

Name:	Subject Area: How to Sell DeMolay
Age/DeMolay Knowledge: All Ages	Estimated Time: 45 Minutes
Date: November 19th	Lesson Type: Lecture/Interactive/Open Forum
Lesson Title: How to Talk about DeMolay	
Brief Overview: <i>Overview of Lesson (what this lesson is about) with big ideas and essential questions:</i>	
<p>This lesson will teach our members how to talk about DeMolay to their friends. We will offer 5 different approaches and tips, and aid members in being confident when talking to their friends. After we go over these tips, we will provide an interactive activity for them to test their new skills.</p>	
Prior Knowledge Required: <i>including vocab, preconceptions and misconceptions</i>	
<p>Knowledge Required: None  Misconceptions: It's difficult. My friends wouldn't be interested.  Preconceptions: They'll say no.</p>	
Resources:	
<ul style="list-style-type: none"> <li>• Resources &amp; tech used for prep <ul style="list-style-type: none"> <li>○ Computer</li> <li>○ PowerPoint</li> </ul> </li> <li>• Materials used during the lesson <ul style="list-style-type: none"> <li>○ Power Point: How to Talk about DeMolay</li> <li>○ Whiteboard/Notepad</li> <li>○ Markers</li> </ul> </li> <li>• Technology used during lesson <ul style="list-style-type: none"> <li>○ Projector</li> <li>○ Projector Screen</li> </ul> </li> </ul>	
Objectives:	
<ul style="list-style-type: none"> <li>• Content <ul style="list-style-type: none"> <li>○ 5 different approaches to talking to their friends about DeMolay</li> <li>○ Different ways to pitch DeMolay</li> </ul> </li> <li>• Skills <ul style="list-style-type: none"> <li>○ Talking with confidence</li> <li>○ Talking about DeMolay</li> <li>○ Tailoring to an audience</li> </ul> </li> </ul>	
Instructional Sequence:	
<ul style="list-style-type: none"> <li>• <i>Begin the lesson by designing a fun and flashy, Engaging Experience to interest students in the topic</i> <ul style="list-style-type: none"> <li>○ Open with skit <ul style="list-style-type: none"> <li>▪ DeMolay Member and Friend are in the hallways at school.</li> <li>▪ Friend: "Woooo, it's Friday! Hey _____, want to hang out tonight?"</li> <li>▪ DeMolay Member: "Oh. Sorry _____ I can't. I have a thing tonight."</li> <li>▪ Friend: "Oh, that's ok. I guess I'll go home and play some Xbox then. See you Monday, dude."</li> </ul> </li> <li>○ *Freeze scene</li> </ul> </li> <li>• <i>Develop the lesson by describing activities, probing questions, and how you will foster interaction you expect between students and teacher, students and materials and students and other students</i> <ul style="list-style-type: none"> <li>○ Ask "How many have had that interaction?"</li> <li>○ Ask "How could we change it to make it a more positive interaction?"</li> <li>○ Ask "How can we change it to bring the Friend into DeMolay?"</li> <li>○ Compile list of DeMolays' Suggestions <ul style="list-style-type: none"> <li>▪ Write on whiteboard</li> <li>▪ Run skit again, but with added suggestions</li> </ul> </li> <li>○ Ask "What are your favorite parts about DeMolay?"</li> </ul> </li> </ul>	

- Probe for answers that are detailed, meaningful, and easily communicate-able
- Start PowerPoint
  - Take questions
- *Closure/Review/Wrap Up Complete the lesson in a way that students can articulate and celebrate what they have learned and accomplished*
  - Pair off DeMolays and have them practice pitches and talking about DeMolay

**Evidence of Learning/Assessment:** *What strategies and tools will you use to determine how well students have accomplished the objectives you have set for them . What will you be looking for as student performance? How will you collect this data. (after completing a lesson you will need to BOTH present and analyze the assessment data which you collected AND reflect on your performance and success of the lesson.*

Assessment of the retention of the material will be garnered from how comfortable the DeMolays are talking about DeMolay to other DeMolays they may not have necessarily spoken to before. The true test will be the number of new prospects.

Notes