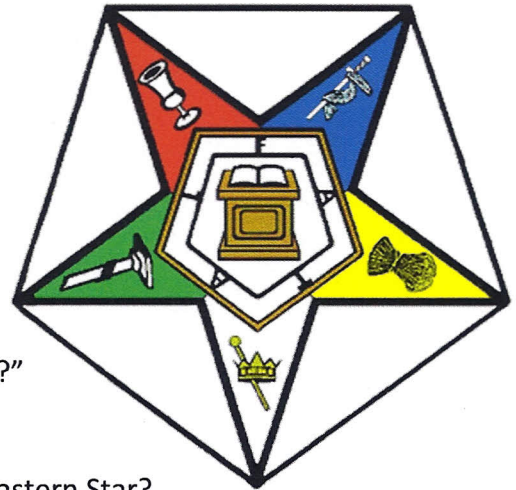


20 Questions to Answer Before Approaching an Eastern Star Prospect

1. What first attracted me to Eastern Star?
2. Why did I become an Eastern Star?
3. Why am I an Eastern Star today?
4. What need in my life does Eastern Star meet?
5. Why am I proud to be an Eastern Star?
6. How would I answer the question, "What is Eastern Star?"
7. How would I answer the question, "What do Eastern Stars do?"
8. Why would I recommend Eastern Star to a friend or relative?
9. Why would a young woman/man today want to become an Eastern Star?
10. Why would a busy young woman/man want to become an Eastern Star today?
11. Why would a young woman/man with a family want to become an Eastern Star today?
12. Why would a middle-aged or older woman/man want to become an Eastern Star today?
13. Why would a busy middle-aged or older woman/man want to become an Eastern Star?
14. Why would a middle-aged or older woman/man with an already grown family want to become an Eastern Star today?
15. Why would a visiting or sojourning Mason want to become a member of Eastern Star?
16. Why would a wife or significant other want their husband or partner to become an Eastern Star and an active member of our Chapter?
17. Why should a Senior DeMolay/Job's Daughter/Rainbow Girl want to become a member of our Chapter when they are old enough to do so?
18. Why would a young college or junior college student choose to become an Eastern Star instead of, or in addition to, becoming a member of a college Sorority/Fraternity?
19. In past years many, if not most, police, fire fighters, military, community, business and civic leaders, professionals, and the children and grandchildren eagerly became Eastern Stars as soon as they were eligible. Why is this not happening today, and what can and should we be doing to change this?
20. Who do you know that could or should be an Eastern Star (family, friends, acquaintances, business associates, church members, parents of your kid's friends or sports team members, etc.)?



Who:

- ✧ Cuts your lawn
- ✧ Shovels your snow
- ✧ Packs your groceries
- ✧ Sold you your insurance
- ✧ Sold you your car
- ✧ Sold you your house
- ✧ Sold you your boat
- ✧ Sold you your appliance
- ✧ Sold you your stereo
- ✧ Sold you your cell phone
- ✧ Sold you your clothing
- ✧ Fixes our vehicle
- ✧ Delivers your mail
- ✧ Fixes your plumbing
- ✧ Repairs your drywall
- ✧ Installed/repaired your garage door
- ✧ Poured and finished your driveway
- ✧ Installed your swimming pool/deck
- ✧ Does your taxes or estate planning

**Are all of these individuals really
already Eastern Stars?**

How about:

- ✧ Your boss or your boss's spouse
- ✧ Your doctor
- ✧ Your dentist
- ✧ Your chiropractor
- ✧ Your physical therapist
- ✧ Your attorney
- ✧ Your tax accountant
- ✧ Your financial advisor
- ✧ Your banker
- ✧ Your electrician
- ✧ Your fitness coach
- ✧ Your landscaper
- ✧ Your beauty operator/barber
- ✧ Women/men in your dancing group
- ✧ Your hunting/fishing buddies
- ✧ Women/men that you bowl with
- ✧ Former school friends
- ✧ Former sports teammates
- ✧ Your minister, rabbi, etc.

Are they all already Eastern Stars?

What about:

- ✧ Friends or associates from your places of worship
- ✧ Those you work out with
- ✧ Those you socialize with
- ✧ The parents of your kid's friends
- ✧ Your kid's Scout Master
- ✧ Those in your VFW, American Legion/Lions, Kiwanis, or other such groups
- ✧ Those other friends that you have never considered before
- ✧ Those you work with
- ✧ Former coworkers
- ✧ Former bosses
- ✧ Your neighbors
- ✧ Your kid's coaches
- ✧ Your kid's teachers
- ✧ Your family members that are not yet involved
- ✧ Those women/men who were too busy before, but may have time now

Are they all already Eastern Stars?



Prospective Candidates for OES Membership



	Name of Prospective Sister/Brother	Telephone Numbers: (Home/Work)	Why I believe he would be a good prospect and Eastern Star	Reasons why I believe she might find Eastern Star attractive:	Date Contacted	Follow Up Date	Notes
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							