

## Our Success

*“The success of the Order’s insurance program can be attributed to the more than 1,400 professionally trained brother Knights who make up our agency force.*

*“They work full-time to develop and maintain their knowledge of the products we offer and how they can help secure the future of your family, for generations to come.”*

*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...

- There are more than 1,400 professional, full-time field agents serving councils in the U.S. and Canada.
- In order to best serve brother Knights and their families, agents receive extensive training from general agents and take educational courses. Additionally, agents are supported and trained by experts at the Supreme Council Office in New Haven, CT.
- The Knights of Columbus is the largest lay Catholic organization in the world, with nearly 1.8 million members.
- With more than \$18 billion in assets, the Knights of Columbus remains financially strong.

*Strong  
Agencies.  
Solid  
Foundation.*

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 to 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 \$88 billion of insurance in force, and shield nearly 1.5 million policyholders.*

### ***The Role of a General Agent***

*Our general agents play a vital role in fulfilling our founder's dream. These men assume the daily responsibilities of leading our field force and assuring that our members and their families receive the best service they can provide. They build strong agencies on the solid foundation of the Knights of Columbus Insurance program.*

*Like our field agents, our general agents come from a variety of work experiences, but they all share one common goal: to find the best candidates to join their agency. Once strong candidates are found, they are professionally trained and instructed by the general agents, who are continuously enrolled in educational courses to hone their knowledge and skills. General agents also provide support and assistance to their existing veteran agents.*

*The general agent's leadership role in the Knights of Columbus is twofold. First, he should build a culture of success and service in his agency. Second, he should help fraternal leaders accomplish their goals.*

*If you know someone who has the qualifications to be a successful field agent, contact me today.*

## ***Dedicated Agents Make a Difference***

*Robert S. Marlowe, Jr., CLU, FICF, LUTCF, is the general agent serving the Greater Baltimore Metropolitan area and the Maryland Eastern Shore. A Knight since 1983, Bob joined the Order to broaden his faith on a practical basis. After four years as a field agent, Bob took on the role of general agent in 1988. His primary goals as a general agent are recruiting, training and supervising field agents as they fulfill the vision of Fr. McGivney by serving the Order's families.*

*Originally from Prince Georges County, Bob graduated from the University of Maryland in 1983 (Magna Cum Laude). He holds the professional designations of Fraternal Insurance Counselor (FIC), Life Underwriter Training Council Fellow (LUTCF) and Chartered Life Underwriter (CLU). Bob understands the importance of continuing his education to better himself and the agents in his agency. Bob is a Past President of the Maryland, Delaware and Washington DC Fraternal Insurance Counselors Association, and a Past Board Member of the P.G. Life Underwriter's Association.*

*Bob met his wife Julie while working summers in Ocean City, and they married in 1985. The couple has three*



*children: Amelia, Bobby and Abby, all who are currently in high school or college. Julie is an RN by education and a housewife by profession. The family attends the Cathedral of Mary Our Queen in Baltimore. In the past, Bob served as a Finance Committee Board member of St. Vincent de Paul of Baltimore, and he was the multi-year Vice Chairman for the Wiltondale 5K to raise funds for the community park and playground.*

*The Marlowe Agency has consistently been among the top agencies in the Knights of Columbus. In fact, between 1988 and 2012 the Agency finished in the Top Ten 24 out of 25 years. Bob prides himself on recruiting, training and fostering top level financial professionals dedicated to providing the best service and advice possible to Catholic families.*

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