

Extension Manual – FAQs



Jacksonville Curia Legion of Mary © October 27, 2008 Version 1

**The duty of extension is not the duty of the officers alone.
Nay, more, it is the duty of each and every Legionary
--Handbook.**

- I. So, the curia gave you an extension assignment! What do you do now?
 - A. You should begin by getting together extension material. Look over all the active and auxiliary membership leaflets. Pick out some appropriate material and study it well. You need to study like it was a school homework assignment.
 - B. Do you have any material especially appropriate for a priest, such as "The Priest and the Legion"? Or articles from magazines? A letter of introduction?
- II. How do you contact the pastor?
 - A. Your first job is to get an appointment. The Legion used to believe in "cold calls" where two members would visit unannounced. In this day in age, with our busy priests, that is not usually a good idea.
 - B. Call and make an appointment. Your next job is to get past the parish secretary. Some rectory workers think their job description is to try to keep as many people as possible from seeing their boss.
 - C. Tell whomever you talk with you want to discuss an important matter with the pastor and would prefer to speak only with the pastor - not a secretary and not an assistant. It is better not to mention the Legion of Mary.
 - D. Try to schedule a half-hour if possible. You must be flexible and make your visit accommodate the time the pastor has available.

III. He said, "No," so that's that, right? No!

- A. Any good salesman says, "No is just the start of the sale." Do not argue. Try to understand everything the pastor says. Remember WWMD? Act as Mary would.
- B. It is a good idea to study the section of the Handbook, "Objections Which May Be Anticipated." Again, do not argue! Agree with everything you possibly can.
- C. A good tactic is to "play back" what the priest said. "I understand you do not have an assistant, and feel the Legion would just be an added burden; is this correct? Maybe we can help"
- D. Above all, try to let the door open for a return visit in three months, six months, a year.

IV. He said, "Yes." What do I do now?

- A. Don't do what one group did: Run right back to the curia with the good news, but without any follow-up.
- B. Determine the method or methods of recruiting members he wants to use.
- C. If he wants a recruiting drive, try to pick a day. Accept the date he thinks is best.
- D. Pick a time, place, and date for the first meeting.
- E. Try to get a feel for the kinds of work he wants his praesidium to do.

V. What are the methods for recruiting members?

- A. There are five possible approaches:
 - 1. Hand picked method.
 - 2. Recruiting Drive (Columban Drive).
 - 3. Bulletin Announcements.
 - 4. The pastor speaks at all the Masses.
 - 5. A Legionary speaks before all the Masses.
- B. What method is best? It very much depends on the parish and the pastor. Usually a combination of two or more is best. Each method has it advantages and disadvantages.

VI. What is a Columban drive?

- A. The first Columban drives were held in England by the Columban Fathers, thus the name. They have been used throughout the world.
- B. A priest speaks at all the Masses about the Legion. It is best if he can work some mention of it into his homily.
- C. Cards and pencils are in all the pews. As the priest speaks, he tells the people to fill in their name, address and phone numbers and hand them to a Legionary as they leave the church.
- D. A LARGE NUMBER of Legionaries are at every Mass
- a half hour before and a half hour after - to contact as many as possible.

E. During the day the Legionaries visit each person who turned in a card and urge them to come to the first meetings - usually the next night.

F. *The era we live in a time when circumstances may prevent completion of the Columban drive as described above. Be aware that any variation will mean less prospective members. However we must work with what is presented us.*

VII. How do you set up the first meeting?

A. Ideally it should be Monday night. However, in some parishes that is not practical. You may find a Saturday morning meeting is better because both working people and non-working people can attend.

B. Whatever you do, make sure the meeting time, place and date are announced so everyone will know when it is and feel welcome. Write the information on the leaflets you hand the people

VIII. What do you do at the first meeting?

A. The biggest mistake for first meetings is trying to tell too much. They have a lifetime to learn about the Legion of Mary. Tell only what is absolutely necessary.

B. Give those attending a very brief history of the Legion of Mary. They are not really interested in history at this point.

C. Have each Legionary present tell what the Legion means to him and the types of work he does. This is very important. Personal testimony sells more than high pressure presentations

D. Conduct it as if it were an actual meeting - which it is. Begin with the prayers, spiritual reading, have sample minutes ready, take roll....

E. Read the Standing Instructions and briefly outline what they mean. You can go into details at later meetings.

F. Do not put a lot of emphasis on weekly meetings. At this point we are only interested in getting them to come back next week - not for the rest of their lives. (That comes later.) Also DO NOT talk about auxiliary membership.

F. Say the Catena. If the pastor is present, ask him to give an Allocutio. (Warn him ahead of time.)

H. Allow for questions and brief answers.

I. Go around the room and ask each person present if he thinks the Legion would be a good thing in this parish. (Do not permit him to give excuses why he can't join - stick to the question.)

J. Then ask each person if he will come back next week at the same time for more information.

K. Assign each person to try to enlist one person to come with him next week.

L. Say the closing prayers and the Frank Duff prayer for the success of the Legion in the parish.

IX. What do you do at the next meeting?

- A. Basically follow the same format.
- B. Appoint acting officers. Stress they are acting for this week's meeting only.
- C. Distribute Handbooks (at second not first meeting) and get names of those who take them. (Tell them the cost - \$4 – which can be paid later.).
- D. Expand on the standing instructions.
- E. Ask for reports on the recruiting efforts.
- F. Begin to discuss auxiliary membership.
- G. Give more specific assignments for recruiting active and auxiliary members.
- H. If there are experienced Legionaries available, give them assignments to complete.
- I. Subsequent meetings follow in the same manor.

- X. In subsequent years, as the praesidium gives report after report, remember that your efforts and those of your brothers and sisters helped Our Lady to get the results she wanted for her Son.