

**A MANUAL FOR THE  
MANAGEMENT  
OF FRATERNAL  
INSURANCE LODGES**

Published @ 2017 Trieste Publishing Pty Ltd

ISBN 9780649531196

A Manual for the Management of Fraternal Insurance Lodges by Dr. John Potts

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**DR. JOHN POTTS**

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FOR THE

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Insurance Lodges

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BY

DR. JOHN POTTS

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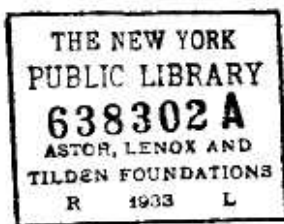
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MEMORY OF  
JOHN UPCHURCH,  
FOUNDER OF  
FRATERNAL INSURANCE  
IN AMERICA.

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## FOREWORD.

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This little volume is intended as a heart-to-heart talk with the men and women who are moulding the affairs of their respective Lodges. Yours is a noble work, and if your efforts at times do not appear to get the results desired, it is because of your not knowing what to do and how to do it, rather than a lack of good motives. Experience is said to be the best teacher, but the course is long and expensive if one does not use that which others have learned.

It is too much to hope that each reader will agree with the author in all things, but even the effort of disagreeing will produce a better and clearer understanding of the subject discussed.

The author offers no apology for the repetition of ideas and principles in the various chapters, believing that ideas and principles having merit should be repeated frequently. He also at this time desires to express his thanks to all who have in any way helped in the production of this work.

DR. JOHN POTTS.

*Ft. Worth, Texas,*  
February, 1916.