



“I Am My Brother’s Keeper”



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

★ COUNCIL
MEMBERSHIP



CHAIRMAN ★



HOW TO BE
SUCCESSFUL



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



Successful Chairman will :

Know what he has to offer

Know his Market

Create a Membership Team

Be a Trainer

Create a Membership Plan

Develop a Prospect List



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

Successful Chairman will :

Implement his Plan

Degree Team

Strive to meet 100%+ Membership & Insurance

Contribute to Mentoring of New Members



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

Report to Council

Know What You Are Offering

What is the K of C ?

Knights of Columbus is an organization deeply rooted in the catholic faith that is based on Charity, Unity,



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

Fraternity and Patriotism with many great benefits for both the member and all of his family.

BENEFITS - Know what you are offering

Columbia Magazine

K of C Rosary Daily Remembrance Mass

Insurance Family Fraternal Benefits

Orphan Benefit Member/Spouse Benefit

New Member Savings Annuity

Widow Benefits



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

**Scholarships Leadership Development
Fourth Degree**

Know Your Market

THE CATHOLIC COMMUNITY

Church



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

Parish functions

RCIA

Men's Clubs

Create a Membership Team



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

**Working with the GK find
members with qualities needed
for the team to be successful**

Create a Membership Team

Identify Members who are :

Active in Council

Church Leaders



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

Outgoing

Ambitious

Experience

Friendly

Believe in the Order

Interested in Prospect

Assertive

Sales

Easy to Talk to

Good Listener



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

Be a Trainer

Train the Membership Team

What is the K of C ?

How to approach the prospect

What questions to ask

How to use tools provided

Why do we recruit

How we recruit



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

Use Insurance Agent

Two on One

Discuss alternatives

Training never stops

Create Membership Plan

MEMBERSHIP 365



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

**Working with the Team and Council
Officers develop a recruitment plan
that will keep membership on
members mind 365 days a year and
implement that plan.**

Create Membership Plan

Themed Action Plan



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

Create Monthly Recruitment Plan

July: Church Picnics

Aug: Challenge Officers to

Recruit

Sept: Round Tables

Oct: Church Drive

Nov: Social Events

Dec: Gift of Membership

Jan: Former Members

Feb: Ask a friend

Mar: Church Drive



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

Apr: RCIA

May: Graduates

June: Fathers

Create Membership Plan

- JUST ASK FOR ONE



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

- Challenge Council to Recruit
One Member Each Month
Create Membership Plan
- JUST ASK FOR ONE
- Challenge Officers to Recruit One Member in July,
Aug & Sept



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

- Challenge Council Chairmen to recruit One Member in Oct, Nov & Dec
- Challenge Councils Members to Recruit One Member in Jan, Feb & Mar
- Challenge Membership Team to Recruit One Member in Apr, May & June



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

Create a Prospect List

Working with the Team, Council Officers and Council Members, create a list of Prospective Members

Prospect List Sources

Compile the list from:



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

Members Friends

Men's Club

Former Members

Inactive Members

Out of State Members

Church Ministries



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

Prospect List Sources

Catholic Men Societies

Lectors

Choir

Altar Society



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

Ushers

Implementation

Ensure that all necessary tools are in place for each project.



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

Implementation

Ensure the following:

Consult with Pastor

Materials are Ordered

Manpower is available

Site is set up properly



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

Follow up with Prospects
Ensure a Degree is scheduled
Degree Team

Promote and Facilitate a Council First Degree Team

Ensure that Council has functioning First Degree Team and Degree is held as soon as possible after recruitment function or at least one every quarter.



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

Degree can be either read or by memorization.

Strive for 100%

Successful Membership Chairmen constantly strive to reach 100%+ Membership and Insurance quota.

**In doing so they ensure :
Council remains growing and healthy.**



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

**Council will receive prestigious Supreme awards such as
the McGivney Award and the Founders Award**

As well as State Awards

Mentoring

Contribute to Council mentoring of New Members

Show new members the ropes by:

Answering any questions they may have



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

Urge them to attend a service project

Urge them to attend a committee meeting

Urge them to attend Council social function with their family

Urge them to attend Mass with Council members

Urge them to actively work a service project

Interact with them and introduce them to other members at meetings



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

Mentoring

SHINING ARMOR AWARD

Shining Armor Award to be used all year long.

Every new member at every Degree is to be given a Shining Armor Award Card.



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

The award is to be explained and a form 100 is also given to the new member at this time.

Let's help them hit the ground running!

Reporting

REPORT TO THE COUNCIL

Be certain that members are aware of recruiting accomplishments by:



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

Reporting number of prospective members from current months project.

Reporting and introducing all new members.

Acknowledge all proposers of new members.

Reporting on upcoming events where recruiting is planned.

Give motivational message at Council meeting.

Publicize all the above in Council newsletter.

Membership 365



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

As Council Membership Chairman your success will directly effect the health and welfare of the Council.

Don't sit on your duff and wait for it to happen. If you do, nothing will happen.

Lead by example and be the first to recruit a new member.



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

**You are in the position to provide successful direction to
your council and ensure its well being.**



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



THE KNIGHTS OF COLUMBUS

IN SERVICE TO ONE. IN SERVICE TO ALL.