

## Part #2

### Briefing Guide for Talking with Potential Candidates

1. No two prospective candidates need or want the same information about the Masonic experience to encourage them to join.
2. To be successful, you must tailor your approach and subsequent interaction to the particular personality and desires of each candidate.
3. A good way to start any discussion about Masonry is by asking the prospective candidate open-ended questions to gain a better understanding of him:
  - a. What prompted your interest?
  - b. What do you hope to get from Masonry?
  - c. What can you contribute to Masonry?
  - d. Do you have any family history involving Masonry?
  - e. Have you done any research into Masonry, and if so, what did you learn?
4. The next step, to avoid a lot of wasted effort, is to ask if he has any questions you can answer before starting.
  - a. Thoughtfully answer his questions, if you can.
  - b. Where you do not know the answer, or cannot speak intelligently at the level the prospective candidate needs, admit it, and promise to get back with him, or try to set him up with another Brother, suggest a book, etc., something to move on to the next step.
  - c. You do not have to “Close the deal” or get the petition signed right now. An honest effort to deal with questions/issues will likely bring him back.
  - d. Answer what you know and make clear that many aspects of Masonry are each individual’s perceptions and assessments.
  - e. Remember that most Masonic lessons and processes are not secret, and can be discussed, especially in general terms.
  - f. If he seems to have knowledge of (or wants to discuss) the “Masonic secrets” as defined in the Masonic Manual of Minnesota (page 34), don’t get drawn into a discussion about them, but indicate that there are a few aspects about the fraternity which are best discussed after experiencing the degree(s).
  - g. Be prepared to address, or politely refuse to discuss, anti-Masonic assertions.
5. Be aware that he may have done extensive reading/research about masonry. Address what you can and assist him in furthering his understanding with other resources (learned brothers, books, websites, resources on Grand Lodge website, etc.).
6. Be ready with a petition, have knowledge of the joining process, and a timeline when your Lodge raises new Brothers and/or the timeline for the One Day to Masonry Class.

- a. Petition
  - i. Present him a petition or promise to get him one.
  - ii. Know how much the initiation, the degree fees, and your lodge dues are.
  - iii. Know what the petition asks, and be ready to discuss the “why”.
  - iv. Don’t push it, but let him know that he would be an excellent candidate for Masonry.
  - v. Remember, as the First (or Second) Line Signer, you are telling your Lodge Brother that you feel this candidate is worthy; be selective in putting forth a candidate. Note as the First Line Signer, it would be best if you are supportive of the candidate through the entire degree process.
- b. Let him know there will be a formal investigation and ballot. Explain the timing you would expect for these and explain the reason for each.
- c. Assuming you believe he has been or will be elected, explain the three degrees :
  - i. Entered Apprentice, Fellowcraft, and Master Mason each which has a separate focus.
  - ii. These are often done at two or four week intervals.
  - iii. There will be Masonic education between the degrees. He will be expected to learn certain elements of Masonry. A coach or mentor will help him with this material.
  - iv. This is important. He needs to know; what will be required of him and that the lodge is there to help him and that a solid effort is what is require (not perfect memory). Especially if there is going to be a delay between the petition and the degrees, make sure you stay in touch and try to involve the elected candidate in lodge activities. Your lodge should hold stated meetings at the level of the lowest level brother present.
  - v. Depending on the situation, you may want to discuss the “One Day to Masonry” option with him.

Note: Video – entitled “Sharing the Light” is recommended.