

Worthy Brothers,

July saw the Order's first-ever *Virtual* Field Agent Sales Conference, which focused largely on new-member recruitment. Our Agents look forward to sharing many conference takeaways with your Councils in greater detail, but here are a few of the highlights:

- We saw a new video testimony from General Agent Dan Schachle, whose son Mikey's healing was the miracle approved for Fr. McGivney's beatification. Our Founder is still protecting Catholic families!
- In April, Standard & Poor's gave the Knights a 1st-place ranking for financial strength and stability among North American life insurers. Along with 48 consecutive years of A.M. Best's *Superior* rating, this evidences the fact that a company can remain a top contender in the financial world while remaining true to its Catholic values.
- Last year, over 15% of our Field Force qualified for the Million Dollar Round Table, an organization comprised of the top 2% of financial professionals *in the world*. Most companies are happy to have 3% of their Agents qualified, which displays the caliber of men our Order attracts.
- Improvements in Home Office procedures and Agency management structure will allow Field Agents to provide better service and better protection for Catholic families, as well as allowing us to work with Catholic businessowners to a greater extent than ever before.
- As an example of tangible improvements, an online customer service portal is scheduled to launch by year-end.
- In life insurance news, the recently launched Protector NLG policy offers a permanent death benefit with a lower premium than our standard whole life product. It is an excellent tool for estate planning and funding special needs trusts, among other uses.
- Finally, an exciting new offering will provide expanded solutions to our members as KC Catholic Mutual Funds launch in early 2021!

Beginning this fraternal year, there is no longer a quota of new insured members required for the Founders and Star Council awards.

Instead, Council will need to co-host two Fraternal Benefit Knights (FBK) events with its Agent. Multiple Councils can receive credit for the same FBK event, provided that each council substantially promotes the event.

This new system was in development long before the pandemic, with test cases running in several Agencies last year, but COVID caused Supreme to accelerate its launch.

The past few months have proven that this system will produce greater collaboration between Agents and their Councils and will also better promote our top-notch fraternal insurance organization.

So, Brothers, I encourage you to appoint one officer—perhaps the Membership Director, as this is a natural recruiting opportunity—to take the lead on planning these events with your Field Agent. I am confident that every Council can earn a Star this year!

Vivat Jesus!

Kevin Tuuri, General Agent