



Rhode Island State Council Knights of Columbus

MEMBERSHIP NEWSLETTER

Membership Directors Serving Rhode Island Councils

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DEDICATED TO
*making a
difference*
AND BUILDING A
FUTURE

Nov / Dec 2006

STATE OFFICER'S

State Deputy:

Arthur Sylvester (Mona)

State Chaplain:

Fr. Joseph Paquette

State Secretary:

Stephen Ciolfi (Peg)

State Treasurer:

John Marcello (Marge)

State Advocate:

James Gilcreast (Mary)

State Warden:

Peter Lentini (Janet)

Immediate Past State Deputy:

Rene Trudel (Peg)

State Program Director:

Ken Kurkoski (Valerie)

State Membership Director:

Michael Benson (Lee Ann)

Peter Lentini (Janet)

Thomas O'Malley

Bob DeMello (Pat)

Executive Secretary:

Donald Neville (Cecile)

Master of the 4th Degree:

William Schulte (Rebecca)

District Deputies:

District 1:

Dennis Reddy

District 2:

Steven Mariano (Susan)

District 3:

Michael Dziok (Vicky)

District 4:

Maurice "Rick" Devine (Susanne)

District 5:

John Deming (Flo)

District 6:

Philip DePaolo (Pam)

District 7:

Al Melise (Teresa)

District 8:

George Plante, Jr.

District 9:

Robert Parenteau (Paula)

District 10:

Robert Whitaker

INSURANCE AGENCY

General Agent:

James Aulenti

508.789.4369

East Bay Field Agent:

Al Schartner

580.646.0272

North Field Agent:

Joe Vecchiarino, Jr.

401.723.7813

South County Field Agent:

Brian Benoit

401.364.7244

COMING UP

March 07: Membership Blitz

Jan / 26: State Meeting

TURN THOSE PROSPECTS INTO MEMBERS

On the heels of your council's recruitment BLITZ, you will undoubtedly have an abundance of prospective members on your council's contact list. Now is the time for your council to perform a little magic by turning those prospect cards into signed Form #100's. You can accomplish this trick by informing your prospective members and their families about benefits of membership in the Order during your council's informational Open House. Now would be a great time to schedule a First Degree in early December.

A KNIGHT BEFORE CHRISTMAS

As we get into the full swing of yet another holiday season, councils are asked to recruit a "KNIGHT BEFORE CHRISTMAS". Local councils should also plan now for their council Christmas Social, being sure to invite all current council members in addition to prospective members and their families you contacted during your October BLITZ. There isn't a better way to show prospects that the K of C is all about families than to invite them to your Council's Christmas Party!

CONGRATULATIONS!

Please join me in congratulating **Our Lady of Fatima Council #4331, Michael Lancelotta, GK, St. Mark Council 9197, David Nardolillo, GK, and Lincoln Council #4005, Gerard Tougas, GK** for attaining 100% of their membership quota!

HOW TO SHARE THE EXPERIENCE

This purpose of this newsletter is to provide you with recruitment ideas and activities that can help your council **attain the Star Council award.**

HOW TO SHARE THE EXPERIENCE (cont'd)

Your council's membership committee should pick and choose ideas that best suit your current recruitment situation. If your council is active in your local parish and you have the pastor's support, **Church Drives** are probably the best way to maximize your efforts. If you have a strong visible presence within your community, **Open Houses** are probably the best way to show prospects what your council is all about and how they could help your cause.

Just remember that you are in charge of your own council, and the activities your council runs will be dictated by you, the man in charge.

WHO ARE YOUR PROSPECTIVE MEMBERS

Once you answer this question it will be easier to determine the best way to go about recruiting them. One of the best ways to focus your recruitment efforts is to put together a list of prospects. Here are some ways to add names to your council's list of potential members:

- Approach local pastors to obtain their parish's rosters.
- Obtain a listing of former council members from your financial secretary or the Supreme Council's Department of Fraternal Services.
- Order a zip code listing of inactive insurance members and former members in your council from the Supreme Council Department of Fraternal Services. Requests for these listings should be submitted through your state deputy.
- Consider active parishioners — ushers, choir members, lectors, etc.
- Put priests, deacons and seminarians on your council's prospect list.
- List co-workers, neighbors and friends.
- Contact local police and fire departments to

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WHO ARE YOUR PROSPECTIVE MEMBERS (cont'd)

obtain names of eligible civil servants.

- Include 18-year-old Squires, high school graduates and college students.
- Add fathers, sons, brothers, nephews, cousins, in-laws, grandfathers and grandsons.

Encourage all members at council meetings to complete a Prospect Referral Card (#921) available at no charge from the Supply Department. Completed cards should then be given to the membership director for follow-up. Once the list is completed, divide it up and get to work recruiting.

MEMBERSHIP WORKSHOPS

Membership Workshops are available at both the District and Council levels. These sessions are designed to tailor recruitment objectives with your council's service mission. It is an interactive approach that will cover the following:

Step by Step Recruiting Instructions

- Develop a Prospect List
- Promote Fraternal Benefits
- Husband and wife teams can increase your council's building efforts
- Conduct a Church Drive
- Membership Invitation Program
- Informational Nights Teach Prospects about the Order
- Proposing Is More Than Just Asking
- What your Council needs for a Blitz!
- Focus On Former And Inactive Insurance Members
- Focus On Recruiting 18-Year-Olds
- Share the experience...Squires to Knights

SUPREME COUNCIL INCENTIVES FOR RECRUITMENT

Recruiting new members is the key source of growth for your council. To continue making Fr. McGivney's vision a reality, the Order must continue to grow. It is crucial that as Knights, we **"Just Ask!"** every eligible Catholic man to join us and partake in the Experience of a Lifetime.

To reward you and your council's team for your hard work and success, the Supreme Council offers an assortment of recruitment incentives for the 2006 – 2007 fraternal year. They are...

Double Star Award

Grand Knights whose council attain Star Council as well as obtaining 200% or more of their membership quota, will receive a "Double Star Award" lapel pin.

Recruiters

Receive 500 Recruitment Award Points for each new or readmitted member recruited between July 1, 2006 and June 30, 2007. Points are redeemable for merchandise through the Supreme Council Supply Department.

Top Recruiter

A trip to two to the 125th Annual Supreme Convention in Nashville, Tennessee, will be awarded to the member who records the most new or readmitted members to the Order between July 1, 2006 and June 30, 2007.

Grand Knights

For Achieving Star Council, Grand Knights will be entered into a drawing for one of four trips: one trip for two to the Supreme Convention, and three trips for two to New Haven.

JUST ASK!!!

RHODE ISLAND STATE COUNCIL INCENTIVES

The Rhode Island State Council offers us the following incentives...

October Blitz

The Grand Knight & Council Membership Director with the highest percent of quota achieved through the end of December (post-October BLITZ), receives tickets for two to the Rhode Island State Council Charity Ball!

March Blitz

The Grand Knight & Council Membership Director with the highest percent of quota achieved through the end of April (post-March BLITZ), receives tickets for two to the Rhode Island State Council Convention Dinner!

Top Recruiting Council in the State

The Grand Knight & Council Membership Director with the highest percent of quota achieved for the year, receives tickets for two to the Rhode Island State Council Charity Cruise!

Shining Armor Award

The Shining Armor Award is an award offered to new Knights for achieving specific goals during their first year. We are pleased to announce that this award will be offered to all Brother Knights in the jurisdiction of Rhode Island for the 2006-2007 Columbian Year. To realize the honor of this achievement, Knights must:

- Attend at least three business meetings.
- Actively participate in three service activities
- Meet with the council's insurance representative.
- Recruit at least one new member
- Receive Second & Third Degrees (if necessary).

CONGRATULATIONS!

COLUMBIAN AWARD 2005 – 2006:
Scalabrini Council 3547, Steven Mariano, GK Inadvertently omitted from last month's newsletter.