

General Agents Report

This year, despite the pandemic, despite the lockdowns, and despite the panic that led to a near-total shutdown in the spring, the Knights of Columbus set sales records:

The Order now has more than \$121 billion of life insurance in force, manages over \$28 billion in assets, and - just last year alone - paid out nearly \$750 million in benefits to members and policyholders in dividends and death claims.

How does this happen in the midst of a world-wide pandemic?

First: our brothers want to secure their families future. **Second:** our brothers trust us. And **third:** Our brothers know what we stand for.

They know they need to plan for their retirement, and safeguard their families' future.

They know we're one of the most financially secure life insurers in North America.

But we have also seen more of you than ever before. Technology has allowed us to connect easily and more quickly. Fraternal Benefit Nights have, for the most part, gone virtual and drawn crowds that would've been hard to match in person. Knights in Idaho have had two fantastic virtual benefit events; Tom Hegna presentation last November, and Joel Jordan's presentation in last month. Based on the comments from members who attended these virtual events, we will continue to offer this valuable events to our membership.

Members know that by relying on the Knights for their families protection, they can get the same great and competitively-priced products that they can get anywhere, but that the special satisfaction of knowing where that money goes is something they can only get with us.

Regarding our products, we continue to expand our portfolio to ensure that the Knights can provide financial solutions that meet our members' needs. Earlier this year, we began the process of rolling out a full suite of mutual funds, which will available to members in Idaho as of July 1 of this year. Members will soon be able to take advantage of the same Catholic investment strategy that the Supreme Council uses, and have the comfort of knowing that their money is being managed in a way that is consistent with their values. Our funds will be offered both to Knights of Columbus members and families, as well as the broader Catholic community.

Vivat Jesus!

Kevin Tuuri
General Agent