

# Reasons For Success! In Your Business & Your Lodge!

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KNOWLEDGE, GOOD PLANNING  
&  
FOLLOW THROUGH





# Must Be Smart!



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## **EDUCATION/KNOWLEDGE IN YOUR FIELD! IN BUSINESS: COLLEGE EDUCATION OR VOCATIONAL TRADE OR IN YOUR LODGE OJT “ON THE JOB TRAINING”**

In Your Lodge: Lodge College Education: Going through the Chairs,  
Vocational Trade: Becoming a Team member of different committees and  
learning How the lodge Operates. OJT: Learn by watching, listening &  
working with **SUCCESSFUL** Committee Chairmen/women and Members!  
**PLUS** reading and understanding G. L. Statutes, & Lodge By-Laws.

# Who's Helping You with Your Education?



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**EXPERIENCED & SUCCESSFUL PER'S,  
TRUSTEES, COMMITTEE CHAIRMEN OR  
MEMBERS!**

Are You Learning by listening and thinking? How can you make your lodge education fun as well as beneficial to your lodge?

- A. Reading, Learning and Understanding Your Job Description is essential!
- B. Do Not Assume you know everything....Remember everyone can learn, no matter how old or young or experienced or inexperienced you are!

**REMEMBER....KNOWLEGE IS POWER!**

# BE DETAILED!

## Pay attention to Your

## Business or Lodge Details!



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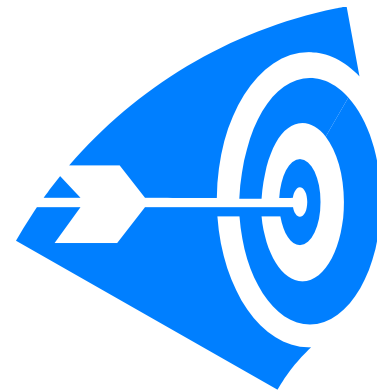
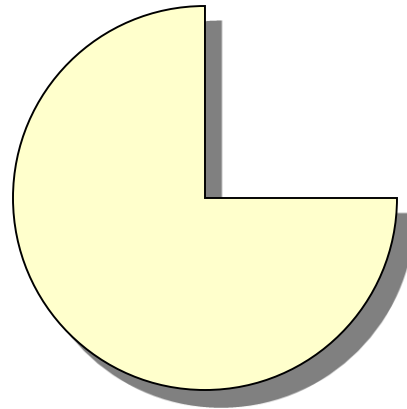
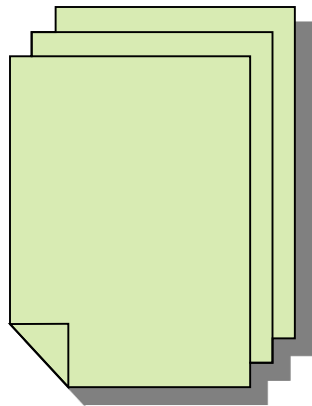
- A. ARE FINANCIAL RECORDS UP-TO-DATE?  
IF NO, WHY NOT?**
  
- B. IS YOUR LODGE MAKING A PROFIT?  
IF NO, WHY NOT?**
  
- C. ARE YOU MAKING YOUR ANNUAL BUDGET?  
IF NO, WHY NOT?**
  
- D. DO YOU UNDERSTAND HOW TO READ THE FINANCIAL  
RECORDS? WITH A CLEAR UNDERSTANDING, SO YOU CAN  
MAKE GOOD FINANCIAL DECISIONS?**

**IF NO... PLEASE LEARN HOW TO READ & UNDERSTAND,  
YOUR LODGE RECORDS AND YOU WILL REAP THE BENEFITS!**

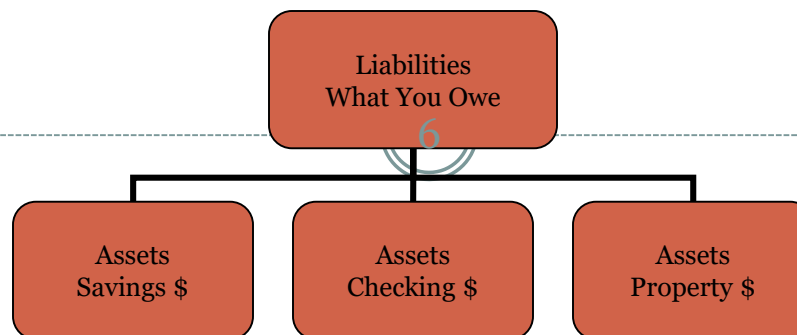
**BE DETAILED!**  
**READ & UNDERSTAND**  
**THE DETAILS!**

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PLEASE LOOK OVER THE NEXT SLIDES FOR DETAILS!



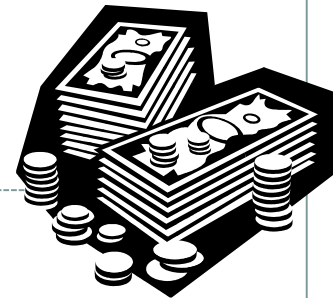
# What is A Balance Sheet?



- Too Technical...No it's not...the Balance Sheet shows:
- **What You Owe** or Liabilities.
- **What You have in Savings, Checking, Investments, Property Value, or Assets.**
- Running a Lodge You Must know ***What Your Liabilities*** (Short Term Employment withholding taxes, Time Payment < Year, etc., Long Term Mortgage) and, ***Assets*** (*What You have in Checking, Savings, Investments, etc.,*) Right? It's the same as, How Much do You take Home Monthly Vs How much are Your monthly Bills (What you Owe or your Liabilities short term (car) & long term (Home))?
- Without this information, can you successfully run your household or Your Lodge?
- Now, Does it Makes Sense to have a Balance Sheet?
- **Of Course it does!**

# “House Committee” Relationship

## to “Lodge Budget” (7)



### HOUSE COMMITTEE (Separate)

- Annual Gross Income = \$300,000
- Annual Expenses = \$180,000
- -----
- = \$120,000
- Net Profit = \$120,000
- Annual \$300k / 12 = \$25k Gross Monthly to make budget
- Net \$120k / 12 = \$10,000 Monthly Net
- \$120,000 / 52 weeks = \$2,308 weekly profit to make budget
- LODGE BUDGET BALANCED
- = \$6,000

- Annual Income = \$157,000
- Annual Expenses = \$157,000
- -----

### Lodge Budget Balanced

- G.L. 12.070
- -----

### LODGE BUDGET (Separate)

- INCOME : Dues = \$25,000
- Activities Crab, Shrimp = \$10,000
- House Committee

- Interest (CD's, Etc.) = \$2,000
- -----

Total Income = \$157,000

### EXPENSES: Accounting

- Convention Expenses = \$3,500
- Charity Donations = \$25,000
- Utilities = \$15,000
- Other (s) = \$107,500
- -----

Total Expenses = \$157,000



# GET OUT OF COMFORT ZONE!



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**TRY SOMETHING DIFFERENT!**



What does a LIGHT BULB, MICCROSOFT, FORD MOTOR COMPAY, MCDONALDS REST AND THE JOLLY CORKS HAVE IN COMMON?

ALL INVENTIONS OR CREATIONS by Entrepreneur's. Light Bulb invented by Thomas Edison....tried over 9,000 times and failed, but finally succeeded, he did not give up! Microsoft by Bill Gates, started with \$500, now worth billions! Henry Ford started with an idea and now worth millions; McDonalds, Ray Kroc....Millions; The Jolly Corks (BPOE) 15 founding members 1868 and look at us now!

All Entrepreneur's, Men of Vision, changing our lives and the lives of others for the better.



# Getting Out of your Comfort Zone!

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**WHY CAN'S YOU BE CREATIVE IN YOUR THINKING, YOU'RE AN ENTREPRENEUR?**

**GROW YOUR LODGE BUSINESS, USE THE TALENT WITHIN YOUR LODGE TO HELP YOU GROW! FOR EXAMPLE: TRY A SILENT AUCTION, TRACTOR, TRACTOR PULL, DINNER THEATER, TEEN DANCE, MEMBERSHIP APPRECIATION NIGHT, ETC. THINK OUT OF THE BOX!**

**Make Your Business or Lodge Interesting and fund for ALL Your Members, YOUNG & OLD!**



# Be A Problem Solver!



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**FOR EX: MICHAEL...CHURCH TRIP COST \$650 & HAD 10 MONTHS TO EARN?**

**DID HE EARN \$650?.....NO! HE EARNED OVER \$1200!  
HOW BY BREAKING DOWN PROBLEM TO SMALLER TASK.  
\$650 / 10 MONTHS = \$65 MONTH / 4 WEEKS = \$16 WEEK**

**How do you solve your business/lodge problems? Break them down into smaller task to make it easier to solve.**

**LABOR COST:** Total Salary & Wages should not exceed 35% of Gross Sales.

Formula: Total Salaries + Benefits / Gross Sales = %

**FOOD COST:** Total Cost of Goods sold should not exceed 35% of

Gross Sales: Formula: Cost of Sales / Gross Sales = %

**BAR COST:** Total Cost of Goods Sold should not exceed 35% of Gross

**ENTERTAINMENT COST:** Total Cost should not exceed 6% of Sales.

Formula: Total Cost of Bar & Dining Room / Gross Sales = %

# BE CONFIDENT...TAKE RISK!

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**WITH KNOWLEDGE, EXPERIENCE & UNDERSTANDING COMES CONFIDENCE. SO USE YOUR IMAGINATION...TAKE RISKS!**

**TRY SOMETHING THAT'S NEW...**

**NEW TYPE OF DINNERS OR ACTIVITIES, BRING IN OTHER ORGANIZATIONS TO HELP WITH YOUR CHARITABLE WORK, THIS MAY ALSO BRING IN NEW MEMBERS.**

Honor Our Veterans more than Veteran's Day... Try Quarterly Dinners for them, along with their family members.

Honor the Local Scouts (Boy and Girl Scouts)

Honor the Good Students, who are our Future Leaders!

Can You Name More?

# “MENTALLY REHEARSE!”

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**GO OVER YOUR PLAN AND ASK YOURSELF... DOES IT MAKE SENSE?**

Know the details of Your Plan and Rehearse it over and over in your mind and then with trusted members and ask, does it make sense to them?

Planning, Rehearsing, Revising, and Rehearsing will make your plan successful.

Positive thinking is also Essential.

Rehearsing Your Plan will give you Confidence in your Plan will make you successful!



# Do Job for Art!

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**TAKE PRIDE IN YOUR LODGE WORK, MAKING THEM THE BEST  
LOOKING POSSIBLE!**

**FIRST IMPRESSIONS OF YOUR LODGE IS: THE APPEARANCE OF YOUR  
LODGE!**

**WHAT ABOUT YOUR FINANCIAL RECORDS? ARE THEY IN ORDER AND  
COMPLETE?**

**HAVING GOOD CLEAN, NEAT RECORDS MAKES YOUR JOB EASIER!**

**AND, HOW DO YOUR MEMBERS PERCEIVE YOUR LODGE? WITH  
PRIDE OR SHAME?**

**ARE YOU PROUD OF YOUR LODGE WORK?**

# Be Tenacious & Have Courage!



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DON'T GIVE UP, IF AT FIRST YOU DON'T SUCCEED! TRY, TRY AGAIN!

REMEMBER THOMAS EDISON MADE 9,997 ATTEMPTS TO INVENT THE LIGHT BULB AND FINALLY AFTER ALL THOSE TRIES FINALLY SUCCEEDED! HOW MANY TIMES HAVE YOU TRIED?

SUCCESS DOES ALWAYS COME EASY, IT TAKES KNOWLEDGE, EXPERIENCE AND TRIAL AND ERROR, SOMETIME MANY TIMES BEFORE YOU ARE SUCCESSFUL!

STANDUP FOR YOUR BELIEFS AND FOLLOW THROUGH!

BELIEVE IN YOURSELF AND HAVE THE CONFIDENCE...HAVE COURAGE & DON'T GIVE UP!

# Be The Best Your Can!

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**DO THE BEST JOB THAT YOU CAN!**

**DON'T PASS THE BUCK...LEAD BY EXAMPLE.**

**EDUCATE YOURSELF, KNOW YOUR JOB, BE CONFIDENT,  
POSITIVE AND SHOW THE MEMBERS THAT YOU ARE DOING  
THE BEST JOB POSSIBLE!**

**TAKE PRIDE THAT YOU ARE DOING THE BEST JOB FOR  
YOUR LODGE!**

# Picture yourself successful!

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**THAT'S THE KEY TO SUCCESS!**

**LODGE APPEARANCE AND YOUR APPEARANCE HELP  
MAKE YOU SUCCESSFUL!**

**PICTURE YOUR LODGE LOOKING GREAT FOR YOUR  
MEMBERS AND NOW COME UP WITH A PLAN TO MAKE  
IT COME TRUE!**



# Teamwork!

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NOW' LET'S CONNECT REASONS FOR SUCCESS!

**MICHAEL...LEAF STORY WITH JOHN & ABEL  
PLEASE STAND AND FOLLOW INSTRUCTIONS....**

**ONE LEG...NO HELP!  
ONE LEG WITH HELP!  
TEAMWORK FROM LODGE MEMBERS, STATE ASSOCIATION  
MEMBERS, ETC.**

**LEAN ON EACH OTHER, WORK TOGETHER AS A TEAM!**

**ALL YOU HAVE TO DO IS ASK!**

**THE END!**