world. There's too much for me to share here in the meeting, but if you'd like to learn more, come see me at the end of the ~~evening~~ and I would be glad to discuss Master Craftsman and Scottish Rite Freemasonry with you in greater detail.

3. Brothers, this Fellow Craft Degree you have just witnessed, begins our deeper look into the symbols around us. We have just been reminded, and our new Brother Fellow Craft introduced, to the idea that the fraternity has selected emblems to transmit the various ideals and tenets of the craft. But what if I told you that the explanations in the Blue lodge ritual are merely a starting point? For instance, the square upon which we are received- it is two, rigid pieces of metal forged together to form a right angle. The pieces of metal represent the civil and religious powers which govern all men in some way. This is an important concept, and the

Scottish Rite will teach you how to use this idea in your daily life. Nearly all of our symbols have a deeper meaning. You need only express an interest in learning those meanings, and we will guide you through that journey for light and wisdom. Please see me after the meeting so I can explain to you in greater detail how the Scottish Rite will challenge and inform you in ways you never imagined.

4. Middle Chamber talk, is perhaps one of the most interesting in all of freemasonry. I hear many brothers tell me that it is their favorite degree. It's not only full of symbols, but it puts the candidate in the center of the action and teaches its lessons in a direct way. The Scottish Rite of Freemasonry often does the same in its teachings. The candidates in many cases are more than spectators. They are immersed in the experience. This greatly enriches their learning and deeply impresses the symbols and philosophies on their minds. If you enjoy the Fellow Craft ritual, I am certain the Scottish Rite Degrees will speak to you in a similar way. If you'd like to find out more.

<u>Master Mason</u>

1. Congratulations to our newest Master Mason. But let me tell you Brother, this is not the end. In fact, this is only the beginning. Now that you have been entrusted with the secrets of a Master Mason, you can venture out into the world as you please and use the lessons taught here to help you build that spiritual, moral and Masonic edifice. But there is much more to learn. The ancient teachings of Freemasonry can lead you to a life time of intellectual and spiritual growth. While there are many ways to acquire this knowledge, the Scottish Rite offers you a clear and honorable path to more light in Masonry. Many of the men in this room, men whom you have come to trust and respect and count as friends, are members of the Scottish

Rite. As you have followed them in your journey from apprentice to master, consider following them further and investigate the ways in which the Scottish Rite can deepen your knowledge of Freemasonry, and ultimately your knowledge of yourself; and to any Master Mason here who is not a member of the Rite, when you are ready to resume your travels, we will be eager to welcome you. I will be available at the end of the meeting if anyone has any questions.

2. Like any great story, there's a sequel! The story of the Master Hiram Abiff continues after the events witnessed in our Master Mason degree. What happens next and how our ancient brethren responded to the death of the Master have shaped the fraternity for hundreds, perhaps thousands of years. In blue lodge ritual, you won't be given more instruction on the rest of this story. At least not formally. But the Scottish Rite of Freemasonry offers to not only complete this story, but to expose you to more legends and mysteries that will enrich your life and help you to understand how you fit into the world, and how you may fit into the plans of the Supreme Architect. How can you better follow the example of integrity and faith set forth by Hiram Abiff? This is a question you must answer for yourself, but the Scottish Rite of Freemasonry can provide you critical guidance in your search for that answer, just as it will provide you with more of the story of Hiram Abiff. To all Master Masons, I urge you to consider investigating the Scottish Rite for yourself, and see how you can live up to the glorious example set by the Widow's son. I will be available after the meeting should you have any questions.

3. Everyone in this room now is a Master Mason- from our newly obligated Brother, to the past Masters on the sidelines. There is indeed no higher honor. You will never be elevated to a higher status. So now your goal as a mason is not to go up…there is no up. Your goal now is to spread the light around. To extend the reach of that light, that knowledge, to the world around

you. The Scottish Rite can help you learn to do that. How can you really become a better man in your family and community? Can you really live this life to the fullest while preparing for the next? That is the goal of the Scottish Rite of Freemasonry. The best and brightest minds in Freemasonry are a part of the Scottish Rite. And there is a place for you among them. Visit with me after tonight's meeting and I would be glad to help you reach the next stage in your masonic journey.

4. (To the New Master Mason) Congratulations Brother, you are officially a traveling man. Visiting other lodges is one of the true joys of masonry. While traveling and visiting a lodge is a lot of fun, the building of those deep masonic connections comes from laboring together in the proverbial quarries of Masonry. Your catechism class, your instructors, and your other Masonic mentors have no doubt become close to you. That is part of the design and genius of Freemasonry. I encourage you to be as active as possible here in your blue lodge. And when you are ready to expand your network of close friends and brothers, the Scottish Rite offers many many opportunities to do just that, but giving you the chance to work in the quarries of freemasonry in unique and enlightening ways. If you are ready to take that next step, I will be available after the meeting and would be glad to chat with you about the Scottish Rite.

<u>Miscellaneous</u>

1. I don't need to tell you men that, some of the world's greatest leaders have been Freemasons. It's not a mystery as to why. The principles practiced by Masons are such that men who follow the Masonic precepts are honed for leadership not only in the lodge, but in the community. Men work through these chairs, and after a few short years they are taught the skills needed to successfully lead and serve their Brothers so that they man go and take those skills to lead and

serve the community. But, as we see, there are only so many chairs in a Craft lodge. Perhaps you want to learn those leadership lessons now? Perhaps you want to learn the secrets of Masonic leadership today instead of years from now? The Scottish Rite of Freemasonry offers you the chance to learn those lessons and many more as well. The Scottish Rite is actually 4 different Masonic bodies under a single umbrella and each body will provide you with ancient wisdom that has modern application. It is the University of Freemasonry, and if your goal is to learn to be an effective leader, consider the training that the Scottish Rite offers. I will be available after the meeting should you have any questions or if you'd like to take that first step towards serving your brothers and your community.

2. Grand Lodges all over the country have been taking surveys, asking Brothers what it is that they want in lodges. Overwhelmingly, Masonic Education is has been the item men have been asking for. The Scottish Rite of Freemasonry, known by many as the University of Freemasonry, has created the greatest Masonic education course in the world. It is called the Master Craftsman program, and it will teach you about history, philosophy, symbolism and the application of all that wisdom. The course is divided into 3 parts- the second two parts are devoted to the degrees of the Scottish Rite, and I highly recommend them. They are truly remarkable and will absolutely make you a better man if you follow their teachings. But the first part of the course is entirely devoted to the first 3 degrees of Masonry. Even if you only examine this part of the course, I am certain you will be better for it. Come speak with me after the meeting this evening and I will share more with you about this program and the other programs the Scottish Rite has to offer.
3. If you are a father, grandfather, uncle or if there is a child in your life in some other way, you must certainly know the joy of hearing that child say "I love you" or hearing childhood laughter. There is certainly no sound that compares. But sadly many kids are unable to communicate

in even the most basic ways. Since the 1950s, the Scottish Rite of Freemasonry has fully supported and funded Rite Care. Rite Care manages over 200 speech and language centers across the country, and patients are accepted regardless of their ability to pay. These clinics staff some of the most talented speech and language pathologists in the world, and they have helped tens of thousands of children go on to lead full and productive lives. From basic learning disabilities, to children on the autism spectrum, Rite Care helps kids learn to communicate. And by becoming a member of the Scottish Rite, you will become a vital part of that network. If you'd like to learn more about Rite Care, see me after the meeting and I would be glad to share the good news with you.

4. Just the other day, I ran into a man who found out I was a Mason and said "you know, my grand dad was really high up in the Masons". Now, we all know there is no "high up"- there is no degree higher than Master Mason. What most non-Masons mean when they say that is that their relative was a 32nd or perhaps 33rd degree mason. Those designations mean that a man is of course a Scottish Rite Mason, and has received the degrees of the Scottish Rite. Like your blue lodge degrees, these are life lessons and symbolic teachings. However, the 33rd degree is only conferred to men as an honor, after many years of Masonic labor. However, no man can ask for that honor. If he asks, it will be denied. Like the Craft lodge degrees, the Scottish Rite degrees are full of mystery and ancient wisdom. And I would very much like share them with you, as I know they will enrich your life. If you're seeking that further wisdom, if you want to count yourself among the great Masonic minds, if you endeavor to strive one day for the honor of being a 33rd degree Scottish Rite Mason, let me help you begin that journey right now. Please find me after the meeting and we will discuss all the ways the Scottish Rite can change your life.

Appendix B

The Checklist

Use this check list as a step-by-step way to contact lodges and speak to members

Preparation

- ☐ Contact Valley Secretary for Lodges needing contact
- ☐ Research Lodge to get information on meeting night & location
- ☐ Find a Valley Member who is a member of that lodge

Contact

- ☐ Contact Lodge Secretary and find out immediate schedule
- ☐ Formally contact Worshipful Master, ask permission to speak to the lodge
- ☐ Work with Worshipful Master to determine a time and date for your appearance

Presenting

- ☐ Gather materials: petitions, hand-outs, any presentation materials
- ☐ Arrive early at lodge & consult with Worshipful Master & Secretary
- ☐ Make any presentation preps (computer, projector, et cetera)
- ☐ When called on or at the proper time, make your presentation

Post Meeting

- ☐ Introduce yourself directly to brothers following the meeting
- ☐ Give out your contact information
- ☐ Gather new candidates contact information

Follow-Up

- ☐ Write thank you notes to Worshipful Master & Secretary
- ☐ Contact Valley Secretary with names & contact info
- ☐ Contact Brothers and continue the conversation

Appendix C

List of Resources

The Following is a list of resources available from the Supreme Council.
For access to these resources, please contact your Valley Secretary.

Videos

Books

Handouts

Power Point

Appendix D

Contact List

By filling out complete contact information for 10 potential members, you are eligible to receive awards from the Supreme Council. NOTE: All information must be filled out and filed with Valley Secretary to receive proper credit for a contact.

Name	
Phone Number	
E-mail	
Home Lodge	

Name	
Phone Number	
E-mail	
Home Lodge	

Name	
Phone Number	
E-mail	
Home Lodge	

Name	
Phone Number	
E-mail	
Home Lodge	

Name	
Phone Number	
E-mail	
Home Lodge	

Name	
Phone Number	
E-mail	
Home Lodge	

Name	
Phone Number	
E-mail	
Home Lodge	

Name	
Phone Number	
E-mail	
Home Lodge	

Name	
Phone Number	
E-mail	
Home Lodge	

Name	
Phone Number	
E-mail	
Home Lodge	

If you need materials or would simply like to consult with someone from
Supreme Council Membership Services,
Send your inquiry to:
medwards@scottshrite.org

410-967-6517

7 Days A Week