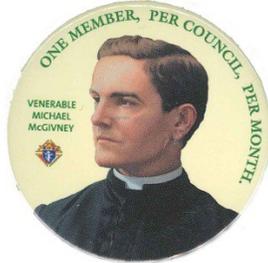


# Ontario Fraternal Success Planner Newsletter



## MEMBERSHIP SPECIAL ISSUE SEPTEMBER/OCTOBER 2014

***“ WE HAVE A MORAL OBLIGATION TO INVITE EVERY ELEGIBLE CATHOLIC MAN TO  
JOIN THE KNIGHTS OF COLUMBUS”  
Supreme Knight Carl Anderson***

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**Bill Country, State Program Director.** Why Join the Knights of Columbus?

The following is what we know and have all have heard....."*Imagine being part of an organization that fills your heart and your mind with the joy of giving to others and the feeling that comes with making a difference. Knights are Catholic men, 18 years of age and older, who are committed to making their community a better place, while supporting their Church. Being a Knight is more than camaraderie; it is being involved with your community; it is supporting your local Catholic Church, while enhancing your own faith; it is about protecting and enhancing your family life. We are the largest Catholic lay organization in the world, with more than 1.75 million men and 16,000 councils worldwide. We are celebrated for standing in solidarity with our priests and bishops and for our unwavering support for life.*"

We know all the above statement ..... but something is missing .....people need to know **why** they should join the order, what programs do and **why** they benefit the council but especially to someone who is not a member.

All program directors at the council level, have had one time or another used a sign up sheet on a table in hope that someone in the council will sign up to help out. If that does not happen, council directors will work the phone to get the guys out. State Program Directors will promote their program to get the councils involved, we want councils to sign up and to take part and what we do will make it easy for that council director to promote his program but we do not often explain why they should ask someone to be a member of the order to help out our program.(s)

Think about it, our field agents talk about their insurance products, and they do ask if we want to buy and take part in the program otherwise it is just talk and that side of the order would not grow....it is *the same thing* on the program side. We need to understand is how to get people involved in our program (s) ...this is how we sell our program to someone who is not a member...this is how our program (s) can grow the council. We need to show what the membership component is for our program at the council level. A Grand Knights know how or why they should be involved in programs and how to be successful but not in how to use the council programs to encourage people to join our order....we need to understand membership component.

If a council is involved in a parish breakfast, families to attend on a regular bases may only be more than willing to help us out in some small way ...that is a membership component. Or the parent of a child who is helping to earn volunteer hours will support us.... we need to ask.

For a council that is dealing with Food for Family and collecting food at the parish level will find people who contribute to our drives, those people support our work and would be interested in helping us continue to grow that program with their membership...we need to ask.

The coats from our Coats for kids program that find their way into our Catholic schools find a supportive ear of the teacher who will join to keep that program active and who understands their voice will give a council reason to keep supporting the Coats for Kids program.... we need to ask

The Rosary program at the council, where parishioners attend will join to keep the program in the church active ...we need to ask.

Pro Life at our parish and school level has many Catholic supporters who support us and are willing to help us stand up for the unborn. They will stand with us by joining us but we need to ask.

Our Special Olympics program has given us such wonderful memories and shared experiences but we need to reach out to those who support SO and join us to grow our council involvement ...we need to ask.

By asking others around our parish who are already involved with our church who are ushers, readers, choir members, office staff would that not be a membership component to any church program... we need to ask.

Everything we do at the council level in some way or another has a membership element to it... or why are we doing it. Grand Knights need to draw attention to why our program works and why it will grow our councils.

Membership component is nothing more than an addition to our program that encourages people to join a council because of the program. It is showing a council how to keep that program growing and alive.  
We can do this.

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**State Membership Director SK Christopher Lazure**, So as the saying goes... "You need to get a good mat."

You need to put in place a **Membership active team** or MAT at your council, since it can be the difference in a good year or a not so good membership year.

The team should have at least three members. The focus should be **past, present, future**.

1...Reporting to the council membership director, one member will be responsible to the **council's past membership**. His focus will be looking at the past roster to determine who would be interested in coming back with the council. He will look at programs that the former member may have been interested in or what he did for the council in the past. He will look at inviting the former member to different council events or start a "welcome back Brother program." He will become the person responsible in building a relationship with former members and working toward their return to the council. He will work with the Field agents in finding and working with former members and using their skills and background to help be successful.

2...The council Membership Director, will be responsible for the **present membership** direction of the council. He will be looking at all things the council does and works on in developing and to assure that the council is working on membership components in programs. He will always be making directors more aware of membership opportunities. This brother will always draw attention to membership awareness with council program directors. He will be the membership director at council events who will be available to answer questions from anyone who may have an interest in the order. He will look into program like "Father Wants you" Membership open house and planning fraternal sponsored evenings. Work with the parish office to find new members who may be in the church ministries and not current members.

3... Reporting to the council Membership Director, the **future director** will be involved in the planning of future programs. He will be responsible for the church drives and membership focus events ...this brother will work with other council members in covering the church drives and he will be responsible on following up with the prospect list generated from such drives. He will be booking the interviews with possible members. Insuring the attendance at future degrees. Keeping the sponsor involved and informed in the membership process.

The MAT team will bring a new dynamic to your council membership. Working the tools of the membership plan at the council, developing their own items for the council and having the council to be more membership aware in all their programs, recovering past members and learning to work in a positive environment... this team will be a benefit for the retention committee and a overall resource to any Grand Knight. This dynamic team will change the way the council views membership.

The council MAT.... membership covered well and active and working.

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### **SK Christopher Lazure State Membership Director**

Worthy DD, GK and Diocesan leader, one of the best ways to encourage your members to bring new candidates forward for membership is with incentives. The Ontario State board has approved the attached for incentives in several areas. No matter who you are in the Knights of Columbus, a member, DD, Diocesan leader, or even a lady of a Knight you are eligible for great incentives. Look over the list and see what you want! Our challenge to you is that we have to send out all of these prizes to your councils. If you have any questions please contact me directly.

Good Luck and let the recruiting begin!

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### **Incentives**

Use the Incentives from Supreme and the Ontario State Board to entice your members to be active in recruitment. Each changes what they are giving and when they are giving it each year. There are individual member, council, district, diocesan association and even lady incentives. They range from VIP points, cash and gifts. There is no reason that a council could not place incentives of their own. Maybe tickets to a dinner or a gift card or even dues for the coming year paid to the member who recruits the most. It is time to be creative and reward our members with something that they will appreciate. It is a way to get everyone in our councils active, not just the executive or membership director. An incentive is our way of saying "Thank you for continuing the tradition that Fr McGivney started over 100 years ago!"

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### **The upcoming membership Drive weekend October 11-12**

During the weekend of October 11-12, 2014, councils should participate in the Order wide Church Drive. The councils in your district should begin preparing for the drive by meeting with the pastor[s] of the parish[es] they serve to ask permission to conduct a membership drive at all Masses that weekend. For a successful drive, the council should:

- Submit a bulletin announcement for the drive during the two weeks leading up to the Church drive
- During the weekend of the drive, post teams of brother Knights at the entries to the Church to hand out informational flyers on their council and Prospect Cards (#921A)
- Arrange for the pastor, grand knight or membership director to make a brief announcement prior to or after Mass
- After Mass, collect completed Prospect Cards and answer any questions prospective members may have.

We have placed some of our most popular pulpit announcements at the end of this newsletter.

## **Incorporating a Membership Component in All Programs**

### **“Looking at it differently” – by State Program Director Bill Country**

#### ***An Interview with Ontario State Deputy Kevin Daudlin***

When he became State Deputy Bro Kevin Daudlin stated at the beginning of the fraternal year that he wanted to change the way we do things. He wanted to look at the things, and address them and change the way we do business. He has done that, from changing the look and format of the state convention, the state lottery, introduction of a web portal, created additional districts, and state awards, to name only a few.

In an interview, the Ontario State Deputy talked about his vision of how we currently look at our programs and pointed out how we need to look at them differently.

The following interview highlights some of what he sees as needed from our Program Chairmen, District Deputies and Grand Knights in moving toward success.

#### **P.D. Why do you think we need to look at things differently?**

**S.D.** We know from the data we have from our councils that we understand how to do, what to do and why we do our programs. How we do things overall is what our District Deputies inform the councils of now. What to do in a program is the action our program directors take to insure it happens. The why we do things is to move our order forward which comes from our State Board and Supreme Council. But we must change the order of these questions to first answer why we do programs. Why is this important to anyone? Why should a council be involved in any program? Why do we need to be involved? The why is the passion or belief in the program. And the result becomes more real and meaningful for the council in that program or activity.

The example I will give you is why we need to be involved with Coats for Kids.

It is not how this works or what we are doing with it, it is more important that we look at the why we need to take part in this program. Helping kids in need. Why we do this is more important than anything else and it is with this in mind that we will put into place a membership component for all of our programs.

#### **P.D. What is a membership component in our programs and is this new?**

**S.D.** It is really not new but we just don't look at it as closely as we should. When we know why a program works or why a council should be involved in a program, there is a point that a business decision must be made by the executive of a council. Does the council want to spend time doing an event or program without any measure of success? The measure now is the participation and presentation in the program but what if we ask ourselves a question:

#### ***How many new members could we find to help move this or any program forward?***

Look at any of our youth programs. Is it wrong to ask a parent of someone who believes in the poster contest to join us to continue this program? Or is it wrong to ask a parishioner to help us continue to be able to support our church with community breakfasts if he attends them? Or are there charities that we support with our donations and we ask the men to join us to be able to have a voice at the council table? That is a membership component of a program.

We know that most of our new members today come from our Church membership drives. We know a small percentage come from personal sponsorship and referrals from the Supreme website. So given that fact, it can be said that only one program that has a membership component is working for us. We need to do better in promoting our programs and the benefit it can bring to a council and its future in regards to new members. Supreme will tell you that membership are the programs and the programs are the membership and we need each to be successful.

And without good programs working for you, the council will fail.

**P.D. But how is this relevant to a council and how is this applied?**

**S.D.** It is relevant to our council when they have no one to run their programs like the State Lottery Draw. It is relevant that we have no members who will take part overall in council programs. Another way to look at this is what if every program that the council takes part in can bring in 2 or 3 new members? Is that not relevant then? If you are a Grand Knight and you have some tough choices to make in your calendar of events and programs, would you not want to consider the membership component to a program or to develop programs in the council that highlights a membership component?

**P.D. How does a council find out information on this new approach? And do other State jurisdictions do this?**

**S.D.** Other states do it and they do a better job than we do. And others are working toward the same goals as we are. I have instructed all our State Directors to develop and explain the membership component in their program to each of the District Deputies. Our State Membership Director will work on our regular membership component as he does now with the church program and to highlight ideas that we know work. Supreme will draw attention to our programs and membership benefits in the fraternal year.

**P.D. Sounds like this will change the way we look at all our programs.**

**S.D.** Yes it will but there is another part of the big picture we need to look at this year as well. It is called **Membership Program Events**. We may not realize it but our Membership Blitz that we do is a membership program event. What if a council looked at a new project to focus on this year? For example -- an anniversary in the council, or a milestone in membership, or recognition of a beloved Chaplain, or a milestone at a school or for the town. What if the council came up with an event that would highlight the council and in turn include a membership component in that event for recruiting new or reactivating other members. ***“Join us to say thank you to Father Tom and his many works with our council.” “Consider joining our councils as we draw near to our 200<sup>th</sup> member, it could be you”***. From what we understand in some jurisdictions one good program event at the council level, coupled with our Membership Blitz and good understanding of membership components in our programs, it will make a big difference in the membership overall and a lot easier and more fun at the council level. This can be a real difference not only to how a council can succeed but to retention of our members overall and program growth. It is really not a change, we are looking at it differently.

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**INTEGRATING A MEMBERSHIP COMPONENT IN EVERYTHING THAT WE DO --**

**THE COUNCIL SERVICE PROGRAM CALENDAR FOR THE FRATERNAL YEAR... Bro Ray Bachard**

Different people in our churches and communities are attracted to different activities -- Charitable, Church, Community, Family, Youth, Culture of Life, Social and Liturgical Celebrations.

And each program that is run has the potential to attract new members to the Order by offering them the opportunity to be involved with that program.

The effectiveness in this approach is in having a “membership recruitment attitude” embedded into each program. And during each phase of the program – organizing, coordinating, promoting, running, and reporting on the results – there are opportunities to invite people to join our Order.

**Techniques to be used at every opportunity in every program –**

Have a mind-set of the “why” of every program, and promote this regularly.

Have a pre-set goal of a number of new prospects to be obtained from each program.

Have a rehearsal with members of the program committee, training them how to ask non-members or inactive members who show interest to get involved.

Have literature available – both informational and recruitment.

Have display boards of past council events – printed articles and pictures.

Have form 922 A cards available for members to use to collect info.

Have members wear identifying clothing, badges, and hats.

Have Pastors recognize the council or round table with comments from the pulpit and articles in the parish bulletin.

Have an assigned photographer for every program committee – to take pictures for council records, publicity articles and future display boards.

## **Train an All-Star Recruiting Team...taken from Nighline July 2014 issue..**

To be successful, your council's recruitment efforts must be planned and conducted effectively. You need to put together a winning team. You need to write a game plan. When considering members to invite to join your recruiting team, look for the following attributes:

### **. Enthusiasm about the Order and its mission;**

Good communication and social skills (Tip: Be sure to select your council's best spokesman to deliver pulpit announcements); and . A strong reputation of service to the parish. Your recruiters reflect on the entire council, and they must offer a good public image. A good recruiter offers invaluable service to the council and the recruit. Be sure to choose men you can trust to be excellent ambassadors for the council.

The recruiting team must have a well-organized and detail-oriented game plan. Effective game plans have the following elements:

**A prospect list**, identifying men in the parish who would be good candidates for membership (Tip: Look for leaders who are active in other parish ministries, like lectors and parish council members);

**. A clearly defined schedule** for pulpit announcements, recruitment drives, open houses, service projects, and First Degree exemplifications; ( we got requests for this last year)

And **clearly defined responsibilities**, delegated to different members of the team. A great plan won't do any good if it's not implemented effectively. ( we do have a membership director's job description)

**. Work with your pastor** to make sure that your recruitment plan supports his goals for ministry. (Tip: Remind your pastor that he is your council's best recruiter!).. we always forget that one...

**Partner with your field agent** to assist the recruiting team, and to offer training, tips and techniques. (Tip: He has been trained to recruit, take advantage of his expertise!)

**Work with the pastor, parish secretary, and parish council** to ensure that the council's recruitment events are on the parish calendar, that the parish hall is reserved for First Degree exemplifications, etc.

**Get the entire council involved**, especially the other council officers.

**Recruitment should be fun!** It's a great way to invite more men to join in the work of the Order. Don't be tempted to outsource recruitment, just because your council has a great team! Each member doing his part helps make the council successful. Recruitment is a year-round activity, and each council activity is an opportunity to invite men to membership in the Knights of Columbus.

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## **How to Recruit Former Members (Copied from the April 2013 KNIGHT LINE Newsletter)**

Former Knights are men who are familiar with the ideals of Columbianism. They left the Order at one time but represent a pool of prospects that councils should not overlook in striving for membership growth. Appoint a special "Welcome Back Brother" committee that has the specific task of recruiting former members. Past grand knights familiar with circumstances of earlier departures are especially suited.

Obtain a list of "Former Members" (those who took withdrawals or suspensions) and "Inactive Insurance Members" (those who took Withdrawal/suspensions but maintain K of C Insurance Policies) from the Department

of Fraternal Services by calling 203-752-4247 or 203-752-4473. Check with your financial secretary for additional names and most recent addresses.

Review the list to determine former members known to be residing in the area and eligible for membership.

Prepare a presentation for former members highlighting changes, new programs/activities/benefits and recent council achievements.

Contact each former member by phone to arrange a personal visit or invite them to a reception for former members.

If conducting a "Welcome Back" or former-member reception, use the open house procedures. Be sure to invite your Chaplain and insurance agent to speak at the event.

Refer to the Grand Knights Handbook (#915), Membership Procedures section, for proper procedures when recruiting former members.

Ask every former member that's visited or those at the reception to sign a Membership Document (#100) to renew membership.

Note: Reactivating inactive insurance members qualifies the council for both membership and insurance additions toward Father McGivney and Founder's Awards.

Note: Reinstatement, readmission or reapplications qualify the council for membership additions for the Father McGivney Award.

### **SK Christopher Lazure State Membership Director.**

Brothers here are some helpful tips to helping you achieve Membership Greatness; use them when you need help in your recruitment efforts.

1. **Believe** -- You can't persuade someone to join something you yourself don't believe in! When the person asks the obvious question, "What do you do?", be ready! How you answer that question speaks volumes, what you say and how you say it. It is all about Why you should join us!
2. **Practical Catholic** -- Ask only men who are active Catholics and would enjoy being in a society of Catholic men. The K of C will be of little interest to a guy who hasn't been to church since Christmas.
3. **Seek and Find** -- Ask fathers, Ushers, church workers, Parish committee members. Men leaving church on Sunday after Mass is over but look inside for those who are there.
4. **Team effort** -- If you are an eager and well-spoken salesman, you can sign up new members by the dozen. If that's not you, work with two or three other Knights as a recruiting team. It's harder to say "no" to three than to one.
5. **Introduce yourself** -- A name is a powerful thing. Someone who knows your name is closer to you than someone who doesn't. When you introduce yourself to a prospective member, you have "broken the ice" and established a new friendship. Be sure you already know his name when you introduce yourself!
6. **Words** -- Nobody wants to "join" the Knights of Columbus. Instead, invite your prospect to join you, a bunch of Catholic men who want to welcome a new member. Not "Join It" "Join Us!" but "belong to us"
7. **Be ready** -- When the prospect asks, "What do you guys do?", don't act surprised or begin stuttering! You know that question is coming. The short answer is "We are a Catholic men's society. We work together, we play together, we pray together". Follow up by naming the council activities you are most proud of. Choose your words well! Name your biggest project, the good that comes from it, and the fun involved. Don't mention the small stuff. Nobody wants to join your council because "we pass the jug" at every meeting! Remember the Membership Component to your programs.
8. **Welcome** -- Once you have signed up a new member, treat him like a new friend. Bring him to the meetings. Introduce him to the council during and after the meeting. Sign him up for projects you are involved in; that's where he will meet people. Call him after the meeting to answer his questions and encourage him.

9. **Hard cases** -- Divorced Catholics are not automatically out of the Church. A divorced Catholic man can still be a practical Catholic. He is still eligible for Knights of Columbus membership. See rule two above.

10. **Financial help** -- Money should never be a reason for not joining the Knights of Columbus. Offer to pay part of his dues if you find someone who is unable to pay the entire amount. Make the offer as soon as the objection is heard or ask the Grand Knight of the council if we can help.

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**Email from Christopher Lazure Nov 2013 ( Following up on our Membership Blitz)**

Gentlemen, as you ponder the Church Drives from October, here are a few facts for you to think about: 88% of new members join to get more involved in their parishes, 90% of members, who allow their membership to lapse, do so because no one called then and asked for their help. 43% of members generally let their membership lapse within their first 2 to 3 years as a Knight. We estimate that over 70% of our prospects will never join since we do not follow up in a timely manner. Those are real numbers for Ontario based on our data from the last 6 years.

Knowing this, we now move to turn those prospects from October to being new members. Council committees most likely should be chaired by your Chancellor with support by one or more of your PGKs or experienced Knights. Ensure that every new prospect has a committed proposer. Make sure that every proposer has the right information and/or training about his responsibilities before he approaches a new prospect. Work with each proposer to ensure that every new prospect meets the basic requirements for becoming a knight before he joins. You must be aware that no one who is interested today in joining will just wait for your call weeks from now. Show that you are interested and eager to speak and invite them to belong to our order.

Once he becomes a knight, use the admission questionnaire (Form #391) as a standard way to solicit the interest of your new members and connect them to your council projects and activities

Grand Knights should monitor the progress of every new member and the efforts of his mentor toward achieving the Shining Armour award and his overall involvement in the council.

Encourage each new member to advance in our Order and receive 2nd and 3rd degrees. Organize your admission's committee as soon as possible so you can effectively assist your new members integrate into your council family.

Finally, a reminder from one of our thoughtful brothers about the importance of Prayer. As Knights, this is a critical element in all that we do, especially when it comes to our efforts on membership growth. Please start every gathering with a prayer for all of your current members, both active and inactive, especially for your new members, and the success of your council programs, including your program of membership growth.

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**Suggestion for your Church bulletin**  
**What Are The Knights Of Columbus?**

The Knights of Columbus is a Catholic men's fraternal benefit society that was formed to render financial aid to members and their families. Mutual aid and assistance are offered to sick, disabled and needy members and their families. Social and intellectual fellowship is promoted among members and their families through educational, charitable, religious, social welfare, and public works.

Imagine being part of an organization that fills your heart and your mind with the joy of giving to others and the feeling that comes with making a difference.

Knights are Catholic men, 18 years of age and older, who are committed to making their community a better place, while supporting their Church. Being a Knight is more than camaraderie; it is being involved with your community; it is supporting your local Catholic Church, while enhancing your own faith; it is about protecting and enhancing your family life.

Please contact us for more information about becoming a Knight ( local membership director contact info)

### **Pulpit Announcement**

Families are the building blocks forming the foundation of society.

When families thrive, so does society. However, in these times, families are doing less and less together and they are becoming fragmented. The Knights of Columbus is a family organization that helps families grow together in love while assisting the Church and the community. Every Knights of Columbus council provides a wide variety of opportunities for family involvement such as volunteer service projects, picnics, dinners, Communion breakfasts, and more! All these activities benefit the families involved, the parish and the community.

(Name of Council) Council is conducting a membership drive in our parish this weekend. Your neighbours who are already Knights are here at each of the Masses today to answer your questions about the Knights of Columbus and to invite you and your family to our information night for interested Catholic Families. Come and see the world of good things in the Knights of Columbus. Join today!

### **Pulpit Announcement**

Over 500 years ago, Christopher Columbus sailed beyond the horizon. He changed the world forever. These days, there's a group within our parish that takes their inspiration from Columbus. They are changing things for the better.

What they do isn't as dramatic as Columbus' discovery, but our Knights of Columbus members are working to assist our parish community, making the world better for those less fortunate, celebrating family life and friendship.

To be as effective as possible, we need a few new members. That's why our Knights of Columbus (name of Council) Council (Council number) is conducting a membership campaign. Membership is available to all Catholic men of the parish over age 18, who may be interested in discovering what the Knights are all about. Please complete the prospect card that is being distributed at Masses today. The card may be returned to Knights of Columbus representatives at the membership tables located at the exits following Mass today. Men who are presently Knights of Columbus may wish to suggest the name of a friend or relative as a prospective member. Come and see the world of good things in the Knights of Columbus. Join today!

### **Pulpit Announcement (Open House)**

The Knights of Columbus (name) Council is pleased to announce an information "Open House" program on (day), (date), (time), at (location). The Knights of Columbus is made up of Catholic men and their families - husbands, wives, children, widows, college students, and religious. The Knights sponsor retreats, vocations awareness programs, ecumenical meetings, "Keep Christ in Christmas" campaigns, community service projects, socials, activities for youth and family, and more. (List samples of specific activities your Council's performs).

This short program will include the availability of Council members to answer questions about the Knights of Columbus's goals, interests and activities, and how they benefit all members. Interested men and their families are invited to attend this Knights of Columbus Open House on (date and day) at (location and time) to learn more about the Order.

For more information, contact (name and telephone number).

### **Pulpit Announcement (Honour A Member)**

Like their namesake, the accomplishments of the Knights of Columbus on behalf of God and country are known all over the world. Knights give of themselves with no thought of credit. But every so often, it is a pleasure to be able to single one man out for thanks. Right now, (name of Council) Council (Council number) is conducting a membership drive to honour (honouree's name). In making this announcement, (Grand Knight's name) Grand Knight of the Council explained that (honouree's name) had been selected because of (list of achievements and reasons for selection). To help others discover the Knights of Columbus' good works and support for the Church and our community, it's important that the Order have new members. We hope all men and their families in the parish will consider discovering membership in the Knights of Columbus.

Members of the Knights of Columbus will be available after all Masses to answer questions and accept applications for membership.

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***Good programs build Good members,  
Good members build Good program***

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Joe Salini, State Cermonial Director Using our Degrees

**1. First Degree – Family Theme**

We encourage all councils to hold First Degree exemplifications under the theme of family – honoring individuals that promote this theme.

b. Consider

- Families of the Month/Year Recipients.
- Families of members with exemplary qualities.
- Families of priests, religious or seminarians.
- Families of member with the longest service to the Order.
- Priests – spiritual leaders of the parish family.

\_ Members who have passed away in the council who were active with a program at the council or assembly level.

**2. Second Degree – Faith Theme**

a. We encourage all districts to hold Second Degree exemplifications under the theme of faith – honoring individuals that promote this theme.

b. Consider

- Ordinaries of the Diocese (Archbishops/Bishops/Auxiliary Bishops).
- Deacons and Ordained Ministers that are members of the Order.
- Brothers and members of Religious Orders.

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**“Who is going to save our Church? Not our Bishops, not our priests and religious. It is up to the people. You have the minds, the eyes, the ears to save the Church. Your mission is to see that your priests act like priests, your bishops like bishops, and your religious act like religious.” *Archbishop Fulton J. Sheen***

**“If lay people don’t love their Catholic faith enough to struggle for it in the public square, nothing the bishops do will finally matter.” *Archbishop Charles Chaput***

**“ Now we take up this journey...A journey of fraternity of love , of trust “ *Pope Francis.***

**“We can not just talk about membership in any measure unless we are membership active in our councils with our programs and in all our actions.” *State Deputy Kevin Daublin***

**We all need to plan...but plan what and do things when. The following is a suggestion for each council to move the council toward what should be items to assure some success.**

**Council membership plan worksheet;**

**2014-15 Membership Plan**

Council #

Council Name

District#

**2nd Quarter (October-December 2014)**

We will be visible in the Community in the following ways:

- 1)
- 2)
- 3)

We will be visible in the Parish in the following ways:

- 1)
- 2)
- 3)

We will hold an Open House or Church Drive:

Location

Our membership gain goal for this quarter is

**3rd Quarter (January-March 2015)**

Month

We will be visible in the Community in the following ways:

- 1)
- 2)
- 3)

We will be visible in the Parish in the following ways:

- 1)
- 2)
- 3)

We will hold an Open House or Church Drive:

Location

Our membership gain goal for this quarter is

Month

**4th Quarter (April-June 2015)**

We will be visible in the Community in the following ways:

- 1)
- 2)
- 3)

We will be visible in the Parish in the following ways:

- 1)
- 2)
- 3)

We will hold an Open House or Church Drive:

Location

Our membership gain goal for this quarter is

Month

What specific skills or qualities will you be looking for during your recruitment efforts?

- 1)
- 2)
- 3)
- 4)

Other than the visibly plans above, what will your council do to increase membership (specific plans)?

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Grand Knight / Membership Director