

Arizona State Council Knights of Columbus

2018 State Organization Meeting

June 29-30, 2018

Phoenix, Arizona

Agenda

œ Opening Prayer

œ Pledge of Allegiance

Organization Structure

Duties and Responsibilities

∞ Expectations, Evaluations, and Leadership

∞ Supreme Goals

∞ State and District Action Plans

Arizona State Council Knights of Columbus

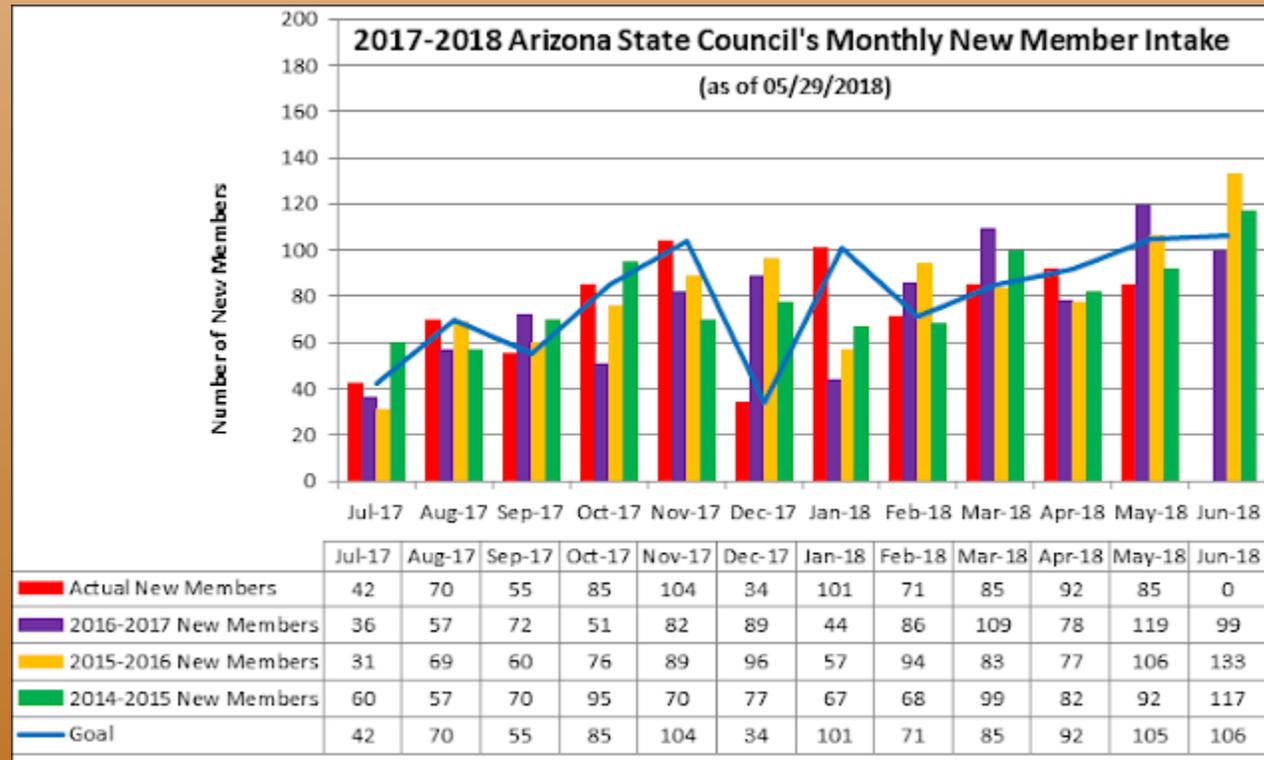
2018 State Organization Meeting
June 29,30 – July 1 2018
Phoenix, Arizona



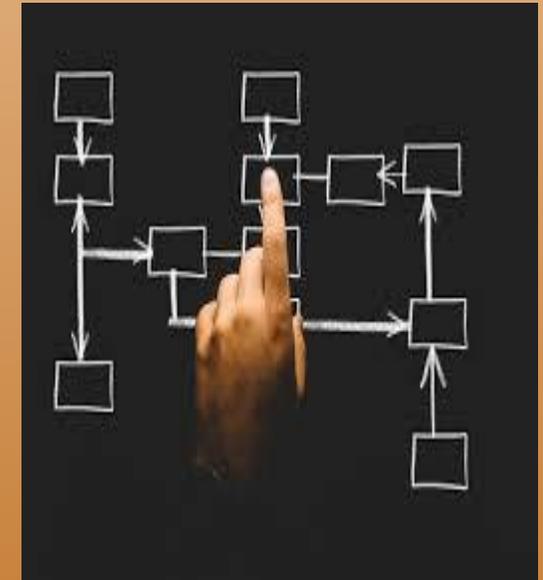
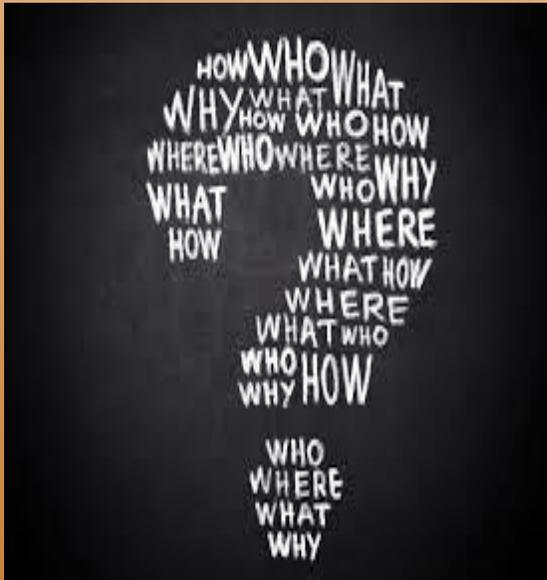
MEMBERSHIP

2017-2018 YEAR END SUMMARY

State Warden Elect/State Membership Director–Kevin McCarthy



MEMBERSHIP 2018-2019

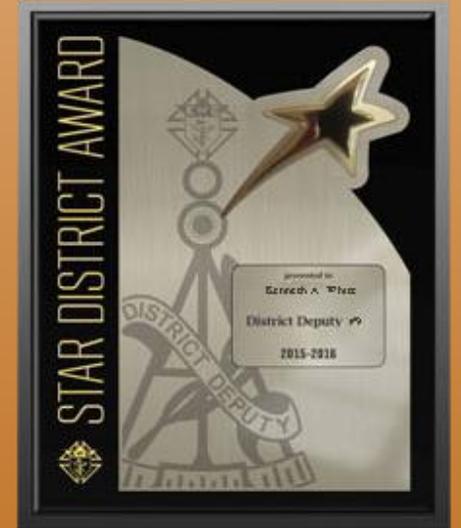
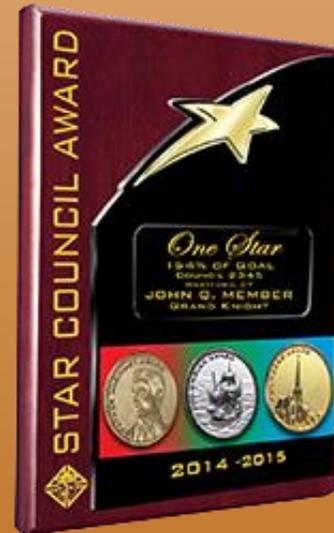


State Membership Director

Kenneth White

membership@kofc-az.org or kennethallenwhite@yahoo.com

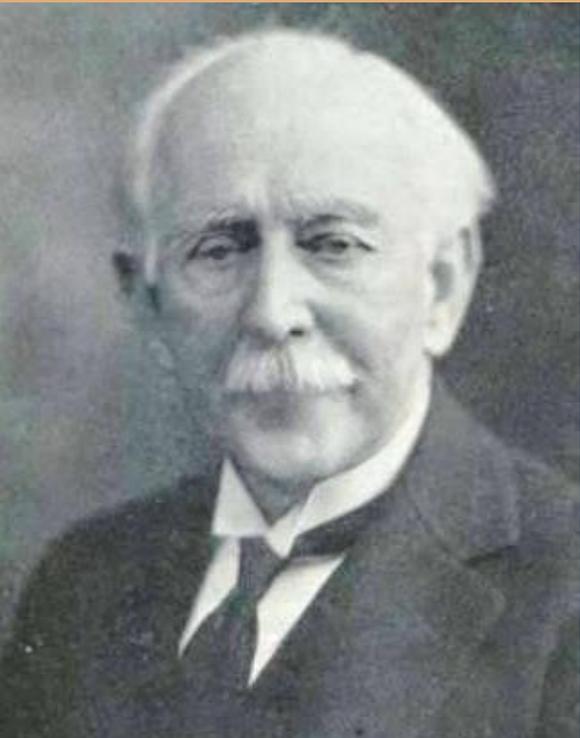
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MEMBERSHIP

My Purpose in both Fraternities...

To bind men together in a brotherhood based upon eternal and immutable principles, with a bond as strong as right itself and as lasting as humanity; to know no North, no South, no East, no West, but to know man as man, to teach that true men the world over should stand together and contend for supremacy of good over evil; to teach, not politics, but morals; to foster, not partisanship, but the recognition of true merit wherever found; to have no narrower limits within which to work together for the elevation of man than the outlines of the world: these were the thoughts and hopes uppermost in the minds of the founders of the Alpha Tau Omega Fraternity.



*Dr. Otis Allan Glazebrook
1880*

STATE MEMBERSHIP CHAIRMEN

Ceremonial Chairman

Skip Hopler 602-677-2029

ehopler@cox.net

New Council Development Chairman

Chet Yancy 602-309-1246

cryancy@aol.com

Council Reactivation Chairman

Stan Schroeder 480-239-6452

stankofc@gmail.com

eMembership Chairman

Larry Becker 480-760-5122

azlarry@cox.net

Council Retention Chairman

Kevin McCarthy 602-684-8125

kevin@kmccarthy.net

Round Table Chairman

Bobby Nielsen 520-349-0728

Nielsen200@comcast.net

Membership Retention Chairman

Len Rheume 602-738-5607

lrheume@msn.com

STATE MEMBERSHIP TEAM

Phoenix AZ Region

Kenneth White 480-720-9314
membership@kofc-az.org
kennethallenwhite@yahoo.com

Chet Yancy 602-309-1246
cryancy@aol.com

John Scopollite 480-497-2860
John-scope@msn.com

Angel Chavez (HD) 480-277-9366
angel.chavez@kofc.org

Gonzalo Ortiz (HD) 602-316-2886
goceceliaortiz@yahoo.com

Northern AZ Region

Pete Kloeber 928-890-7500
pkloeber@earthlink.net

John Spadaccini 617-372-3021
john.spadaccini@gmail.com

Gary Johnson 775-313-2856
gcjohnson103@hotmail.com

Joe Padilla 505-264-3266
joeplugasu@msn.com

STATE MEMBERSHIP TEAM

Southern AZ Region

Mario Vassallo 520-481-1250
azkofcmario@gmail.com

George Sabin (HD) 520-205-1054
Need email

Albert Ustazewski 928-269-2027
albertg7@yahoo.com

Larry Powers 702-827-8135
lapowers1@msn.com

Luis Leyva (HD) 520-313-0141
leyva.azkofcd2@gmail.com

Matt Young 928-366-3007
unitmatt@aol.com

Gary Ward 520-327-1504
kylx47@yahoo.com

MEMBERSHIP



There is no "I" in Team!

MEMBERSHIP



MEMBERSHIP

LEARNING

KNOWLEDGE

EXPERIENCE

COMPETENCE

SKILLS

ABILITY

TRAINING

GROWTH



MEMBERSHIP



Supreme Circle of Honor Membership Goals

Intake: 950

Star Councils: 30

Council Growth: 2 NCD (English or Spanish)

Reactivation: 3

MEMBERSHIP



Arizona State Council Membership Goals

Intake: 1000

Fast Start Goal: 750 by 12/31/18

Star Councils: 50

Star Districts: 10

All-Star Districts: 3

Council Growth: 5 NCD (English or Spanish)

Reactivation: 5

MEMBERSHIP

Arizona State Council Membership Goals for this meeting:

Challenge
Empower
Inspire



From the Best-Selling Author of
"I Love Being A Knight"

1000 Ways to Recruit Top Talent



SK Kenneth A. White

Mission: 1000 in One.

Fraternal Year 2018-2019

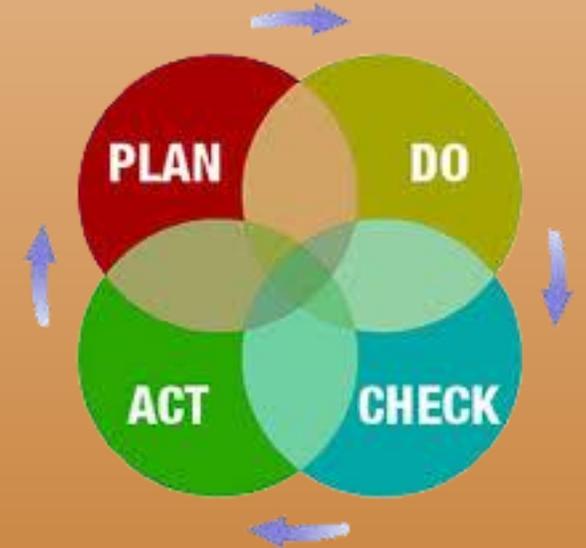
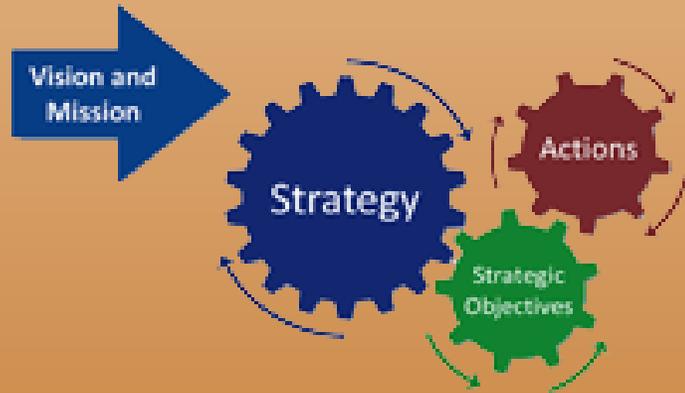
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Vision: To create and implement a new Membership Game Plan and Membership Team that will redefine the Arizona Knights of Columbus recruiting efforts and be the foundation for a sustainable membership growth strategy that will lead to the way to 25,000 Knights in Arizona.

MEMBERSHIP

7 Membership Strategies for 2018-2019



MEMBERSHIP

Strategy One: Increase Communication



twitter



MEMBERSHIP

Strategy Two: Build a Membership Team



MEMBERSHIP

Strategy Three:

Arizona State Council Knights of Columbus
14175 W Indian School Rd. Suite B4—626
Goodyear, AZ 85395
azknights@q.com

STATE DEPUTY MESSAGE - JUNE 2018
6/01/2018 12:00:00 AM | No comments
June 1, 2018 Brothers, I hope each of you had a relaxing Memorial Day Weekend. To those members of our Patriotic Degree that participated in Color Corps callouts at the Catholic Cemeteries throughout the State I say thank you. I have always found it very rewarding and humbling to be part of the Mass and events to honor not only members of our Armed Forces who gave of themselves for us to enjoy the freedoms we hold precious, but also those that served and were able to return home. As we begin our final month of this Fraternal...

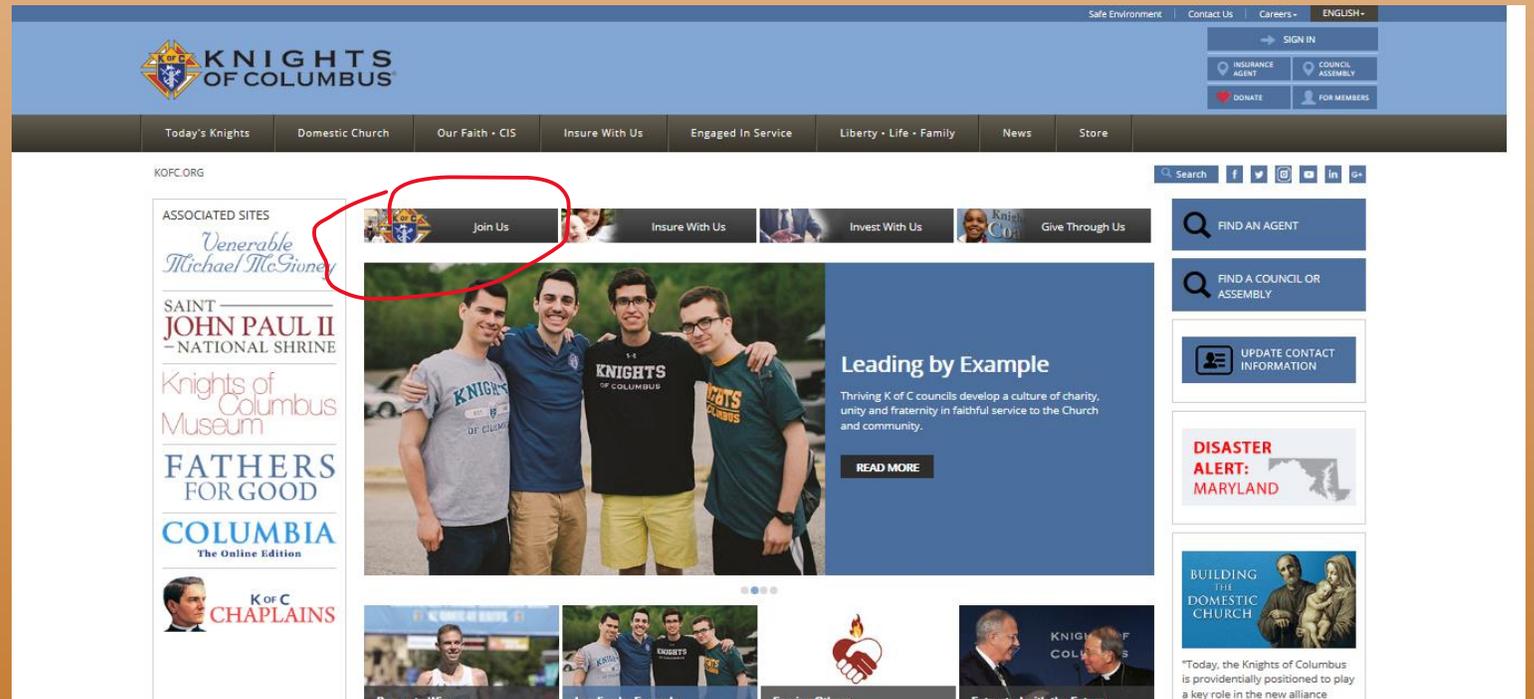
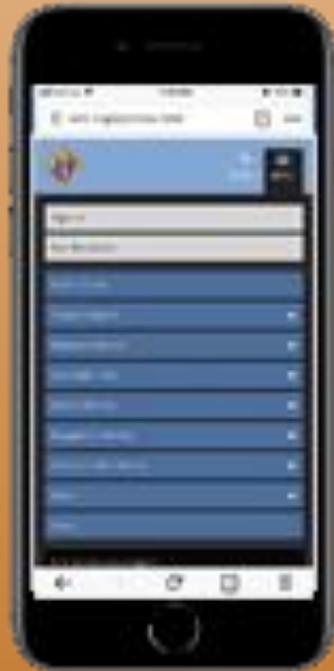
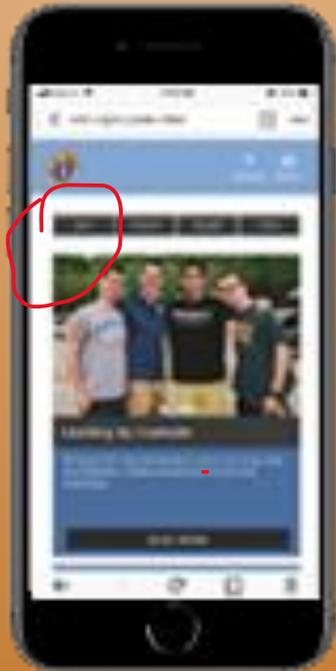
MEMBERSHIP MEMO - 6/2618
6/30/2018 11:44:00 AM | No comments

We gained 13 more members today. Our June intake is now 113. We now have 947 new Brother Knights so far this year, and need 3 to hit our Gross intake target. We lost 0 members today and still need 26 to reach our Net intake goal. 12 Councils appear to be Star-Eligible, including SP-7 reports and Safe Environment. 5 more have met membership and...

Month	New Members
1-2018	10
2-2018	10
3-2018	10
4-2018	10
5-2018	10
6-2018	113
7-2018	0
8-2018	0
9-2018	0
10-2018	0
11-2018	0
12-2018	0
2018 Total	143

MEMBERSHIP

Strategy Four:



eMEMBERSHIP



eMEMBERSHIP

Supreme eMembership

Results 2017-2018

Member Count – Over 1,900 Men Have Joined Online

Month-by-Month Breakdown – 384 Members per Month

Weekly Averages – 90 New Members per Week

State Performance – Goal is 10-15% of Monthly Membership Intake

Avg Age-43

65% of men who joined online have expressed an interest in joining a local council.

17% have converted to a local council.



MEMBERSHIP

Strategy Five:



MEMBERSHIP

Strategy Six: AMMP Philosophy



MEMBERSHIP

Strategy Seven: Incentives



MEMBERSHIP

“Fast Start” Council Incentive

Contest Period: July 1, 2018 to September 29, 2018

Contest Rules: Councils and District Deputies achieving the incentive levels below by September 29, 2018 will be awarded the corresponding incentives. *Form 100's for all New Members must be submitted to fraternalservices@kofc.org and azknights@q.com to qualify.*

Level 1

Councils at 50% of Yearly Supreme Membership Goal receive:

\$50 Visa Gift Card for the Council
KofC T-Shirt for Grand Knight, Membership Director and Program Director
Star Recruiter Pin for each Sponsor

District Deputies with one council in their District achieving Level 1 will receive:
\$50 Visa Gift Card
KofC T-Shirt

Level 2

Councils at 75% of Yearly Supreme Membership Goal receive:

\$75 Visa Gift Card for the Council
KofC T-Shirt for Grand Knight, Membership Director and Program Director
Star Recruiter Pin for each Sponsor

District Deputies with one council in their District achieving Level 2 will receive:
\$75 Visa Gift Card
KofC T-Shirt



MEMBERSHIP

"Fast Start" Council Incentive (Cont'd)

Contest Period: July 1, 2018 to September 29, 2018

Contest Rules: Councils and District Deputies achieving the incentive levels below by September 29, 2018 will be awarded the corresponding incentives. *Form 100's for all New Members must be submitted to fraternalservices@kofc.org and azknights@q.com to qualify.*

Level 3

Councils at 100% of Yearly Supreme Membership Goal receive:

\$100 Visa Gift Card for the Council
KofC T-Shirt for Grand Knight, Membership Director and Program Director
Star Recruiter Pin for each Sponsor

District Deputies with one council in their District achieving Level 3 will receive:
\$100 Visa Gift Card
KofC T-Shirt

Level 4

Councils at 125%+ of Yearly Supreme Membership Goal receive:

\$125 Visa Gift Card for the Council
KofC T-Shirt for Grand Knight, Membership Director and Program Director
Star Recruiter Pin for each Sponsor

District Deputies with one council in their District achieving Level 4 will receive:
\$125 Visa Gift Card
KofC T-Shirt



MEMBERSHIP

“Fast Start” Recruiter Incentive

Contest Period: July 1, 2018 to December 31, 2018

Contest Rules: The incentives below will be awarded to the Sponsoring Knight for each New Member recruited from July 1, 2018 thru December 31, 2018. *Form 100's must be submitted to fraternalservices@kofc.org and azknights@q.com to qualify for the Pin and Tee. All Form100's received after December 31, 2018 will be ineligible.*

Star Recruiter Pin Knights of Columbus T-Shirt



MEMBERSHIP

Star Recruiter Council Incentive

Contest Period: July 1, 2018 to May 1, 2019

Contest Rules: Contest winner will be announced at the 2019 Arizona State Council Convention. The Council with the highest percentage of Membership Growth during the contest period will receive:

**Grand Knight 2019 State Convention VIP Package
Star Recruiter Council Plaque
Knights of Columbus T-Shirt**



MEMBERSHIP

Star Recruiter Council Incentive

Contest Period: July 1, 2018 to May 1, 2019

Contest Rules: Contest winner will be announced at the 2019 Arizona State Council Convention. The Council with the highest percentage of Membership Growth during the contest period will receive:

**Grand Knight 2019 State Convention VIP Package
Star Recruiter Council Plaque
Knights of Columbus T-Shirt**

Star Recruiter Incentive

Contest Period: July 1, 2018 to May 1, 2019

Contest Rules: Contest winner will be announced at the 2019 Arizona State Council Convention. The Knight who recruits the most New Members during the contest period will receive:

**2019 State Convention VIP Package
\$150 Visa Gift Card
Star Recruiter Plaque
Knights of Columbus T-Shirt**



MEMBERSHIP

eMembership Star Recruiter Council Incentive

Contest Period: July 1, 2018 to May 1, 2019

Contest Rules: Contest winner will be announced at the 2019 Arizona State Council Convention. The Council who recruits and transfers the most new eMembers into their Council will receive:

\$200 Visa Gift Card
Star eMembership Recruiting Council Plaque
Knights of Columbus T-Shirt



MEMBERSHIP

"3-in-3" Church Drive Incentives:

Contest Period: July 1, 2018 to May 1, 2019

Contest Rules: Councils who Sponsor a "3-in-3" Church Drive that brings in three (or more) new Council Members will receive the following:

\$50 Visa Gift Card

Knights of Columbus T-Shirts for the Grand Knight, Membership Director, and Program Director

Star Recruiter Pin for each Sponsor (the Sponsor MUST ATTEND the Degree with his Candidate)

****Please Note:*** Form 100's and the Form 450 must be submitted within 24 hours of the Degree. Forms should be emailed to: fraternalservices@kofc.org and azknights@g.com. Failure to submit these forms in the time frame specified will disqualify the Council and Sponsors from eligibility for incentives.



MEMBERSHIP

Recommended Recruiting Videos for Church Drives and Recruiting Meetings:



"An Invitation"



"Answering the Call"

MEMBERSHIP

Some words of Wisdom...

“Get busy livin’ or get busy dyin.”

Paroled Shawshank State Prison Inmate

“Don’t complain if you don’t have a solution.”

Knights of Columbus PDD, PGK

“We all volunteered, and we didn’t volunteer to do nothing!”

USMC Veteran

“Luck is the Residue of Design”

Branch Rickey-Past Owner of Dodgers

Vivat Jesus!



FAITH IN ACTION

Knight Service, God Service, 1

Arizona State Council Knights of Columbus

2018 State Organization Meeting
June 29-30, 2018
Phoenix, Arizona

State Program Director

☞ Lawrence A. Powers

☞ lapowers1@msn.com

☞ (702) 827-8135



KNIGHTS
EST. 1882
OF COLUMBUS

KNIGHTS
OF COLUMBUS

FAITH
& IN ACTION





∞ “Faith through service is as powerful as it is rewarding. It is a part of our history, our story and genesis for our new model, **Faith In Action.**”





∞ Hearts and Minds

Spirituality is Important

Family is Important

Service is Important



FAITH IN ACTION

☞ TIME

"I don't have the time"
"Too much work"
"It's not worth my time"

☞ FAMILY

"Too little time with my family"
"Doesn't enrich my family life"

☞ FAITH

"All you do are pancake
breakfasts and fish fries"
"No faith enrichment"



Over taxing our Council Leader?
Council Leader struggle with enough volunteers?

☞ TIME

"Two Meetings a Month"
"Six or more First Degree"
"Planning Meetings"

☞ FAMILY

"Being a leader takes to much
time from my family"
"Leaving my family night after
night and on weekends"

☞ FAITH

"All you do are pancake
breakfasts and fish fries"
"No faith enrichment"





Come together in faith and celebrate
fraternity with families

Do what we do best — stand shoulder to
shoulder in service to our community

Councils can concentrate on
quality faith-filled family programs

Fully integrates Building the Domestic Church
as foundational to the model





Building the Domestic Church

Faith in Action program model is an evolution of this initiative

FAITH IN ACTION

Building the Domestic Church While Strengthening our Parish

WHAT

Councils

Families

Parishes

WHY

"We have a mission"
- Carl Anderson, Supreme Knight

It's what we signed up for

Extremely Effective

HOW

Faith in Action

Monthly Challenge

Intentional choices
based on Prayer





Faith in Action Model

A New Model for a New Age



Numbers

4 Categories
4 Programs
4 Required
8 Featured
9 New Programs

Fraternal aspect remains
Service to youth remains
32 Supreme recommend
16 Maximum
12 Minimum



Faith in Action Resources

New and expanded
resources, aimed at:

Fraternal Leader

Membership

Public at-Large

Printed Resource

One-Page Guide Sheets

Brochures

Guidebooks

Posters

Certificates

Website

All new and refreshed content

New Design for Program – late July

kofc.org/faithinaction



∞ FAITH

∞ Authentic connection with a loving
God and his son Jesus Christ

RSVP

Into the Breach

Marian Icon Prayer Program

Domestic Church Kiosk & Series

Rosary Program

Spiritual Reflection Program

Holy Hour

Sacramental Gifts





℞ FAMILY

℞ A response to a society that seeks to weaken the bonds of family

Food for Families

Family of the Month/Year

Keep Christ in Christmas

Family Fully Alive

Family Week

Consecration to the Holy Family

Family Prayer Night

Good Friday Family Promotion



COMMUNITY

Our first principle is Charity

Coats for Kids

Global Wheelchair Mission

Habitat for Humanity

Disaster Response

Free Throw Championship

Catholic Citizenship Essay Contest

Soccer Challenge

Helping Hands





℞LIFE

℞Defense of life in all its stages
and in every condition

Marches for Life

Special Olympics

Ultrasound Program

Christian Refugee Relief

Silver Rose

Mass for People with Special Needs

Pregnancy Center Support

Novena for Life



Faith in Action Monthly Challenge

Month 2018

- ❧ **"This is the time of fulfillment. The kingdom of God is at hand. Repent, and believe in the gospel."
(Mark 1:15)**
- ❧ Jesus spent 40 days in the desert and was tempted by the devil. It is certain that the evil one relentlessly took advantage of this opportunity with our Lord. Know that Jesus understands every type of suffering that you may be going through. Some of that suffering is caused by sins we've committed or through no fault of our own. Either way, if we're honest with ourselves, we can often feel powerless. It is precisely through surrendering our struggles to God that we become men fully alive and who we are meant to be.
- ❧ **Challenge by Supreme Chaplain Archbishop William E. Lori:**
- ❧ This month I challenge you to go to Confession at least once and to spend time with someone that is suffering (in some way). Take the opportunity to pray at least a Hail Mary with them also.



Faith in Action Safe Environment Requirements

Under Faith in Action, certain state and council officers/chairmen are required to take safe environment training and may also be required to provide authorization for a background check. Some positions also have access to Praesidium's ARMATUS Administration dashboard to view member compliance within their council or jurisdiction

Role	Training	Background Check	ARMATUS Administration
Grand Knight	x		x
Faithful Navigator	x		
Program Director	x		x
Family Director	x	x	
Community Director	x	x	
Chief Counsellor	x	x	
Adult Counsellor	x	x	



If members in certain positions are not compliant within thirty (30) days of notification, they are subject to removal from those positions.

As the Service Program Personnel Report (#365) is being completed, ensure that all member email addresses are accurate. Praesidium, the Knights of Columbus' safe environment partner, will use these email addresses to send email notifications to the program directors and chairs required to complete safe environment training and to provide authorization for a background check. Directors and chairs should look for email notifications from Praesidium in their inbox or spam folder for their assigned username and password to complete the required training and the link necessary to provide their background check authorization. Knights of Columbus covers all costs associated with these requirements.



FAITH IN ACTION

☞ Resolve

Resolve up front to close
the gap between knowing
and doing

☞ Action

Life rewards action,
not knowledge.
Get off your knowledge
and do something

☞ Leadership

Significant change requires
strong, courageous
leadership





FAITH IN ACTION

THANK YOU



FAITH

RSVP

Into the Breach

Marian Icon Prayer Program

Building the Domestic Church Kiosk

Rosary Program

Spiritual Reflection Program New

Holy Hour New

Sacramental Gifts New



COMMUNITY

Coats for Kids

Global Wheelchair Mission

Habitat for Humanity

Disaster Preparedness

Free Throw Championship

Catholic Citizenship Essay Contest

Soccer Challenge

Helping Hands New

FAMILY

Food for Families

Family of the Month/Year

Keep Christ in Christmas

Family Fully Alive

Family Week

Consecration to the Holy Family

Family Prayer Night **New**

Good Friday Family Promotion **New**



LIFE

Marches for Life

Special Olympics

Ultrasound Program

Christian Refugee Relief

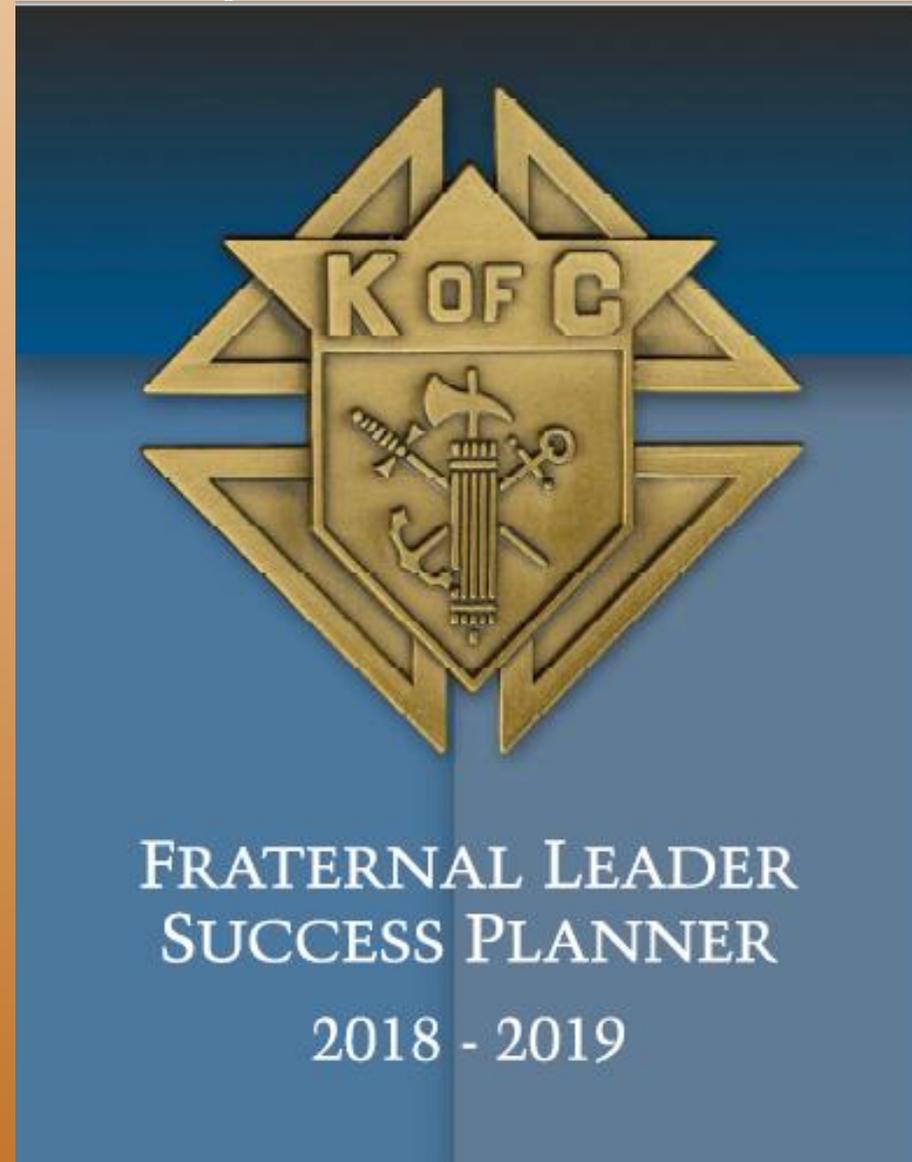
Silver Rose

Mass for People with Special Needs **New**

Pregnancy Center Support **New**

Novena for Life **New**

Vivat Jesus!



Planning for Success

Use the space below to plan your council's programming calendar for the upcoming fraternal year. Be sure to plan and complete enough programs for your council to earn the Columbian Award. For the latest requirements, please see the Columbian Award Application (#SP-7).

JULY 2018

<u>Date</u>	<u>Activity</u>	<u>Program Category</u>

AUGUST 2018

<u>Date</u>	<u>Activity</u>	<u>Program Category</u>

SEPTEMBER 2018

<u>Date</u>	<u>Activity</u>	<u>Program Category</u>

OCTOBER 2018

<u>Date</u>	<u>Activity</u>	<u>Program Category</u>

NOVEMBER 2018

<u>Date</u>	<u>Activity</u>	<u>Program Category</u>

DECEMBER 2018

<u>Date</u>	<u>Activity</u>	<u>Program Category</u>

Membership and Program Planning At-A-Glance

This page provides a guide of when to order, promote, and conduct council activities that have traditionally been held at certain times of the fraternal year. Keep in mind that many programs, such as Food for Families, Family Fully Alive, RSVP, Ultrasound Initiative, and "Into the Breach!" can be promoted and conducted all year. Councils can also partner with these organizations: Special Olympics, Global Wheelchair Mission, Habitat for Humanity. Your council should recruit new members throughout the year and conduct a First Degree on a monthly basis.

Supreme Council Programs	JUL 2018	AUG 2018	SEP 2018	OCT 2018	NOV 2018	DEC 2018	JAN 2019	FEB 2019	MAR 2019	APR 2019	MAY 2019	JUN 2019	JUL 2019	AUG 2019
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MEMBERSHIP:

Orderwide Church Drive														
Orderwide Retention Drive														
Orderwide Charitable Outreach Week														
Orderwide First Degree Week														

PROGRAMS:

Soccer Challenge														
Family Week														
Coats for Kids														
Keep Christ in Christmas Poster Contest														
Free Throw Championship														
Catholic Citizenship Essay Contest														
March for Life/ Walk for Life (US-West)														
March for Life (Philippines)														
March for Life (Canada)														

Key Order material ■ Promote activity ■ Conduct activity ■

Fraternal Training Portal

Arizona > District > Council

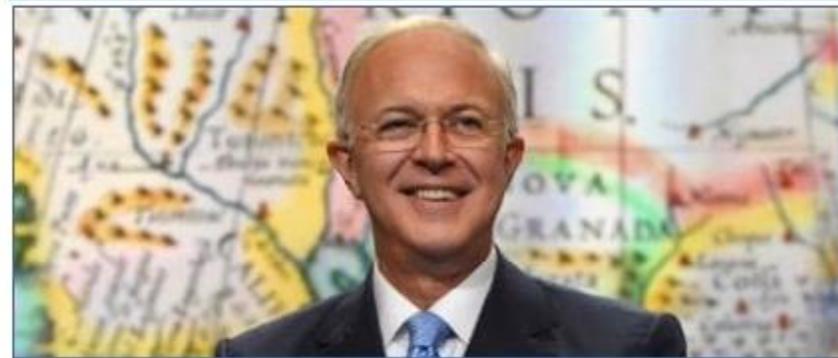
Supporting Applications

- Officers Desk Reference
- Fraternal Training
- Knights Gear
- Supplies Online





Scroll down for more learning content.



Supreme Knight's Message

WELCOME TO THE FRATERNAL TRAINING PORTAL

This Portal is designed to help every Fraternal Leader to become more effective in his role.



History of the K of C



Webinar Archive



Earning the Star Council Award



Charitable Outreach



Fraternal Benefit Nights



Membership Recruitment



Building the Domestic Church



Public Relations



Safe Environment

The screenshot shows the website for the Knights of Columbus. At the top, there is a blue header with the organization's logo and name in multiple languages: "CHEVALIERS DE COLUMBE", "RYCERZE KOLUMBA", "KNIGHTS OF COLUMBUS", and "CABALLEROS DE COLÓN". Below the header is a navigation bar with a hamburger menu icon, the text "Fraternal Leadership and Operation", and a search box labeled "Search Content".

The main content area features a grid of six webinar cards, each titled "Fraternal Mission Webinar". Each card includes a share icon in the top right corner, a main title, a subtitle, and a "Will begin shortly!" notice. Below the notice is a small video player thumbnail. At the bottom of each card, it says "On Demand" and the title of the webinar.

- Card 1:** Title: "Online Membership". Subtitle: "Online Membership Sprin...".
- Card 2:** Title: "Attracting with Fraternal Programs". Subtitle: "Attract with Fraternal Events".
- Card 3:** Title: "Building Mission Through Your Parish". Subtitle: "Building Mission through y...".
- Card 4:** Title: "Keeping Recruitment Personal". Subtitle: "Keeping Recruitment Pers...".
- Card 5:** Title: "Setting the Stage for Success". Subtitle: "Setting the Stage for Succ...".
- Card 6:** Title: "Building the Domestic Church through Council Programs". Subtitle: "State Program Directors ...".

MY LEARNING



District Deputy Training

PENDING REGISTRATION

16-AUG-2017 (317 days past due)



Personal Recruitment Skills Training

PENDING REGISTRATION

30-SEP-2017 (272 days past due)



Council Officer Training

PENDING REGISTRATION

No due date



Deputy Grand Knight

PENDING REGISTRATION

No due date



SUPPORT INFORMATION

Contact the
Fraternal Mission Dept.:
203-752-4270 opt # 3
FraternalTraining@KofC.org

Tentative Webinar Schedule

- **Thursday - July 26 - Council Officer Duties - Quick Start**
- **Tuesday - August 21 - Church Drives that Really Work**
- **Tuesday - September 18 - On Track = On Mission**
- **Tuesday - October 16 - Building Council Image**
- **Tuesday - November 13 - Recruiting Younger Members**
- **Tuesday - December 11 - Retention through Relationships**
- **Thursday - January 4 - Striving for Star Council Builds Momentum**
- **Tuesday - January 29 - Programming Recruitment**

State Theme

FAITH IN ACTION
KNIGHTS SERVING GOD
SERVING THE COMMUNITY

