



# Festival 2019

*...together we can do it*



Dear Brother Festival Representative,

19<sup>th</sup> November 2019

I am writing with regard to the Provincial 500 club which has now been launched and for which we need to achieve 500 sales as a minimum, as quickly as we possibly can, and by the end of December if possible, so that from our first draw in January we will be able to yield some good cash prizes.

Brethren, I have learnt from our Race Nights that these tickets are not going to sell themselves,.. in fact the opposite is more likely the case, and in your positions as Leaders in our Lodges for support for the Festival, I really need you to now make your mark, as a matter of some urgency. It is clear that standing in the Lodge during the risings or at the Festive board and asking those interested to come back to you later, simply doesn't work. What suits your Lodge best, I will leave to you, but in my experience, face-to-face selling is the only positive way forward, and using expressions such as 'I need to leave here tonight with 4 tickets sold ..who is going to help me?' ... is more the sort of approach we need to adopt. Please also advise your members that these sales will count towards your Lodge and individual targets, but also that sales of this nature can reduce the financial pressure on an individual member, or Lodge, because sales can also be to those who aren't Freemasons, and also there is a very good chance of a cash prize. So again, I think members need to be directly reminded of opportunities this can bring.. e.g. why not buy a second ticket for your Wife/Partner for Xmas.. or surely one or two of you have Brothers/Uncles or some relative or Friends to whom you can sell a ticket or two?

Accordingly, we need an average of approximately 8 tickets sold per Lodge, after allowing for a few Lodges where Members are already in other Lodges, such as Suffolk Installed Masters, but as we have approximately half of our Lodges with less than 50 Members, I think it would be reasonable to suggest that Festival Representatives for Lodges with under 50 Members take responsibility to sell 7 tickets, and those with above 50 sell 9.

Please bear in mind that the tickets need **not only** be sold to members and Family,.. they can also be purchased **by a Lodge** .. perhaps you could get your Master to encourage the lodge itself to purchase a few tickets which could also boost Lodge income, and target. Additionally maybe a few Chapter friends could be encouraged to participate. Further, at the Bury Race Night, we sold 30 tickets, so that is also a good start.

I have attached a copy of the 500 Club Flyer, and also further details and an application form, and would be very pleased if you could put considerable emphasis on achieving your targeted sales as urgently as possible. Let's make this a really successful venture for both the Festival and the Subscribers.

Yours sincerely and fraternally,

**Neville Warnes**  
*Chairman Festival 2019*