



JANUARY 2017

## Message from Wor. Daniel E. Froggett



It is an honor to serve as the 42nd Master of John Blair Lodge. It was humbling and exciting to be installed in front of a group of more than 70 friends and Brethren. Many thanks to those of you who could attend and especially to those that assisted in underwriting the event.

The theme for this Masonic Year will be "The Measure of Masonry." As I stated in my remarks on Warden's Night, I hope that I can depend on each of you to commit, emulating the 24-inch gauge, a minimum of 24 days of service to the Lodge. That's simply the stated communication and one other meeting/event each month. Our Lodge can only *measure up* if we are collectively invested in its future through regular participation.

We will be focusing a great deal of attention on engagement this year. Whether through our regular events or new efforts to find men interested in Masonry, we must increase the number of men entering John Blair. This effort will in no way compromise our steadfast watch over the West Gate, ensuring only worthy men join our ranks. We will better market our dinners and breakfasts and may attempt to be innovative – possibly hosting booths at local farmers' markets.

Equal attention will be given to our continuing efforts to improve our ritual quality. The District Instructor of Work, Wor. Brian King, will continue hosting District Ritual Schools for 1A monthly and at Henry Knox Field Lodge weekly. A schedule of ritual schools will be distributed regularly and whether you are with John Blair brethren or joining those from other Lodges in Virginia, it is essential that we eventually reach our goal of a John Blair Master Mason Degree team.

Participation, engagement, and growth are of paramount importance this year. The Grand Lodge has approved a plan for consolidation of Virginia's Masonic Districts effective following the 2018 Grand Annual Communication. Consolidation of Districts will surely be followed by emphasis on Lodge consolidation. This is not a conversation that John Blair is unfamiliar with, but before we make any decisions on our long-term future, I ask you all to assist in improving our present and short-term future.

I look forward to a productive and challenging year. I hope we can have thought provoking debate together, provide some greater service to our community, and get to know one another better as brothers.

Sincerely & Fraternaly,

## Installation of 2017 Officers

In the first Public Installation of Officers Ceremony at John Blair since 2007, the 2017 Officer Team was installed Saturday, Dec. 10 at the Alexandria Scottish Rite Temple. Wor. Jace McFerran, Immediate Past Master of Andrew Jackson, No. 120, served as Installing Officer to a crowd of more than 70 people. He was assisted by Wor. Andrew Harter, Immediate Past Master of John Blair, as Installing Marshal; Rt. Wor. Robert Watkins as Installing Chaplain; and Rt. Wor. Grant Routzohn as Installing Secretary. The Lodge was honored to have the current District Deputy Grand Master, Rt. Wor. Mark Underwood, and three additional PDDGMs, Rt. Wor. Ben Browning, Rt. Wor. Adam Duncan, and Rt. Wor. James Schoonmaker, present. Pictures of the ceremony can be found on page 6.

### The 2017 Lodge Officers are:

- Daniel E. Froggett, Worshipful Master
- John J. Murawski II, Senior Warden
- Erik N. Schultz, Junior Warden
- James F. Cordes, Secretary
- Wor. Ken R. Reynolds, Secretary
- Antoine P. Issa, Senior Deacon
- Timothy J. Fisher, Junior Deacon
- Rt. Wor. James Schoonmaker, Chaplain
- F. Paul Norris, Musician & Marshal
- Wor. Jaime H. Flores, Tiler & Webmaster

### In this Issue

Installation of Officers

Ceremony, p. 1

Message from the Master, p. 2

Officer Contact Information, p.3

Making New Masons, p.4

2017 Dues, p.5

January Enlightenment, p. 7

### Dates to Remember

Upcoming Events, p. 7

Lodge Breakfast

LaCasa Restaurant

January 14, 8:30 a.m.

4551 Duke Street

Alexandria, VA 22304

Stated Communication

January 16, 7:30 p.m.

Program by

Wor. Brian King, DIW

Dinner hosted by

Bro. Erik Schultz, JW

Following the Installation Ceremony, Brethren and their guests gathered in the dining room for a Fellowship Luncheon catered by the Ladies' Oriental Shrine Almanarah Court No. 50.



**JOHN BLAIR LODGE NO. 187, A.F. & A.M., 2017 OFFICERS**

**WORSHIPFUL MASTER**

Daniel E. Froggett  
danielefroggett@gmail.com

**SENIOR DEACON**

Antoine P. Issa  
issatoni@hotmail.com

**SENIOR WARDEN**

John J. Murawski II  
jjmski2@gmail.com

**JUNIOR DEACON**

Timothy J. Fisher  
tfisher2000@gmail.com

**JUNIOR WARDEN**

Erik N. Schultz  
erik.schultz77@gmail.com

**MARSHAL & MUSICIAN**

F. Paul Norris  
fpnorris@gmail.com

**TREASURER**

James F. Cordes  
Jim\_Cordes@yahoo.com

**TILER & WEBMASTER**

Wor. Jaime H. Flores  
southofharlem@gmail.com

**SECRETARY**

Wor. Kenneth R. Reynolds  
contraq@aol.com

**CHAPLAIN**

Rt. Wor. James W. Schoonmaker  
james.schoonmaker@gmail.com

## Making New Masons

Recruitment is a four letter word in Masonry. If a man does not come to Craft of his own free will, then we cannot welcome him into our ranks. However, in our overly distracted world, where it is very easy for organizations to hide (or be ignored) in plain sight, we must necessarily ensure that the men are aware of WHO we are and WHAT we do. And—what more worthy organization for a man to join? Our virtues should be shared and more men should be becoming members of the Craft.

Craig Hummell (2005) offers a four-pronged approach to recruitment that is simple and ensures that Lodges are not just “making Masons,” but actually engaging them on a level that ensures continued Lodge participation once the degree work is finished. He uses the four I’s: Identify, Invite, Initiate, and Involve. Hummell underscores that membership is a process, not an activity, and requires regular maintenance to keep the process running.

**Identify** Where can we find new members? First, we need to reconnect with men that have approached us in the past or with Entered Apprentices or Fellowcrafts who chose, for whatever reason, to suspend their progress. Second, we should look to our co-workers, neighbors, and friends. Finally, we cast a wide net and host open houses or set up informational booths at public events. We have to actively pursue.

**Invite** While Virginia still holds the “Ask One to Be One” mantra as sacred, there are ways to invite potential candidates. Perhaps there is a man that you know who would enjoy the camaraderie of Lodge breakfast or could drop in on Lodge dinners. Inviting men to these events is not an invitation to the Craft, it is an invitation that allows us to expose men to the Craft. Invitations should not be given lightly. Everyone you invite reflects on you to the Brethren, but if there is a worthy person in your life, why not see if interest can be kindled through an event invitation.

**Initiate** Once contact has been made, it is essential to follow through on discussions with all potential candidates. If someone says they would like some time to think about Masonry, give them that time, but be sure to follow-up when an appropriate amount of time has passed. If a visitor attends an event, help him understand the fraternity and hospitality of the Craft by keeping in touch. Do not wait for potential candidates to fall into your lap—make candidates seek you.

Remember when interacting with non-Masons that they have little un-



1760s Masonic Tobacco Advertisement

derstanding of the phraseology that we use in regular communication. For instance, Worshipful Master is a term that makes many people nervous. Be mindful of what and how you are communicating so that the potential candidate feels like he can grasp the Craft. And don't forget non-verbal communications—body language, attire, and setting are equally important to providing a positive picture of Masonry. The process of making new Masons begins with the creation of a strong relationship prior to petitioning. The act of initiating that relationship will lead to the ultimate Initiation into the Craft.

**Involve** The involve prong is important for Masons and non-Masons alike. See what Masonry is all about, and, when possible, experience. For the non-Mason, that is limited to public events. For the Mason, that means regular lodge attendance at business meetings and ritual events. Learn enough about Masonry to talk intelligently and comfortably with others. When the Mason has mastered his *elevator pitch* on the Craft, then he can sufficiently assist non-Masons in understanding our primary tenets. Live your Masonry. Masonic behavior is temperate, honest, prudent, and just. Living up to these cardinal virtues will make you positively conspicuous and entice like-minded men to find you.

Numerous texts exist within the Lodge library and on the Grand Lodge website to assist you in better communicating with non-Masons about the Craft. However, the most convincing form of engagement will always be the personal testimonial. Why are you a Mason? What benefits has Masonry brought to your life? How have you been able to grow through the Craft? Every potential candidate will learn the vast possibility of Masonry through your testimonial.

Hummell, C. C. (2005) Masonic membership outreach handbook: A step-by-step guide to increase the number of Masons in your Lodge, (Not just add members). Retrieved 19 December 2016 from [http://iowagrandmaster.org/Education%20pdfs/Masonic\\_Membership\\_Outreach\\_Package.pdf](http://iowagrandmaster.org/Education%20pdfs/Masonic_Membership_Outreach_Package.pdf)



Annual dues are now requested from all members. Please remit your check or money order for \$87, made payable to:

**John Blair Lodge No. 187**

and mail to:

**John Blair Lodge No. 187  
1430 W. Braddock Road  
Alexandria, Virginia 22302**

*If you are a lifetime member, we are most appreciative for the investment you have made in Masonry. The Lodge always welcomes contributions to support our Brethren and events.*



## INSTALLATION OF OFFICERS

December 10, 2016



## JANUARY EVENTS

- Tuesday 1/3 Henry Knox Field Ritual School 7:00 p.m.  
Instruction on receiving the DDGM.
- Tuesday 1/10 Henry Know Field Stated 7:30 p.m. DDGM Official Visit.  
Presentation by Wor. Daniel E. Froggett.
- Thursday 1/12 Alexandria-Washington Stated 7:30 p.m.
- Saturday 1/14 John Blair Lodge Breakfast 8:30 a.m. LaCasa Restaurant
- Monday 1/16 John Blair Stated Communication. Dinner 6:30. Stated 7:30.  
Presentation by Wor. Brian M. King.
- Thursday 1/19 Andrew Jackson Stated 7:30 p.m.
- Monday 1/23 District Ritual School: Receiving the DDGM (Scottish Rite)

*All brethren are encouraged to regularly attend ritual schools. Lodge Instructor of Work, Wor. Ken Reynolds, will provide more information on ritual schools throughout the area on a regular basis.*

## JANUARY ENLIGHTENMENT

### Grammar ♦ Rhetoric ♦ Logic

*Argumentation by Wesley Cook*

First rule of argumentation: identify the common priority that holds you and the person with the opposing argument together.

Second rule of argumentation: if there is a common priority, like believing in the importance of an outcome or holding dear the perpetuation of this or that thing, return to the common priority when the temptation strikes to leave the rules of reason; if there is not one, shut up and walk away, all of the logical fallacies will fall out of your mouth as well as your opponents' because devolution is at hand.

Third rule of argumentation: prepare to have your mind changed if the opposing logic is sound, seeking to change the other's mind only with sound logic and an appeal to reason.

Constructive arguments, worthy arguments, true arguments rest on the perpetuation of the common priority and hinge on the notion that our minds might be changed. The differences that make the debate come alive do not diminish that priority; they are inspired by it, speak to it; they further its cause.

Winning an argument is about so much more than winning; it's about perpetuating a cause by putting 2+ minds at work to get out the things that a lone mind could not conceive on its own. Embrace the argument; leave behind the need to win. The reward is truly in the work of the argument.

*Wesley Cook is a Doctoral Candidate at Drexel University and lives in Washington, D.C.*



JOHN BLAIR LODGE, NO. 187, AF&AM  
DANIEL E. FROGETT, WORSHIPFUL MASTER  
1430 WEST BRADDOCK ROAD  
ALEXANDRIA, VIRGINIA 22302  
[WWW.JBL187.ORG](http://WWW.JBL187.ORG)  
Stated Communication:  
Third Monday 7:30 p.m.