

# MID-YEAR MEETING OF STATE DEPUTIES

IDEAS FORUM – NOVEMBER 3, 2018

## What's Your Magic Number?

*Three Ceremonial “things” that will positively impact membership growth – now!*

### In Brief:

1. Build it and they will come! Ceremonials are your “field of dreams” for each Knights of Columbus Council. Schedule the degrees first and then you will have the highest opportunity for short and long term success
2. Learn your “Magic Number” for “HOW” your jurisdiction can build successful recruiting outcomes
  - a. “YOUR MAGIC NUMBER” is the average number of candidates attending a First Degree Ceremonial which has been gathered from *Degree Report Forms* (#450) since 2014 (USA) 2015 (Canada) and the actual number of new members
  - b. Determine “YOUR MAGIC NUMBER” for the total number of degrees needed to reach Circle of Honor per month, per council and per district
  - c. Strategize “HOW” to hold your District Deputies accountable
  - d. “PROMOTE” degrees in your jurisdiction
3. Use the *Degree Report Form* (#450) as a “Checks and Balance” for degrees held and the timely processing of a Form 100s, to hold accountable council officers, particularly the Financial Secretary, after a Degree Action.

### Take Action:

State Deputy Management planning is simple promotion, scheduling, and holding all parties accountable so that enough First Degrees are scheduled in each district; for each council; to attain their membership intake quota. Solution: Obtain “firm dates” by District Deputies sooner as opposed to later, and then hold District Deputies and Grand Knights accountable to conduct the degrees and process the Form 100's and track them to the council roster.

1. Appoint a “hold accountable” officer, State Ceremonials Chairman/State Warden/State Membership Director or whoever you choose to hold district deputies accountable for the needed number degrees in each district
2. Require Degree Schedule from District Deputies and publish and communicate results
3. Schedule time for a conference call with District Deputies and your “Hold Accountable Officer” to make certain that you have degree momentum
4. Promote Degrees through available media, newsletters, state wide eCalendars, Web Pages and etc.
5. Challenge councils that have not recruited to rekindle the vision and mission

We will provide an email that will provide step by step degree scheduling to send to district deputies and grand knights.



# Ceremonials Action Plan

To help each council in (*Jurisdiction*) grow it is essential that we put a Ceremonial plan into place. Why? Recruiters recruit when a degree is scheduled, first! So, set down in officer groups and analyze the time from today thru June 30. In (*Jurisdiction*) our Magic Number is (*insert Magic Number*). For your council to remain strong it is necessary to grow year over year. For many years you may have hear that every council needed to have a degree every month, which is a worthwhile goal, let be realistic. With our Magic Number of (*Magic Number*) let's schedule that number of Degrees for the remainder of the fraternal year.

Keep in mind frequent First Degree for the Admission of members is critical. No matter when a degree is scheduled it may not be inconvenient for some candidates, so a council much offer additional opportunities for their Admission, and this is a perfect time to use the First Degree DVD! While one or two degrees per month may be necessary for bigger councils, it can be a stretch for a smaller council. Schedule toward your goal. So here is what needs to be done:

**Grand Knights** – Use the “Magic Number” to schedule enough First Degrees until the end of the year and report your First Degree Calendar to your District Deputy and your State Deputy, State Ceremonials Chairman or whoever your State Deputy has designated to assemble a of First Degree Ceremonials. Immediately following the conducting of a First Degree make sure that the *Membership* (#100) is processed.



**Financial Secretaries** – provide all Membership Document (#100) so candidates are admitted into your council in a timely manner. This means we have to take steps to make sure that no candidate has to wait more than a few days to join your council. Once the degree is held then; make sure all information is correct and readable, all signatures are in place, then, scan the *Membership Document* (#100) and email to [membershiprecords@kofc.org](mailto:membershiprecords@kofc.org). Then, after two business days, check your roster online and make sure that the new member is added to your roster, and that the information is correct. Each *Membership Document* (#100) is sent to the General Agent, but Membership Records.

**District Deputies** – coordinate your schedule and promote degrees with all of your councils and make sure that your State Public Relations Chairman has all of the pertinent details – date, location, time. Submit the *Degree Exemplification Report* (#450) following the degree online. If you were not able to attend the degree, make certain that the Grand Knight or Financial Secretary submit it as soon as possible, and make sure your State Deputy, State Ceremonials Chairman or First Degree Facilitator has a copy. Make sure that your see your new members show up on each council's roster. If not, make sure that the *Membership Document* (#100) was submitted. Ask for a copy.



**State Ceremonials Chairmen or First Degree Facilitator** – facilitate information to publicize and promote degrees throughout your state or province.

**State Deputies** – Keep the pressure on performance, accountability, promotion.