

Dance Night/ Game Night
Wednesday, 2:14p - 4:00p
Chapter Cabins

Staff Guide Copy

Once upon a time, there were four average sized DeMolay Chapters: Alpha, Kappa, Chi, and Beta. The four chapters make up the University Region of their Jurisdiction. Alpha, Kappa, Chi, and Beta are always be competing with each other for new members. Therefore, they do not share their calendars of upcoming events until the monthly Region meeting.

Every month the each Chapter either plan a Dance Night or a Game Night for their fun membership activity. Since they always invite prospects to these activities, they need to be something that a prospect would like to attend and would like to attend and would help him decide that he needs to belong to DeMolay.

Dance Nights can be lots of fun, but they are a always expensive. Dancing is also something that not everyone enjoys and most of the time the chapter does not gain very many members. But, the Chapter Members enjoy the Dance Nights!

Game Nights are very inexpensive and can be lots of fun, but they get a little boring for the current Chapter Members because they feel "to old" to be playing video games with "little kids". Prospective members are always up for a video game night and almost always join after attending them.

The problem occurs when some chapters have super events like Dance Nights and others have Game Nights, as this activity will show.

DIRECTIONS:

1. Divide up into teams of two to four representing Alpha, Kappa, Chi, and Beta Chapters.
2. Chapter Members will work together to decide if they will hold a Dance Night or a Game Night and only show their answer when directed to do so.
3. Every other month the chapters will meet at a Region meeting, announce if your Chapter is holding a Dance Night or a Game Night this month.
4. Each Chapter starts the term with 10 active members.
5. **Your Goal:** Retain as many members in DeMolay, and have as much growth as possible.

DANCE NIGHT / GAME NIGHT

OBJECTIVE: Remember ... make DeMolay grow and retain as many members as you can during the current six month term.

For each monthly Region Meeting, record your activity and your net loss or gain of members.

Point Structure

4 Choose Dance Night	All Lose 1 Member
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1 Chooses Dance Night	Each Lose 1 New Member
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1 Chooses Game Night	Each Gain 1 Member
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2 Choose Dance Night	Both Lose 2 New Members
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2 Choose Game Night	Both Gain 2 Members
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1 Chooses Dance Night	Each Lose 3 New Member
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3 Choose Game Night	Each Gain 3 Member
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4 Choose Game Night	Each Gain 1 New Member
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MONTH	TIME	CONFER WITH	DECISION (CIRCLE ONE)	MEMBERS GAINED / LOST	CUMULATIVE NUMBER
DEC					10
JAN	1 min.	Chapter	Dance / Game	____ / ____	_____
FEB*	2 min.	Region	Dance / Game	____ / ____	_____
MAR	1 min.	Chapter	Dance / Game	____ / ____	_____
APR**	2 min.	Region	Dance / Game	____ / ____	_____
MAY	1 min.	Chapter	Dance / Game	____ / ____	_____
JUN***	2 min.	Region	Dance / Game	____ / ____	_____

SPECIAL EVENTS NOTICE

- * February is our Jurisdiction Master Councilor Membership Class – multiply this month’s gain or loss by 2
- ** April is the Region Conclave. - Multiply this month's gain or loss by 5.
- ** An edict is sent out by the Executive Officer. Your Region Deputy will read it aloud.
- *** June is the month after our BIG Jurisdiction Conclave – multiply this month’s gain or loss by 10.

OBJECTIVE OF ACTIVITY:

To demonstrate the need for cooperation and trust, and the benefits of working together in win-win situations.

PREPARATION:

Each participant must have a “Dance Night and Game Night” card, a score sheet, and explanation narrative. These are provided. The instructor will need to create a large chart for keeping track of membership numbers.

EXECUTION OF THE ACTIVITY:

1. Participants are asked to select a partner (game can also be played as individuals). There may be a need for some groups of three participants.
2. Arrange the participants so that there are four pair to a “Region” group. It takes four pair or four individuals to make a “Region.”
3. It is recommended that each Region group be comprised of pairs from different DLC chapters, rather than chapter members competing against each other.
4. A “Region” group of eight participants is arranged as follows:

2 Players

2 Players

2 Players

2 Players

5. Give the following explanation:

"The four chapters in your Region are desperate to recruit new members to support their chapter growth. All the chapters decide to hold either Dance Nights or Game Nights to attract new members. You will meet monthly at a Region meeting to see how everyone is doing on membership recruitment."

The object of this activity is to make DeMolay Grow and retain as many members as you can during the six-month term.

“At the command “Start,” you and your chapter member partner will reveal your decision to hold either a Dance Night or a Game Night to recruit and retain members. Your chapter will recruit and retain members or lose members depending on what the other three chapters in you Region decide to do for an event.

“If all the chapters in your Region decide to hold a Game Night, then each chapter will gain a new member. If 3 chapters decide to hold a Dance Night and the 1 remaining chapter decides to hold a Game Night, then the 3 chapters holding a Dance Night will each gain 1 new member, while the chapter holding a Game Night will lose a member. If 2 chapters choose to hold a Dance Night, and 2 chapters decide to hold a Game Night,

then the chapters holding Dance Nights each gain 2 new members, while the 2 chapters holding Game Nights each lose 2 members. If 1 chapter chooses to hold a Dance Night, and the remaining 3 chapters hold Game Nights, then the Chapter holding the Dance Night gains 3 new members, while the 3 chapters holding Game Nights each lose 3 members. And finally, if all 4 chapters hold Game Nights, then each chapter will gain 1 new member.

“You have a scoring table on your score sheet to see how many members you will gain or lose depending on which activity your chapter holds. Take a few moments to familiarize yourself with the chart now.

“Remember: The object of this activity is to make DeMolay Grow and retain as many members as you can during the six-month term.”

“I will give you and your chapter partner a few moments each time to record your membership gains or losses and to decide what your next event will be. All four chapters must display their event decision at the same time when I give the command. We will play 6 rounds and at the end we will see which chapter has the most members. Each chapter starts with 10 members. If your chapter at some point loses all its members, your chapter can continue to hold activities in an effort to gain membership. And yes, you can continue to hold activities if your chapter goes in the hole in membership.

“Remember: The object of this activity is to make DeMolay Grow and retain as many members as you can during the six-month term.”

6. Play round one. Have the participants record their results. Ask if there are any questions. Play the rest of the rounds, noting that rounds 2, 4, and 6 are for multiplied results.
7. Before rounds 2, 4, and 6 have the chapters within the Region discuss among themselves whether or not they want to negotiate on which activity to hold, since the membership results will be multiplied. Give them 60 seconds to negotiate. Remind them as a chapter that they have the right to change their mind from any agreement they may have made, then play the round. Wait until after the activity is over to discuss whether any of the chapters decided to go against their negotiated agreements.
8. At the conclusion of the 6th round, go around the room and find out which chapter ended with the largest membership in their Region. Record on an easel pad the highest and lowest membership totals in each Region.
9. Show the participants what would have happened had they allowed every chapter to gain as many members as possible – by deciding to hold a Game Night each month.

Round	Membership Gain	Balance
Dec		10 members
Jan	1 member	11 members
Feb	1 member x 2	13 members
March	1 member	14 members
April	1 member x 5	19 members
May	1 member	20 members
June	1 member x 10	30 members

DEBRIEF

1. If you record the balance of every chapter for all to see, you will note that few, if any, had a membership balance greater than 30. This is because they all failed to help each other.
2. Point out that if they all had decided to have Game Nights each month, the Region total would be 120 members (4 x 30). Go around the Region groups and see how many of them had more than 120 members when they add up the 4 chapter membership totals.
3. Why do we place so much emphasis on winning or losing. Should we look for ways that allows everyone to win.

Why did everyone assume it was a win or lose activity? Remember, everyone was told several times that:

“Remember: The object of this activity is to make DeMolay Grow and retain as many members as you can during the six-month term.”

4. What were your feelings when one of the other chapters in your Region went against the Region’s group decision in rounds 2, 4, and 6? How important is trust in accomplishing group (chapter) goals in a competitive environment?
5. The lessons to be learned from this activity are:
 - a. Trust (also known as Fidelity) – rely on your word as a DeMolay and as a leader.
 - b. Do what is in the best interests of the group (chapter), not yourself.
 - c. Set the example.

Letter From the Executive Officer