

## Our Success

*"A tremendous amount of credit goes to our field force of more than 1,400 professionally trained general and field agents, whose expert knowledge, energy, and enthusiasm combine with a strong commitment to the Knights of Columbus."*

*Supreme Knight Carl A. Anderson*



## Our Mission

*To provide brother Knights and their families with the highest level of service and the most secure, stable products to ensure their financial well-being.*

*To changing lives for good,  
one Catholic family at a time.*



Knights of Columbus  
**INSURANCE**  
YOUR SHIELD FOR LIFE

## Did You Know...

- Rated "A++, Superior" by A.M. Best, earning their highest rating for 35 consecutive years.
- There is no more highly rated life insurer in North America.
- Current assets surpass \$18 billion.
- We are the largest lay Catholic organization, with nearly 1.8 million members worldwide.
- In 2010, the Order gave more than \$151 million to charity. Also, individual Knights donated well over 69 million hours of volunteer time to helping our churches, our neighborhoods and our communities.
- In the past decade, Knights have given more than \$1.367 billion to charity, and provided in excess of 639 million hours of volunteer service.
- In 2011, we issued more than \$7.97 billion of life insurance coverage, and more than 100,000 life insurance, annuities, long-term care, and disability income insurance policies.

Not Just A  
Field Agent...  
A Brother  
Knight

Knights of Columbus  
**INSURANCE**  
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## *Insurance for Brother Knights By Brother Knights*

In 1882, Father Michael J. McGivney saw firsthand the devastation of a family caused by the death of the breadwinner. From his vision, the Knights of Columbus insurance program was created to provide financial security for its members and their families. Today, we have more than \$83 billion of insurance in force, and 1,400 full-time brother agents dedicated to carrying out his vision.

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### *Why Meet with Your Agent?*

As a brother Knight, your field agent has a special perspective on your situation. He meets with families just like yours every day. He wants to learn about your goals and dreams, so he can tailor a comprehensive insurance plan to protect you and your family.

Many members do not realize the services their agent can provide. Some of these include:

- Free insurance needs analysis;
- Advice on estate preservation and mortgage protection;
- Retirement planning;
- Tax-deferred savings options
- Discussion of disability income insurance and long-term care needs.

Your field agent is an expert in life insurance, annuities, long-term care and disability income insurance. Meet with him to plan for the future.

In a world of uncertainty, we offer guarantees of safety and security to Catholic families.

## *Your Agent is Here for You...*

Ed O'Keefe, CLU, ChFC, CASL, serves as field agent for nine councils in Baltimore and Harford Counties, Maryland. He lives in Harford County with his wife Mary Anne and daughter Mallory.

Ed joined the Knights of Columbus in 1992 and became a field agent in July 1993. He is currently a member of Bishop Sebastian Council 5058, Parkville, MD, and is a Fourth Degree member of the Archbishop Francis P. Keough Assembly 385.

Ed and his family are parishioners at St. Ursula's Church in Baltimore, and have been active in the outreach program for the elderly and Meals on Wheels. The O'Keefe's are active at the John Archer School and are members of the ARC of Northern Maryland and the Chesapeake Down Syndrome Parent's Support Group.

In speaking of Ed, his clients mention his willingness to take the time to explain all available options, so they can make an informed decision. His honest, low-pressure approach puts clients at ease, and allows them to select the plan that best meets their needs.

Ed's service to his members has made him a successful field agent. He has qualified nine times for membership in the Supreme Knight's Sales



Club, which honors the top 75 agents out of 1,400. Ed is also a Lifetime member of the prestigious Million Dollar Round Table, which recognizes the top 1 percent of financial professionals in the world.

Ed is consistently ranked in top tier of the Order's field agents. In 2006, Ed was ranked number 7 in the Order and the number two agent in the U.S. He was named Agent of the Year for Maryland in 1994, 2003, 2006, 2007, and 2011.

Ed, who holds a BS in Business and Marketing from Towson University, has continued his educational training and earned the designations of Chartered Life Underwriter (CLU) in 1997, Chartered Financial Consultant (ChFC) in 2000 and Chartered Advisor for Senior Living (CASL) in 2005.

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