

Knightline

KNIGHTS OF COLUMBUS IN SERVICE TO ONE. IN SERVICE TO ALL.

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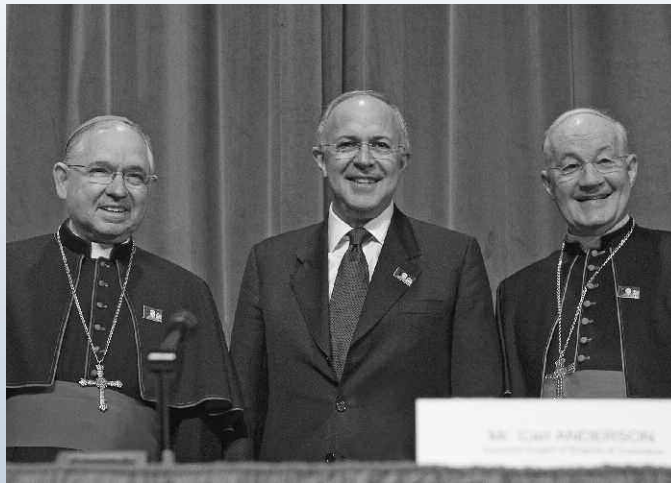
News for Knights of Columbus Leaders • 1 Columbus Plaza, New Haven, CT 06510-3326, USA

Supreme Knight Addresses Blessed Junipero Serra Symposium in Rome

The Los Angeles Archdiocese and the Pontifical Commission for Latin America co-sponsored a three-day conference to discuss the life of the soon to be canonized Junipero Serra. Supreme Knight Carl Anderson was among the speakers addressing the conference.

The event was held in April at the Pontifical North American College in Rome, where Pope Francis celebrated Mass for the attendees of the conference. During his homily, he offered insights on Serra's efforts to protect "the indigenous people against abuses by the colonizers."

As he evangelized the native people, Serra incorporated many of their customs into their practice of the Catholic Faith. He also often defended their rights before the injustice of local authorities, most notably when he presented a *Representacion*, a "bill



Supreme Knight Carl Anderson joined Archbishop Jose Gomez of Los Angeles and Cardinal Marc Ouellet of Canada for a day of reflection on the soon to be canonized "Apostle of California."

(Photo by Alessia Giuliani/CPP)

of rights" for the Indian people, to the viceroy of Mexico City in 1773.

The Holy Father commented particularly on the Franciscan priest's journey from his native Spain to bring the faith and teachings of the Church to the New World, saying he possessed "that heartfelt impulse which seeks to share with those farthest away the gift of encountering Christ, a gift that he had first received and experienced in all its truth and beauty."

The event also addressed the extent of Serra's work during the mission-era of the 18th century. While in California, he established nine missions, which to this day have had a lasting influence upon the Southwest. It is for

this reason that Serra is recognized as one of the founding fathers of the Catholic Church in the United States. see *Conference*, Page 2

Down to the Wire for Star Council Status

With June as the final month of the 2014-15 fraternal year, make sure your council has met the requirements of the Star Council Award for excellence in the areas of membership, insurance promotion and service programs. Schedule a meeting of all council officers and programming personnel — including your district deputy and field agent — to cover any final requirements for earning this honor.

Remember, to be a Star Council you must submit the annual *Survey of Fraternal Activity* (#1728) and the *Service Program Personnel Report* (#365), in addition to the following:



- ✓ Qualify for the Columbian Award by conducting at least four major programs in each of the Service Program categories, or by conducting a single featured program in each Service Program category.
- ✓ Qualify for the Father McGivney Award by meeting or exceeding your membership quota.
- ✓ Qualify for the Founder's Award by meeting or exceeding your insurance member quota.

see *Star*, Page 3

Grand Knight Checklist – June & July

- Make plans for the transition of your council officers/chairmen on July 1.
- Plan for your council's participation in Knights of Columbus Family Week (Aug. 9-16).
- Organize your membership recruitment team and create a 12-month recruitment plan.
- Prepare for your council's participation in the International World Day of Prayer for Peace on Sept. 11.
- Prepare data for the following reports:
 - ♦ *Columbian Award Application* (#SP-7), *Annual Report Knights of Columbus Round Table* (#2630), *RSVP Refund/Plaque Application* (#2863) and *Food for Families Reimbursement Program Refund & Plaque Application* (#10057), due June 30
 - ♦ *Report of Officers Chosen for the Term* (#185), due July 1
 - ♦ *Service Program Personnel Report* (#365), due Aug. 1
 - ♦ *Semiannual Council Audit Report* (#1295), due Aug.15



Knights of Columbus Receives Prestigious Pro-Life Award

At a ceremony held at the University of Notre Dame, Supreme Knight Carl Anderson and the Knights of Columbus were honored with the annual *Evangelium Vitae* Medal, one of the nation's most prestigious pro-life awards.

Supreme Knight Anderson accepted the medal on behalf of the more than 1.8 million Knights worldwide at the April 26 banquet. He was joined by members of Notre Dame Council 1477, the Order's first and oldest college council.

Conferred by the Notre Dame Center for Ethics and Culture, the citation for the *Evangelium Vitae* Medal lauded Anderson and the Knights of Columbus, commending the Order and its 1.8 million members for having "tirelessly volunteered, educated, advocated, donated and prayed on behalf of every human life, from conception to natural death." The citation continued, "They are an inspiration as they carry out the task that God has entrusted to each of us: 'To defend and promote life, to show reverence and love for it' (EV 42)."

Named for a 1995 encyclical of St. John Paul II, the medal honors individuals "whose outstanding work proclaims the Gospel of Life by steadfastly affirming and defending the sanctity of human life from its earliest stages."



Supreme Knight Carl Anderson, Bishop Kevin C. Rhoades of Fort Wayne-South Bend, Ind., and State Deputy Scott Cunningham with members of Notre Dame Knights of Columbus Council 1477 stand outside the Basilica of the Sacred Heart.

The Knights of Columbus Supports Military Pilgrimage to Lourdes



Sponsored by the Archdiocese for the Military Services and the Knights of Columbus, nearly 200 American military veterans, active service personnel and volunteers traveled to Lourdes, France, as part of the 57th International Military Pilgrimage, May 15-18. Supreme Knight Carl Anderson offered the Knights of Columbus' heartfelt thanks to those who have served, and he expressed his hope that this pilgrimage would be a meaningful time for them.

"For the third consecutive year, the Knights of Columbus is honored to join the Archdiocese for the Military Services, U.S.A., on this pilgrimage to Lourdes," he said. "Here, at this holy place where Our Lady

appeared to young Bernadette Soubirous more than 150 years ago, millions of pilgrims have experienced peace and healing."

Archbishop Timothy P. Broglio of the Archdiocese for the Military Services also shared his hope that the trip would give the pilgrims an opportunity to "gather at the 'heart of the Church' to pray for our troubled world."

Joining Supreme Knight Anderson and Archbishop Broglio were Bishop F. Richard Spencer, the Military Archdiocese's episcopal vicar for Europe and Asia; General Lt. Gen. Darryl Roberson, commander of the 3rd Airforce and 17th Expeditionary Air Force; Brig. Gen. Arlan M. DeBlieck, commanding general of the 7th Civil Support Command; and various other senior military representatives.

Among the pilgrims was retired U.S. Marine Paul McQuigg, who sustained several serious injuries after nearly losing his life in combat nine years ago.

"We're all looking for healing one way or another," McQuigg shared in an interview with Catholic News Agency. As a Fourth Degree Knight, McQuigg considered himself blessed that he could participate in the pilgrimage: "Not a lot of people in my position in the retired military that have the opportunity to come to a spiritual place like Lourdes and have an opportunity to witness what goes on here."

Surrounding the pilgrimage were a series of Masses and ceremonies with veterans from other countries, a recitation of the rosary and the Stations of the Cross, and military band concerts.

Conference, from Page 1

During the conference, in a talk titled "Our Lady of Guadalupe, Mother and Guide of Fra Junípero Serra, Patron of America," Supreme Knight Anderson explained that the key to understanding "what drove and motivated Junípero Serra and the other missionaries was the message of Our Lady of Guadalupe: that these people have dignity. When she appeared to Juan Diego, she asked, 'Am I not your Mother?' Did she not come with their appearance, as one of them?"

"Disciples of Our Lady of Guadalupe understand that she is coming out of respect," he continued. "And therefore, evangelization does not mean domination; it doesn't mean exploitation. It means bringing the Gospel to people and cultures that you respect."



Habitat for Humanity

Habitat for Humanity assists in providing quality-built, affordable homes to needy families. The nonprofit Christian organization has provided more than 4 million people with safe, personal shelter by completing 800,000 houses in more than 100 countries around the world.

The Knights of Columbus enthusiastically supports the mission of Habitat for Humanity, which not only helps people to become homeowners, but actively involves them in the houses' preparation.

Councils, assemblies and circles are encouraged to promote this program among their members. Invite them to personally volunteer, and/or implement this program as an ongoing charitable event. If your council or assembly donates both \$1,000 and 200 man hours to Habitat for Humanity, it will fulfill all four requirements for the Community Activities category of the *Columbian Award* (SP-7).

For information on how your council, assembly or circle can participate with Habitat for Humanity, please visit kofc.org/community or contact the Supreme Council Department of Fraternal Services at 203-752-4571.



Star, from Page 1

Step 1: Columbian Award

Conduct and report at least four major programs in each of the Service Program categories (Church, Community, Council, Family, Culture of Life and Youth). Or, conduct and report a single featured program in each Service Program category. Remember, featured programs include the Refund Support Vocation Program (RSVP), Habitat for Humanity, Global Wheelchair Mission, Special Olympics, Food for Families, the Ultrasound Initiative, March for Life events and Coats for Kids.

After conducting your programs, you must complete and submit the *Columbian Award Application* (#SP7), found in the *Council Report Forms Booklet* (#1436) or at kofc.org/forms. Submit this form immediately following the completion of your council programs to guarantee timely and accurate records.

- ✓ Review your council's activities and determine whether any of the categories' requirements remain unfulfilled.
- ✓ Visit kofc.org/service for detailed instructions regarding the programs your council still needs to complete, such as food drives, RSVP programs, veterans programs, initiatives for people with intellectual disabilities, programs for youth and other activities.
- ✓ Schedule a blood drive on or near Father's Day and ask all the fathers in your council to participate with their children and other family members.
- ✓ Recognize our spiritual "fathers" by holding a clergy appreciate night or finalizing your council's participation in the RSVP program.

Step 2: Father McGivney Award

Achieve 100 percent quota for membership by gaining a 7 percent increase in membership as of July 1, or a minimum of four net members. Double Star Councils, which reach 200 percent of their membership quota, or Triple Star Councils, which achieve 300 percent of their quota, also qualify for the Father McGivney Award.

- ✓ Ask the sons of members and any young men in your Squires program who are turning 18 to join your council as Knights.
- ✓ Offer the gift of Knights of Columbus membership during a recruitment drive at Masses on or near Father's Day.

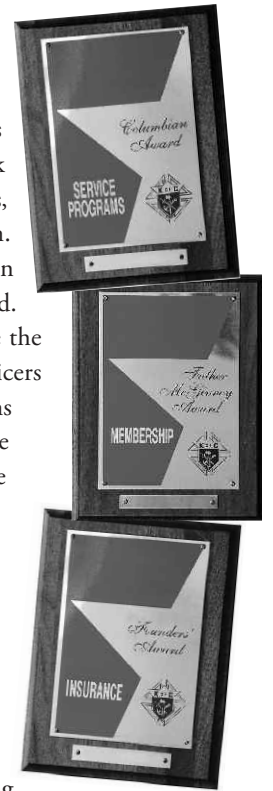
- ✓ Recruit additional prospects in case your council experiences an unexpected drop in membership, looking to the family members of existing Knights as potential candidates. Don't forget to ask your spiritual "fathers" — bishops, priests, deacons and religious brothers — to join.
- ✓ Schedule a First Degree exemplification between now and the fraternal year's end. If you don't have a degree team, utilize the First Degree DVD, available via Officers Online. Be sure to order candidate items and certificates well before the degree and present them to new Knights at the exemplification.

Step 3: Founders' Award

Achieve your insurance membership quota as of July 1. *Note: All membership and insurance transactions must be received, processed, recorded and released at Supreme Council headquarters by June 30.*

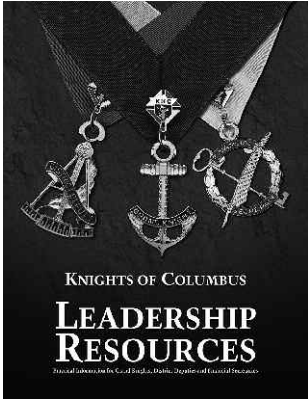
Review how close your council is to meeting its insurance quota. The quota for councils is a 2.5 percent net increase, which equates to a minimum of three new insurance members. Confirm with your insurance agent that you have enough recruits to cover unexpected drops in insurance membership.

- ✓ Work with your agent to schedule a fraternal benefits night with the council, and invite him to all of your council's events, especially every First Degree exemplification. Pay special attention to covering the benefits of Knights of Columbus insurance with new fathers in your parish and your council, explaining how the products can help protect their family's financial future.





Setting Goals for Your Council



It's no secret that successful councils set goals that are achievable and measurable. Start off right by setting goals for your council to earn the Star Council Award, the Father McGivney Award, the Founders' Award and the Columbian Award.

For additional information on earning the Star Council Award, consult our various handbooks and forms — including *Surge . . . with Service* (#962 - available for \$1 each) and the *Knights of Columbus Leadership Resources* (#5093) — and visit kofc.org/star. Or, consult the Fraternal Training Portal located in the Officers Online section of the Knights of Columbus website. These handbooks and forms may also be found at kofc.org/forms and in the *Council Report Forms Booklet* (#1436).

Prior to the start of the fraternal year, your council's financial secretary will receive a packet of materials and information that will help your council plan its charitable programs and activities. The financial secretary should distribute this information to officers and chairmen as soon as possible.

Make it a priority to remain visible in your parish and community when conducting various charitable service projects and council activities. This not only gains support for your initiatives, but also keeps your current members engaged and attracts potential Knights.

Be sure to follow these steps for your councils' programs and activities for each quarter.

APRIL-JUNE

- Be sure your council is represented at your jurisdiction's annual convention. Your council's grand knight and a duly elected delegate from your council are voting members of your state council. For information on your state council's convention, please consult your jurisdiction's website or ask your district deputy.
- Ensure that your council's assessment for the Per Capita Tax, Catholic Advertising Fund and Culture of Life Fund is paid by April 10.
- Council election of officers should take place between May 15 and June 15. As soon as officers are elected, the financial secretary should report the new officers to the Supreme Council by completing the Officers Online Member Management Application or by submitting the *Report of Officers Chosen for the Term* (#185).
- Complete and submit the *Columbian Award Application* (#SP-7) by June 30.
- New council officers should be meeting to plan for the next fraternal year. Use the *Fraternal Leader Success Planner* (#5033) and begin planning a full year of council programs and activities.
- Suggested activities during the quarter:
 - ✦ Volunteer to clean up your parish's grounds and complete landscaping and planting
 - ✦ Support your local hospice by raising funds or providing volunteers
 - ✦ "Adopt" a needy family in your parish or community
 - ✦ Arrange a retreat for young people
 - ✦ Plant trees in your community
 - ✦ Hold an end of fraternal year cookout for members and their families



JULY-SEPTEMBER

- Schedule an Installation of Council Officers in July with your district deputy.
- As soon as appointments are made for the service program personnel, report the information to the Supreme Council using the Member Management Application. Complete the Service Personnel screen or submit the *Service Program Personnel Report* (#365).
- Your grand knight and council trustees are responsible for completing and submitting the *Semiannual Council Audit* (#1295) by Aug. 15. The two most current audits must be on file with the Supreme Council in order to maintain the bonding on the offices of the financial secretary and treasurer. Information on bonding is contained in *Knights of Columbus Leadership Resources* (#5093).
- Suggested activities during the quarter:
 - ✦ Participate in the Soccer Challenge
 - ✦ Sponsor a parish retreat weekend
 - ✦ Host a Mass to honor law enforcement officials, firefighters and paramedics
 - ✦ Sponsor an athletic team
 - ✦ Sponsor a baby bottle campaign to support Culture of Life efforts in your area
 - ✦ Recognize a family with the Family of the Month program





Celebrate K of C Family Week



Knights of Columbus Family Week, held each year Aug. 9-16, is a special opportunity for our Order to celebrate and emphasize the importance of family through programs that support the Church and your parish. These programs should be fun, enjoyable and meaningful in their message, uniting Knights and Squires with their families and the community at large. Our celebration of the family shouldn't be a private matter. Advertise your events and show the world that families are the backbone of communities and our Order.

Some ways councils can mark this week:

- Sponsor a family picnic with a variety of fun activities and games. Be sure to invite your council chaplain to the event, and ask him to lead an outdoor rosary or to celebrate Mass for the attending families.
- Sponsor a weekend family retreat.
- Encourage families to volunteer at a council community service event.

- Hire a speaker to discuss researching your family tree, compile family photo albums or make a video record of older family members talking about their lives and family history.
- Hold a Family Week "Grandparents Day" event for grandparents and grandchildren.
- Hold a Memorial Mass for deceased members of council families on Aug. 14, the anniversary of Father McGivney's death, or another available day.
- Hold a renewal of marriage vows ceremony and give each participating couple *A Covenant Renewed Certificate* (#2745 - 25 cents each).
- Sponsor a speaking event on natural family planning and childrearing issues, chastity and dating, marriage renewal, or the example of the Holy Family.
- Present the "Family of the Month" or "Family of the Year" recipients with Family of the Month certificates (#1843- 25 cents each) or Family of the Year certificates (#1843A - 25 cents each) at a council-sponsored family dinner.



For more ideas, visit kofc.org/familyweek.

Goals, from Page 4

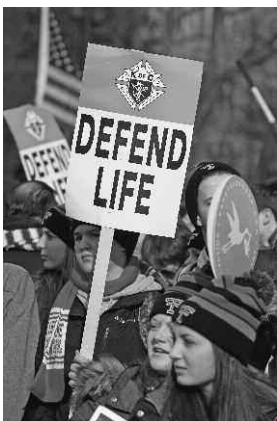
OCTOBER-DECEMBER

- Ensure that your council's assessment for the Per Capita Tax, Catholic Advertising Fund and Culture of Life Fund is paid by Oct. 10.
- Participate in the Orderwide Church Drive and Orderwide First Degree Week during October.
- Check with your district deputy for the dates and times of the Midyear Meeting of State Deputies.
- Prepare for the completion of the *Annual Survey of Fraternal Activity* (#1728) by distributing the *Survey of Fraternal Activity Individual Member Worksheet* (#1728A).
- Suggested activities during the quarter:
 - ✦ Host a Bible discussion program
 - ✦ Provide tutors and raise money to battle adult illiteracy
 - ✦ Sponsor Columbus Day celebrations in your community
 - ✦ Participate in the Coats for Kids program
 - ✦ Visit a nursing home and distribute Christmas cards
 - ✦ Offer a babysitting program for council members' families



JANUARY-MARCH

- Complete and submit the *Annual Survey of Fraternal Activity* (#1728) by Jan. 31.
- Your grand knight and council trustees are responsible for completing and submitting the *Semiannual Council Audit* (#1295) by Feb. 15.
- Suggested activities for the quarter:
 - ✦ Hold a clergy appreciation dinner
 - ✦ Invite your police chief and/or officers to a council meeting to gain perspective on how your council may help the problems facing your community
 - ✦ Recognize outstanding members through a Knight of the Month and/or Knight of the Year award
 - ✦ Organize a local March for Life
 - ✦ Sponsor a family Mass or Communion breakfast
 - ✦ Conduct a spelling bee





Councils in Action

We would like to produce a listing of upcoming events that we can pursue for possible promotion with local media and/or for use as a feature article in one of our publications. Please send information on your project (including the when, where, what, who, why and how of the activity) and photos to knightline@kofc.org. If you have any questions about sending in photos, call 203-752-4264.

In addition, if you think your council has an event or program that is an outstanding example of one of the six “Surge ... with Service” categories — Church, Family, Culture of Life, Youth, Community or Council — let us know. Please send a brief description (one or two sentences) of your event, with the date, location and contact information, to knightline@kofc.org. Or, call 203-752-4264.

St. Matthew Council 14360 in Norwalk, Conn., hosted several “Knights Knight Our” fundraising events and volunteered to paint rooms at Malta House and the chapel of the Notre Dame Convalescent Home. Members also organized their sixth annual St. Patrick’s Day Fundraiser Dinner and collected food for the church pantry following a Mass and recruitment drive held in honor of Father McGivney.

Yavapai Council 1032 and Bishop Francis J. Green Assembly, both in



Prescott, Ariz., donated 10 wheelchairs as part of a statewide donation to VA centers across Arizona. The council also hosted a fundraiser and silent auction to benefit 2-year-old Isaiah Tappan, who needs a heart transplant. The event raised more than \$1,500 to help care for Tappan’s treatment until a heart becomes available.

Members of Sacred Heart Council 3511 in Eureka, Mo., served over 500 individuals at a free breakfast for the local community. The event has been organized every year since 1995, with nearly 50 Knights assisting with the event each year. In addition, the council donated \$3,500 for new chairs for the parish dining hall and presented the parish with \$10,000 for the purchase of a new convection oven.

Members of Hot Springs (Ark.) Council 6419 presented Father George Sanders and Father James West, the local pastors of St. Mary’s of the Springs and St. John the Baptist, with gifts of new liturgical vestments. During the past year, the council members volunteered 12,874 hours and donated more than \$79,000 to their various service programs, which included aid to St. John’s Catholic School, Change Point Pregnancy Resource Center, Jackson Hour for Crisis Intervention Services, relief donations following Super Storm Sandy, seminarian support and various religious education programs.

Bishop Thomas J. Grady Council 5618 in Altamonte Springs, Fla., organized a Laps-for-Life walkathon at Bishop Moore Catholic High School. The event was held to raise funds for the purchase of ultrasound machines for local pregnancy centers. In addition to the students from the high school, more than 60 councils in the Orlando diocese were invited to participate.

Members of Nativity of Our Lord Council 14172 in Chicago, Ill., helped host several raffles and pancake breakfasts to assist their parish with its various financial needs. These fundraising events were just a small part of the council’s ongoing efforts to assist Nativity of Our Lord Parish during the past eight years.

St. Mark the Evangelist Council 7613 in San Antonio, Texas, supports the “Meating the Need” program in downtown San Antonio. Every fifth Friday, several Knights



join other volunteers in providing meals to approximately 200 homeless men and women receiving transitional assistance from Haven for Hope.

Members of Clio (Mich.) Council 13703 raffled a crocheted blanket designed with the K of C logo. The blanket was made by one of the council members over a period of 20 days and then sold to support the council’s charitable work. In addition to organizing the raffle, the Knights also participated in the Coats for Kids initiative to assist children attending George A. Lacure Elementary School.

Council 3724 in Fairborn, Ohio, held their annual Blue Coat Award Ceremony at Mary Help for Christians Parish Center to recognize individuals for their service to the community. Approximately 145 guests and honorees attended the event, which included a proclamation by Fairborn Deputy Mayor Jim Hapner naming March 26, 2015, as “Knights of Columbus Blue Coat Awards Day” in Fairborn, Ohio.

St. Joseph’s Council 3402 in Keyport, N.J., conducted their first annual Easter flower sale. Proceeds of the sale will benefit several charities in the Bayshore area. The council members also were assisted by members of its Ladies’ Auxiliary in collecting food, towels, bags, shampoo, blankets, collars, leashes, toys, donations and other items during its first annual pet drive.

Members of the St. Joseph’s Council 1325 in Hays, Kan., prepared and served meals at the Palm Sunday Breakfast for the local community.



St. Therese the Little Flower Council 2622 in Valley Stream, N.Y. sponsored a Blue Mass to honor local police. After the Mass and award ceremony, the council hosted a light reception that was attended by several local, state and county officials.



Protect Your Family With Knights of Columbus Insurance

Fathers Plan, Fathers Protect

From its beginning, the Knights of Columbus has been a family-first organization.

Father McGivney strove to find Catholic men who could come together to protect and support the families in their communities who needed it most – including their own.

Today, the mission remains the same. And as we celebrate Father's Day here in the United States, it's a great time to evaluate how we're doing.

Knights across North America continue to trust their Order to protect them and to see to it that their loved ones are well taken care of once they're gone. As we approach the latter half of 2015, the Knights of Columbus has more than \$98 billion of life insurance in force, covering the lives of hundreds of thousands of our members and their families.

And the numbers keep increasing. The year 2014 marked the 14th consecutive year of increased new business life insurance sales. More and more members are preparing to leave behind legacies of protection for their loved ones.

But how are each of us doing on an individual level? How well protected are our families? Are we certain that the insurance we have in place is enough to cover their needs? Is it enough to allow those left behind to remain in their homes, to attend college, to continue to live the way they are accustomed? Would we even know how to begin calculating and projecting those needs?

There are a lot of moving pieces and parts that go into calculating just how much a life is worth in dollars and cents. Your value to your family is more than a number on a page, of course, but should anything happen to you, their lives should not be further devastated because of

financial reasons.

These calculations and determinations are not ones that you need to make on your own. You have a dedicated, well-trained, professional brother Knight field agent who can help you identify what you need to do in order to adequately protect your family.

The Knights of Columbus provides members a comprehensive, complimentary needs analysis titled Profiles™+ Forecaster, a proven industry tool that helps determine your insurance needs.

Your agent will perform this custom analysis for you and your family absolutely free.

It's a fraternal benefit that costs you nothing, but could tell you a lot. The Profiles™ + Forecaster analysis will help you identify surpluses and shortages, insurance and income replacement needs, final expenses and more.

How could you turn down a free comprehensive analysis from one of the World's Most Ethical Companies? Why would you pass up on a complete review from North America's most highly rated life insurer?*

Helping your family to prepare for life without you is one of the most selfless actions you can take.

So, this Father's Day, show your family how much they mean to you. Make an appointment with your field agent for your custom analysis and build an insurance portfolio that will guarantee your family's protection after you're gone.

To find your agent, visit kofc.org/findagent

** As of 12/31/14, rated A++, superior for financial strength by A.M. Best. Designated a 2014 and 2015 World's Most Ethical Company by the Ethisphere Institute.*

One-on-One Recruiting

Sometimes the hardest thing about recruiting is taking the first step. Recruiting a new member can be easy, though — simply ask a potential prospect to join. Many individuals haven't joined the Knights simply because they were never given an invitation.

With Father's Day just around the corner, now is the perfect opportunity to speak to fathers about the benefits of membership for themselves and their entire family. Take the initiative and start conversations with the fathers in your parish.

Once a conversation begins, be confident that you will be able to answer their questions, no matter what direction the conversation takes. The Knights of Columbus, through its many programs and activities, assists families in so many ways that there is sure to be something that will appeal to any dad who wants to help his family. To ensure the best chances of recruiting these fathers from your community, refer to the checklist below.

- ✓ Learn about the prospect to get a better idea of what council activities and benefits would most appeal to him and his family.
- ✓ Once you have his interest, speak in further detail about Knights of Columbus benefits, service projects, community involvement or social events. Be prepared to answer questions and supply any necessary materials:
 - A *Membership Document* (#100) and copies of various recruitment flyers (These items, and all supplies mentioned in this newsletters can be ordered through Knights Gear via Officers Online. Be ad-

vised that if the item you are looking for is not found there or if you have any questions regarding the pricing, please contact the Supply Department at supply@kofc.org or 203-752-4214)

- Facts on the Order's insurance program
- A clear explanation of how membership has benefited you and your family
- Information on accessing the Order's website

- ✓ Review promotional materials with the prospect and his wife during a home visit. Bring along some of our promotional video pieces (found at kofc.org/films), promotional flyers, the latest issue of *Columbia*, council newsletters and other items of interest.
- ✓ Ask the prospect to join and assist him in completing the new *Membership Document* (#100).
- ✓ Follow through with the new member by escorting him to his First Degree exemplification and his first council meeting.

Recruiting on this personal level helps the potential member understand that you are looking for individuals like him and consider him more than just a number. Let him know that he is not only wanted as a member, but that his membership can take all aspects of his life to new levels.



Knightline

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1 Columbus Plaza, New Haven, CT 06510-3326



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