

# Agenda

## Introductions & Pledge

### Purpose

- Not how – but better
- General information today – specific information with you and your councils tomorrow

**The purpose of this meeting is not to tell you how – but to teach you to do it better. I will share general information with you here today and then Ken and I will specialize it with you on an individual and council basis.**

### The Power of Change

- Change Your Habits
- Change Your Mind
- Change Your Heart
- Identify Your Goals

The level of our success, or our failure is rooted in our habits – whether good or bad. Introduce changes to your council by building good habits – what exactly does your council need to succeed?

### Why?

- Change Means Growth Opportunities – not just numbers or quotas
- Change allows members to:
  - Learn new skills
  - Explore new opportunities
  - Exercise their creativity in ways that benefit the council through new ideas and increased commitment

### What's New

#### Degree:

- Combined – Charity | Unity | Fraternity
- Currently virtual – plan to return live

#### Ceremonials:

- No secrecy
- Encourage spouses and families to witness the new ceremony
- Invite wives to join her husband in the ceremonial

#### Fr. McGivney Award:

- Was 7% net growth = now 5%

#### Founders' Award – Insurance:

- Replaced quota - Promote 2 Fraternal Benefit Night Seminars. Council or the District can host. Paul & Trey present

#### Columbian Award:

- No required – more featured (2 program credits) – 4 in each category = total 16

#### Supreme Per Capita:

- None this year – help to elevate financial burden on councils limited budget

## **Faith In Action**

- No required – more featured
- 4 in each category – total 16
- If program not there ok – give examples

## **Leave No Neighbor Behind**

- Restores focus back to council – transition from Surge 4 Service → Faith In Action – fraternity

Knights of Columbus are called to step into the breach and leave no neighbor behind – especially in this time of crisis. As the coronavirus pandemic continues, our duty is to lead our families, protect our parishes, and serve our communities, remembering always that where there is a need, there is a Knight. Supreme Knight Carl A. Anderson has challenged Knights to take this moment as an opportunity to “deepen our commitment to the very principles which define us: charity, unity and fraternity.” Knights of Columbus Order wide are encouraged to serve and sacrifice for those around us. Many, including in our own councils and parishes, are isolated and alone in quarantine. Food banks, blood centers, and other essential services have been depleted of their vital supplies. There are many people and places that require urgent help.

Knights are encouraged to engage in five types of service activities:

1. Support Your Brother Knights
2. Support Your Parish
3. Support Your Community
4. Feed the Hungry
5. Participate in Blood Drives

### **Support Your Brother Knights and their Families**

No council should leave a Brother Knight or his family behind. Through tools including phone trees and daily check-ins, your council can make sure that every Knight and his family has the essentials he needs, fulfilling the vision of charity and unity upon which Blessed Father McGivney founded our Order. Contact your Field Agent if necessary. As we transition in the Faith in Action initiative, this is one way to restore charitable focus to your council

### **Support Your Parish and Pastor**

In this unprecedented time, your pastor has lost his traditional methods of charitable and evangelical outreach. He needs help to fulfill the Church’s mission. Councils must reinforce their pastor and show that Knights stand ready to support him and parish community, ensuring that no member of the parish is forgotten or goes hungry. Help the Pastor and office staff reopen the church. Offer to clean and sanitize the church. Welcome back parishioners. If required, take their temperatures and usher them in and out of their seats. Remind the Pastor that we are the strong right arm of the Church and that we are here to help.

### **Support Your Community**

As a result of quarantine measure, many find themselves cut off and isolated – especially those without family and community support systems. Some needs may be physical, while others are social, emotional, or spiritual. Whatever the need, councils are encouraged to assess and creatively support their broader community. Offer to mow the lawn, cleanup their properties or complete light projects.

### **Feed the Hungry**

Since its founding, the Knights of Columbus has donated millions of pounds of food in the effort to end hunger. Now, more than ever, many are unable to provide adequate food for their families. Knights can donate to, and assist with, distribution at local food pantries and food banks so no one in their community goes to bed hungry at night. If your foodbanks are adequately staffed, or they have sufficient supplies, then create your own food collection program. Reverse Trick-or-Treat or a box with a sign out by the mailbox. **The Idaho State KofC Council is sponsoring a Challenge –**

**the 1<sup>st</sup> council to donate 5000 lbs. of food or \$500 to their local foodbank, the State will then credit back an additional \$200 to the foodbank.**

### **Participate in Blood Drives**

Since 1938, Knights of Columbus have mobilized blood donation campaigns on the local, state, and national levels, supporting and saving countless lives. As the Red Cross issues emergency calls for donations, those who are not already isolated due to illness, age or underlying conditions are encouraged to donate blood. Knights can once again lead the charge to give the gift of life. If you are unable to host a Blood Drive – attend an existing one, or better yet assist or donate yourself.

## **Safe Environment**

# **BREAK**

## **Training your replacement**

**What if someone dies? Your single point of contact becomes your single point of failure.**

**Cookbook with recipes** - Provide written documented instructions that someone else can pick up and lead where you left off

**Leadership** – develop confidence / ability / skill

Create an academy:

- Year to Year instruction
- Teach your methods to your successors
- Educate them to teach the other members
- Prepare leaders to work on their own
- [www.kofc.org/training](http://www.kofc.org/training)

### **Who am I – Identity?**

- You must know yourself before you can go out and sell anything
- Build a relationship – Ken will elaborate more on this subject in a future slide:
  - Identify potential relationship – Invite – Reach out / connect
  - Introduce yourself
  - LISTEN – (L) – Learn – (I) – Interests – (S) – Specific – (T) – To – (E) – Each individual – (N) – Needs
    - Listen 1<sup>st</sup> mentality
  - Be positive
  - Grow & Strengthen – Be present to the relationship
  - Humility
  - Mean what you say – back it up with action
  - Accountability / Follow-up
  - Introduce someone new

Mindshare is awareness

A marketing term that describes the amount of awareness surrounding a product, idea or company. A measurement that is related to the brand. We are creating a brand.

The Knights of Columbus:

- Visibility
- Presence

## **Mission**

- “What is God asking me to be?”
- A specific task which a person or group is charged. A preestablished and often self-imposed objective or purpose
  - Example: Their mission was to help victims of the disaster
- Personal mission
- Council mission

## Vision

- Why we gather and aspire to be; or to achieve
  - Men and their families do not join the Knight of Columbus to attend meetings and fill out forms
- Mental image of what the future will or could be like
  - A vision of retirement
- Personal vision
- Council vision

## GOALS

- Assess yourself and the council
- Look in the council minutes
- What went well – what do you wish to improve – set goals to accomplish that

## Socials

- Appoint a social coordinator
  - Some of the best are our wives and teens

## Family

- Grow council FAITH and FAMILY programing – within parish
- Engage your members and their families
  - Family centric programs and activities
  - Recruiting – when sharing council story – have it come from the family, wife and kids
    - Our wives are some of our best recruiters
- Be more inclusive – appeal to:
  - Wives and kids
  - Youth and families

## BREAK

### Insurance – Fraternal Benefits Night

#### Where do we go from here?

- Implementation
- Best practices – today was an introduction
- Monthly council visits
- District conference calls – monthly / quarterly / as needed
  - Ask each council leader to share your success stories – strive for success – when in round table – share 1 success story. It may be the spark that sets off the other councils.
- 1 on 1 specialized individual and council training
- Tie back to your mission / vision / goals
- Installation of Officers

Constantly inviting men and their families to learn more about your council, and utilizing council events and programs as recruiting opportunities, will result in a positive culture of recruiting.

Be positive about your work in the Knights of Columbus and make it personal. Be prepared to share your story with others. Listen for other's needs and what interests them, so you may understand how the Knights can benefit him and his family.

Thank you and Vivat Jesus!