



# Rhode Island State Council Knights of Columbus

## MEMBERSHIP NEWSLETTER

Membership Directors Serving Rhode Island Councils

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### September 2006

#### STATE OFFICER'S

##### State Deputy:

Arthur Sylvester (Mona)

##### State Chaplain:

Fr. Joseph Paquette

##### State Secretary:

Stephen Cioffi (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 4<sup>th</sup> 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

09/22: State Meeting

10/07 - 08: Membership Blitz

### KNIGHTS OF COLUMBUS RECRUITMENT BLITZ

The Knights of Columbus Membership Recruitment Blitz has proven to be a successful method of reaching potential members for all of those councils that have participated in it.

**This year's BLITZ is scheduled for the weekend of October 7 & 8.**

Councils should schedule an Open House for after their BLITZ effort to follow up with their prospects and to inform both them and their families about the Order.

Now is also a great time to schedule a First Degree exemplification in your council to initiate these new members as soon as possible.

### CONGRATULATIONS!

#### **STAR DISTRICT 2005 - 2006:**

❖Rhode Island District One, Michael Dziok, District Deputy for councils 10620, 5700, 73, 12312, 113 and 5702.

#### **STAR COUNCIL 2005 - 2006:**

❖Narragansett Council 21, Maurice J. "Rick" Devine, Grand Knight.

❖Our Lady of Fatima Council 4331, Michael J. Lancelotta, Grand Knight

#### **COLUMBIAN AWARD 2005 - 2006:**

❖Newport Council 256, Stephen J. Sanfillipo, GK

❖Bristol Council 379, Rick Baccus, GK

❖Pascoag Council 383, Richard H. Palleski, GK

❖St. Thomas Council 1472, Robert Chaput, GK

❖Msgr. Blessing Council 5273, Earl Mahar, GK

❖Mary Doran Council 8977, Robert Hunter, GK

❖St. Philip Council 11087, John Segrave-Day, GK

#### **McGivney AWARD 2005 - 2006:**

❖Woonsocket Council 113, Ronald Bernier, GK

### **MCGIVNEY AWARD (continued):**

❖St. Francis Council 2011, Thomas Mulligan, GK

❖Msgr. Blessing Council 5273, Earl Mahar, GK

### **SEPTEMBER: SQUIRES TO KNIGHTS**

Our Order's future lies in the strength and vision that is within the next generation of Knights. That is why every council is being asked to launch a "Youth Recruitment" campaign in local area high schools. Councils are asked to target those young men that are turning eighteen years of age as potential members of the Order. Whether these young men are currently Squires or just young Catholic men looking to be active in their faith, they should all be the focus of every council's recruiting efforts during September.

### **DEGREES & CEREMONIALS**

**1<sup>st</sup> Degree:** Tuesday, September 19 at

Narragansett Council in Westerly. Candidates at 7PM

**2<sup>nd</sup> Degree:** Tuesday, September 19 at Bouffard Council in North Providence. Candidates at 7PM

**3<sup>rd</sup> Degree:** November 9, at Sullivan Council in Central Falls. Candidates at 7:15 PM

**Reminder:** The 1<sup>st</sup> Degree is a Council Degree. Every Council should have a 1<sup>st</sup> Degree Team. Your Financial Secretary has received either new First Degree books, or correspondence from Supreme on how to obtain them. The changes are limited, and are intended to simplify the presentation without detracting from its impact on the candidates.

Please if you plan on bringing any candidates to any degree's please call the host Grand Knight to let them know how many candidates you will be bringing and the number of sponsors that are coming so that they can get an accurate count. This is for two reasons: one is so that they can set the hall up, and the other is to have enough food for a collation.

***"JUST ASK!"***

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September 2006

## MEMBERSHIP NEWSLETTER

### RECRUITING TECHNIQUES TO BUILD ON

#### Step by Step Recruiting Instructions

An indispensable part of any council's recruitment plan is the "How to ... Succeed at Membership Recruitment" booklet (2769). This booklet is a step-by-step manual that lays out the nuts and bolts of membership recruitment. It provides easy to read suggestions for planning and carrying out successful membership recruitment programs. It includes simple instructions on how to:

- ❖ Organize a membership action plan
- ❖ Organize your membership committee
- ❖ Build a prospect list
- ❖ Recruit using the two-on-one-team concept
- ❖ Hold a Church Drive
- ❖ Conduct an Open House
- ❖ Organize an "in-house" Open House
- ❖ Conduct a membership invitation program
- ❖ Recruit former members
- ❖ Promote the insurance program of the Order
- ❖ Use an Admission Committee
- ❖ Schedule and conduct First Degree Exemplifications
- ❖ Recognize council recruiters
- ❖ Order supplies/membership videos
- ❖ Describe the benefits of membership

*It is not necessarily what we do that makes us different, but why we do it!*

### DEVELOP A PROSPECT LIST

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 recruiting efforts is to put together a list of prospects. Here are some ways to add names to your councils list of potential members:

- ❖ Approach local pastors to obtain their parish's rosters.
- ❖ Obtain a listing of former members

### PROSPECT LIST (continued)

from your Financial Secretary or the Supreme Council's Department of Fraternal Services.

- ❖ Order a zip code listing of inactive insurance members in your council from the Supreme Council Department of Fraternal Services. Requests for these listings should be submitted through the State Deputy.
- ❖ Consider active parishioners – ushers, choir members, lector's, etc.
- ❖ Put priests, deacons, and seminarians on your council's prospect list.
- ❖ Include RCIA candidates.
- ❖ List co-workers, neighbors, and friends.
- ❖ Contact local police and fire departments to 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 your 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 council membership director for follow-up. Once the list is completed, divide it up and get to work recruiting.

### 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

### SHINING ARMOR (continued)

representative.

Recruit at least one new member  
Receive Second & Third Degrees (if necessary).

### MEMBERSHIP & DEGREES TIPS

The State Officers offer the following insight regarding Membership & Degrees:

- 1) Follow the process of the Admissions Committee. The committee should be made up of the Deputy Grand Knight, Program Chairman, Membership Chairman, and the Proposer.
- 2) Robes are encouraged to be worn by the presenters.
- 3) Read the Degree if necessary (until it can be memorized). No candidate should have to wait months to take their First Degree.
- 4) Make sure the Form 100 is sent to Supreme after each Degree. Always send a copy to the State Office, and General Agent. Get phone numbers and email addresses if possible.
- 5) Consider waiving the Initiation Fee and first year Annual Dues if the candidate elects to take the New Member Policy. This will assist you in achieving the insurance quota.
- 6) Utilize the Shining Armor Award & Very Important Proposer programs.
- 7) Place the new member on a committee he will find interesting and rewarding.

- 8) Build and maintain a strong Service Programs agenda.
- 9) Show the Experience of a Lifetime video which provides first-hand testimonials regarding membership in the Knights of Columbus.

### NEXT STATE MEETING

The **September 22** meeting is scheduled for 7:30 PM, at **Middletown Council**. *Important information regarding the Membership Blitz will be discussed.*