



KNIGHTLINE

KNIGHTS OF COLUMBUS *In Service to One. In Service to All.*

NEWS FOR KNIGHTS OF COLUMBUS LEADERS ♦ 1 COLUMBUS PLAZA, NEW HAVEN, CT 06510-3326, USA

‘Habemus Papam’

Argentine Cardinal Jorge Mario Bergoglio elected pope, takes name Francis



Pope Francis appears for the first time on the central balcony of St. Peter's Basilica at the Vatican March 13. Cardinal Jorge Mario Bergoglio of Argentina was elected the 266th Roman Catholic pontiff. (CNS photo/Paul Haring)

Supreme Knight Carl Anderson and the 1.8 million members of the Knights of Columbus extend cordial best wishes and prayers to our newly elected pope. The election of Pope Francis — the first pope from the American hemisphere — highlights the fact that America is the continent of baptized Christians and a place of central importance to the

faith today. Pope Francis is well known also for his emphasis on charity — the first principle of the Knights of Columbus. Both in our efforts for evangelization and in our charitable work, we will strive with him to bring the light of Christ to the people of our continent during his historic pontificate.

Charitable and Membership Initiative Held in Honor of Pope Francis

With the historic election of Pope Francis, the Knights of Columbus has a unique opportunity to express our solidarity with the Holy Father by expanding its charitable outreach and growing in membership.

In taking his name from St. Francis of Assisi, “the man of poverty,” and identifying himself so closely with the poor by his public acts and statements, the Holy Father has shown himself to be dedicated to charity. Since the Order’s guiding principle is charity, there is no better way to express the Knights of Columbus’ solidarity with Pope Francis than to build each council in its charitable outreach by serving those in need.

To meet this goal, a Membership and Program Special Incentive in Honor of Pope Francis will be held for the remainder of the 2012-13

fraternal year. During the next three months (April-June), each time a council takes part in a First Degree exemplification that brings at least one member into that council, it is entered into a competition for one of two all-expense-paid trips to Italy — including tours of Rome and Assisi — in early October 2013 for the grand knight and membership director and their wives. In addition, each time a council conducts a hands-on service program to help those in need, it has the opportunity to enter into the second part of the incentive for one of two all-expense-paid October trips to Italy for the grand knight and program director and their wives. To enter an activity, a council should use the form included in the recent mailing

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COATS FOR KIDS

The fifth winter of the Coats for Kids program is behind us, and the program continues to grow in terms of participation by state and local councils as well as the number of families assisted. This past winter, a total of 912 councils — plus the Supreme Council — purchased and donated more than 42,000 coats to needy children throughout North America. And it really was *throughout* North America. Councils from every Canadian province and from all but two states in the United States participated. Since the inception of the program, more than 115,000 coats have been distributed to needy children.

Some highlights of this year's program included the purchase of coats by Florida councils and members for distribution to those most directly impacted by Superstorm Sandy in New York and New Jersey, as well as the Connecticut state council making coats available to students of Sandy Hook Elementary School in Newtown.

To all councils that participated – Well Done! We look forward to the continued growth of this vital program in the years to come.

Check Us Out Online

If you like what you see in this issue of Knightline, then check out the online version and an archive of past issues at kofc.org/newsletters. Also use this link to access online versions of Chaplain's Report, Squires Newsletter and other publications.

Ordering Supplies

To order any of the items mentioned in this newsletter or

listed in the Supply Catalog (#1264), complete a Requisition Form (#1) and send it to: Supply Department, Knights of Columbus, 78 Meadow Street, New Haven, CT 06519. The Supply Department also accepts fax orders at 1-800-266-6340. Only orders that are to be charged to a council, assembly, circle or agency account are accepted. Use the Requisition Form (#1) for fax orders. Include the council, assembly or circle number on all requisitions. Please be sure the return address on the form is written legibly. Do not mail in orders that have been faxed. Send in separate forms for promotional, gift and print orders.

Food for Families

Councils are encouraged to participate in the new Food for Families Reimbursement Program. Retroactive to July 1, 2012 (the first day of the fraternal year), the Supreme Council will refund \$100 for every \$500 or 500 pounds of food that a council contributes to a parish food pantry, community food bank or soup kitchen, up to a maximum refund of \$500 per council, per fraternal year. In addition to the rebate, participating councils will receive an attractive plaque for display in the council meeting place, which will contain space for the addition of engraved plates that indicate the years of council participation in the Food for Families reimbursement program.



Honor Our Founder and Join the Guild



One of the best ways to honor our founder is to join the Father Michael J. McGivney Guild. The guild serves as a source for information about the life, works and spirituality of Father McGivney. The guild distributes informational materials about him, receives reports of favors granted through his intercession and oversees the distribution of relics. Guild members receive regular updates on the progress of the cause for canonization of Father McGivney, who has been declared Venerable by the Vatican, and are invited to participate in promoting devotion to him. Members of the Knights of Columbus are not automatically guild members and must elect to join the guild. The Father Michael J. McGivney Guild Newsletter is published bimonthly except July through August and is sent free to guild members. To join the guild, go to fathermcgivney.org or write to the address below. Requests for information about Father McGivney, materials regarding his cause for canonization and accounts of any favors received through his intercession can be directed to The Father McGivney Guild, 1 Columbus Plaza, New Haven, CT 06510-3326.

Knights of Columbus Donates Book on Contributions of Black Americans to College and University Libraries

In 1924, Jim Crow laws were still enforced in many parts of the United States and the Ku Klux Klan was experiencing resurgence. Martin Luther King Jr. had not yet been born, and the Civil Rights Act would not be enacted for another 40 years. Nonetheless, it was the year in which the Knights of Columbus commissioned and published a landmark history of black Americans: *The Gift of Black Folk: The Negroes in the Making of America*, by civil rights pioneer W.E.B. Du Bois.

As part of its continuing legacy of promoting racial equality and in celebration of Black History Month, the Knights of Columbus sent free copies of Du Bois' book to the libraries of Catholic colleges and universities throughout the United States.

The Gift of Black Folk, which received critical acclaim, presented the contributions of black Americans from the earliest colonial settlements through World War I and the early 1920s. It was recently republished by

the Knights of Columbus. The new edition features an introduction by Carl Anderson, who prior to becoming supreme knight spent nearly a decade working on issues of racial equality as a member of the U.S. Commission on Civil Rights.

"A little more than a hundred years after W.E.B. Du Bois helped co-found the NAACP, the United States can view its civil rights achievements with pride, but we can still do better in building a nation in which we all treat each other as equals," Anderson said. "African-Americans have served on the Supreme Court, in the Cabinet and finally as President of the United States. *The Gift of Black Folk* allows us to more fully appreciate these monumental achievements in greater context. It is our belief that Du Bois' classic work will continue to inform and inspire for many generations to come."

MEMBERSHIP IN THE KNIGHTS OF COLUMBUS is open to men 18 years of age or older who are practical (that is, practicing) Catholics in union with the Holy See. This means that an applicant or member accepts the teaching authority of the Catholic Church on matters of faith and morals, aspires to live in accord with the precepts of the Catholic Church, and is in good standing in the Catholic Church.

Knights March for Life

On Friday, Jan. 25, College Knights were joined at the March for Life in Washington, D.C., by (from left) Supreme Advocate John A. Marrella, Supreme Chaplain Archbishop William E. Lori of Baltimore, Supreme Knight Carl A. Anderson, Supreme Director Thomas M. Wegener and Assistant Supreme Advocate Michael J. O'Connor. Hundreds of thousands of pro-life advocates, mostly young people, braved the cold to participate in the march. Numerous Knights of Columbus councils and some 10,000 K of C "Defend Life" signs were seen among the massive crowd. The event marked the 40th anniversary

of the Jan. 22, 1973, Supreme Court decision that legalized abortion throughout the United States. In addition to the annual march and rally, participants from throughout the United States gathered in Washington for special Masses, conferences and other pro-life events.

Hundreds of thousands of pro-life pilgrims gather on the National Mall at the kick-off rally for the 2013 March for Life.



Crowds make their way from the National Mall to the Supreme Court.



The Gift of Mobility – Knights of Columbus and the Global Wheelchair Mission

The Global Wheelchair Mission is a partnership of the American Wheelchair Mission and the Canadian Wheelchair Foundation, and the official mobility partner of the Knights of Columbus. Since 2003, Knights of Columbus councils have sponsored the delivery of more than 35,000 life-changing wheelchairs to children, teens and adults in Afghanistan, Cuba, Guatemala, Haiti, The Holy Land, Honduras, Mexico, Poland, the Philippines, Rwanda, the United States and Vietnam.

Grand knights in the United States and Canada were recently sent a packet from the Supreme Council containing a brochure and DVD about the program along with the Global Wheelchair Report Form (#10071). Please review these materials with your fellow council officers and program chairmen to see how your council can participate.

Working in conjunction with the Global Wheelchair Mission is one of the Order's featured programs. If a council raises the funds to purchase 100 or more wheelchairs, it will fulfill all four of the programming requirements in the Community Activities category for the Columbian Award.

A council can greatly increase its fundraising potential with this program by asking its entire parish to join the

effort in a "Wheelchair Sunday" parish drive. Likewise, these events have proven to be very effective with helping to recruit new members into the Knights of Columbus. When conducting your program be prepared to ask qualified parishioners to join the council and have Membership Documents (#100) on hand for them to complete.

You can find out more about the American Wheelchair Mission at amwheelchair.org and the Canadian Wheelchair Foundation at cdnwheelchair.ca. Donations can be sent to the Wheelchair Mission in the United States at: American Wheelchair Mission, 2600 E. Seltice Way #A172, Post Falls, ID 83854 and in Canada: Canadian Wheelchair Foundation, P.O. Box 75038, RPO White Rock, Surrey, BC V4A 0B1.

The gift of a wheelchair enables children to go to school for the first time, adults to go to work to provide for their families, and the elderly to get out of a bed to which they may have been confined for many years. Prayers of entire families are being answered with the gift of a wheelchair. Make sure your council is part of answering their prayers and helping bring the gift of mobility to many.



Recruiting New Members

There are many eligible Catholic men, some with growing families, who would benefit from being a member of a Knights of Columbus council. Determining who is a potential prospect has been seen as difficult, and often, more effort has been spent determining “who” to recruit as opposed to “how” to recruit. Take an example of a qualified man with a family; he would benefit from setting an example of living his Catholic faith to his children, and he has the recommendation of his pastor. This man is a potential member. Now, “how” do you recruit him? The question to ask yourself is: “Why should this prospect join?” As the first (and probably most important) step, the recruiter must know *why* he joined. What benefits has membership brought to the recruiter, and how would the prospect benefit from similar experiences? Once the recruiter has a couple of good, solid answers — such as, “In working together with my family at charitable events, I can see my kids growing in awareness of others” or “I share a common goal with my fellow council members in helping others” — he can share his experience first-hand with the prospect. Using questions or statements such as, “Do you want to join?” or “You should join” may be interpreted as too strong, and in the sales world, it’s putting out the closing question before the prospect has shown interest. If the recruiter has shared his own experiences and explained the council’s initiatives and programs, and the prospect has interest, what should the first question be? The most successful recruiters take an active stance: “Belonging to our council gives a man and his family the opportunity to be of service and help to those less fortunate. Could you and any of your family help us out just for an hour at our upcoming program?” Invite the prospect and his family to one of the council’s charitable activities, and let him and his family see firsthand what your council does and what it means to belong to your Knights of Columbus council. Then ask him to join.

How to Recruit Former Members

Former Knights are men who are familiar with the ideals of Columbianism. They left the Order at one time but represent a pool of prospects that councils should not overlook in striving for membership growth.

Appoint a special “Welcome Back Brother” committee that has the specific task of recruiting former members. Past grand knights familiar with circumstances of earlier departures are especially suited.

- Obtain a list of “Former Members” (those who took withdrawals/suspensions) and “Inactive Insurance Members” (those who took withdrawals/suspensions but maintain K of C insurance policies) from the Department of Fraternal Services by calling 203-752-4247 or 203-752-4473. Check with your financial secretary for additional names and most recent addresses.
- Review the list to determine former members known to be residing in the area and eligible for membership.
- Prepare a presentation for former members highlighting changes, new programs/activities/benefits and recent council achievements.
- Order recruitment materials from the Supply Department. Prepare kits of these materials for distribution.

NEW INITIATIVE, FROM PAGE 1

to all grand knights of record. These forms can also be downloaded from www.kofc.org/popefrancis. There is no limit on the number of times a council can enter this incentive. Winners for the two membership spots and the two program spots will be selected after July 1, 2013.

The goal of this program is for each council to raise community awareness about a specific community need and then sponsor a hands-on activity of assistance, in the spirit of St. Francis of Assisi and the new pope. More members mean a greater potential for charitable outreach. For more information, visit www.kofc.org/popefrancis.

Every council is urged to take on the challenge in these next three months to promote and implement the Membership and Program Special Incentive in Honor of Pope Francis and truly make a difference for the good of the parish and community.

Our Numbers Make a Difference

- **70 million** hours of volunteer service
- **\$158 million** in charitable donations
- **418, 841** blood donors
- More than **\$1.4 billion** in charitable contributions in the last 10 years

These are impressive numbers, but when it comes to helping people our work has only just begun. If you haven’t done so already, please complete and submit the Annual Survey of Fraternal Activity (#1728) as soon as possible. Fraternal Survey forms can be found at kofc.org/forms or in the Council Report Forms Booklet (#1436).

- Contact each former member by phone to arrange a personal visit or invite them to a reception for former members.
- If conducting personal visits, tailor presentations to highlight new changes/benefits, etc.
- If planning a “Welcome Back” or former-member reception, use the open house procedures. Be sure to invite your council chaplain and insurance agent to speak at the event.
- Refer to the Grand Knight’s Handbook (#915), Membership Procedures section, for proper procedures when recruiting former members.
- Ask every former member that’s visited or those at the reception to sign a Membership Document (#100) to renew membership.

NOTE: Reactivating inactive insurance members qualifies the council for both membership and insurance additions toward Father McGivney and Founders’ Awards quotas.

NOTE: Reinstatements, readmissions or reapplications qualify the council for membership additions for the Father McGivney Award.

1 New Knight + 1 Experienced Knight = A Great Knight

There's a simple equation for making a new Knight into a great Knight — just add one experienced council member to act as his mentor.

Look at your council's membership and determine which members would make the best mentors. These should be men who are passionate and knowledgeable about the Order, have outgoing personalities and are willing to commit the necessary time to be a mentor. In many cases, the new Knight's proposer can also act as his mentor.

Ask each of your mentors to fill out a Member Interest Survey (#1842). When a prospect signs a Form #100, ask him to complete a Member Interest Survey as well. Then, compare surveys from each group in order to pair prospects with mentor Knights who are the most compatible.

The mentor should be given all the pertinent information on the prospect (name, address, wife's name, ages and names of children, phone

number, email address and a copy of the Member Interest Survey). He should then attend the candidate's First Degree, introduce himself and plan on staying throughout the event. He (and the new member's proposer) should also introduce the new Knight to the council's insurance representative. After the First Degree, the mentor should let the new Knight know when the next council meeting will be and again offer to bring him to the first meeting and introduce him to the other council members.

The mentor should also confirm that the new Knight is added to the council's email list and phone tree and that he is set to receive the council newsletter.

Using the information from the new Knight's Member Interest Survey, the mentor should introduce him to the chairs of activities he might be interested in.

“Father Invites You to Join”

Parish priests are our spiritual leaders, and our Order has always sought to support and share a close relationship with them. As part of your council's recruitment strategy, meet with your pastor about the possibility of conducting a “Father Invites You to Join” membership campaign in your parish.

Here are some steps to follow:

- Get your pastor's approval for a “Father (fill in his name) Invites You to Join” campaign. Also, get his input on the invitation letter to use in the campaign (see sample to right).
- Obtain a head and shoulders photograph of your priest to include on the invitation letter.
- Acquire a parish membership roster.
- Build a team of five or six members from the council. These Knights should be very active in the parish and know many parishioners.
- Set up a meeting and ask each team member to review the parish roster and highlight those men that he knows and would recommend for membership.
- Using the parishioner list, make a new list of prospects. Include the prospect's name, address, phone number, email and wife's name.
- Take the completed list to your priest and ask him to review it and validate each prospect as a practical Catholic. Also, ask him if there are any parishioners he would like to add to the list.
- Schedule an open house and ask your pastor, the recruitment team, council officers, your field agent, other members, and the prospects and their wives to attend.
- Send out the invitation letters (with a list of other Knights in the parish). In a few days, follow up with a phone call to encourage the prospect to attend. If he cannot attend the open house due to another commitment, ask if a member of the council can visit his home.
- Conduct the open house.
- Provide snacks and beverages for the guests.
- Choose a master of ceremonies (such as the field agent, grand knight or membership director).
- Start with an opening prayer.
- After the greeting, the grand knight should explain the purpose of the meeting.
- Make a presentation on the council's activities.
- Have the financial secretary or the treasurer explain the initiation fee and dues structure.
- Talk about the history of the Order.
- The field agent should describe the Order's top-rated insurance program and other fraternal benefits.

- Ask your pastor to invite each prospect to join the Order. For example: “I would consider it a personal favor if each of you would take the time today to sign up to become a member of the Knights of Columbus.”
- Have recruitment team members ready with Membership Documents (#100) and pens to assist prospects in signing up or to answer their questions.
- End the event with a prayer and information on when the next First Degree will be taking place. Have the date, location and directions for this First Degree printed on a flyer that can be given to the newly signed-up prospects.

Sample Invitation Letter

Father (fill in his name)
Invites You to Join the Knights of Columbus

Dear (parishioner's name):

I am recommending you for membership in our honored Order, the Knights of Columbus. I believe that you have all the qualifications to be a good member of this most impressive Catholic family fraternal organization. The Knights of Columbus is the main source of volunteers for our parish.

In the next week or two you will receive a phone call from one of my brother Knights to personally invite you and (wife's name, if appropriate) to an open house. I would consider it a personal favor if both of you would attend the event scheduled for (time and date). The open house will be held at (location, address, and directions if needed).

I am also enclosing a list of all the Knights of Columbus members here at (parish name). Through this list you will see the quality of the men and families that you will be associated with in the Knights of Columbus.

God Bless.

Sincerely Yours,
(Pastor's Name)

Active Councils are Successful Councils

It's a very effective formula: the more active your council is with charitable initiatives in the parish and community, the more people will see and appreciate the good works the Order performs — and in turn, the easier it will be to recruit qualified Catholic men into your council. It's a circular process that benefits the new member, the council, and the parish and community. Below you'll find some examples of the great programs Knights of Columbus are conducting throughout the Order. *Has Your Council Conducted an Outstanding Project Like These?*

If so, we'd like to hear about it. Please send information on your project (including the when, where, what, who, why and how of the

activity) and photos to knightline@kofc.org. If you have any questions about sending in photos, call us at 203-752-4264. In addition, if you think your council has an event or program that is an outstanding example of one of the six "Surge ... with Service" categories — Church, Family, Culture of Life, Youth, Community or Council — let us know. We would like to produce a listing of upcoming events that we can pursue for possible promotion with local media and/or for use as a feature article in one of our publications. Please send a brief description of your upcoming event (one or two sentences describing it, the date, location and contact information) to knightline@kofc.org or call 203-752-4264.

A Roof Over Your Head

Surrounded by the stress of everyday life, it's sometimes easy to overlook the comforts that we do have. A safe and healthy home is a blessing beyond the reach of some, which is why Msgr. J.M. Hanson Council 5038 of Ankeny, Iowa, adopted a project for Iowa's 17th Annual Rebuilding Together Day. Their selection was James, a young man who suffered a brain injury in 1987 that left him disabled. James lives in a two-bedroom, 520 square foot home in Des Moines east side. Prior to the project, it had no insulation, no storm windows and was in general disrepair. For three days, Knights and their families helped to transform the home. During the renovation, it was insulated to make it warm and safe, cleaned, painted and dressed with a new carpet, curtains and linens. However, by the end of the project, it wasn't only James' home that had been polished and repaired by the act of charity. Both James and the project volunteers took inspiration from one another. As the council's Past Grand Knight John Gaspari stated, "Every brush of paint, every wall shored-up, every corner cleaned, every donation given, every prayer sent, our work extended beyond the four walls of a home to impact the health, vibrancy, and faith of James, the community around him, and each of us."



Stocking Food Shelves

In Lino Lakes, Minn., St. Joseph of the Lakes Council 9905 pulled double duty to be charitable this holiday season. In December they held a food drive, volunteering 100 hours to collect over 3,000 lbs. of food that was donated to the local Centennial Food Shelf. They also held their Annual Calendar Sales Raffle, donating over 100 hours of service to raise \$3,500 which was split between the Parish Faith Formation and Council Charities.

Supporting Young Scientists

In Utah, the 17th annual Knights of Columbus Diocesan Science Fair was held Saturday, February 23. Hundreds of 6th, 7th and 8th grade Catholic school students from around the state competed in categories such as physiological, biological, earth, medical/behavioral, environmental and physical sciences as well as engineering and space/aeronautics. The students were judged with their experiments from 9 a.m. until noon, with a secondary round of judging and an awards session following.



Tornado Volunteers

During a Fourth Degree exemplification in Birmingham, Ala., 70 men became members of the Order's Fourth Degree, and Bishop Robert Baker was installed as Faithful Friar. Bishop Baker is shown here with a group of Hispanic Knights who were leaders in the relief efforts following the tornadoes that devastated Alabama in 2011. Since then, this group of Knights has progressed through the degrees of the Order and started a Hispanic Assembly at their parish.

A First for the Squires

The Michigan State Squires became the first Squires Circle to lend support for the purchase of an ultrasound machine through the Knights of Columbus Ultrasound Initiative. The machine was donated on February 16 at the the Blue Water Pregnancy Care Center in Port Huron, Mich., and according to Jennifer Rose, executive director of the Center, the new ultrasound machine will save many more lives. “This new machine will provide clearer images for us, and our mothers will now be able to hear their baby’s heartbeat. Moms will make a stronger connection with their babies by seeing and hearing their baby’s heartbeat. This new machine should now improve our baby save rate by up to 90%.” (L to R)

Rev. Brian Cokonougher, Squires Director Bill Corey, Squire Anton Krause, Director Jennifer Rose, State Squires Director Tom Turek, Chief Squire Dennis Schneider, Squire Aaron Armstead, and Squires Paul and Arnold Bouverette (holding check) stand in front of the new ultrasound machine.



Newtown Knights Serve Their Community in the Wake of Tragedy

In the days and weeks following the tragic shootings at Sandy Hook Elementary School in Newtown, Conn., members of area Council 185 brought service and comfort to their fellow community members. Along with sponsoring a prayer program that gathered more than three million prayers



worldwide for the victims and the community, more than 250 council members and Knights from the surrounding areas assisted at eight funerals of the children by acting as ushers at funeral Masses and wakes; preparing the church before and after each funeral; escorting funeral guests from parking lots to the church with umbrellas during rain; directing cars in parking lots; acting as escorts and security at the cemetery; preparing the council hall as a rest area for parishioners, police and firefighters; setting up the hall for post funeral receptions; and helping with the sorting, and moving of donations received at the parish. Along with this work, the council also simultaneously conducted its annual Christmas toy program. Grand Knight Tim Haas said that Carolyn Previdi, one of the shooting victims, would regularly donate the contents of her piggy bank to the

drive. “Every year Carolyn would donate her annual piggy bank savings to the Toy Closet, in order to help those children she knew would want something special for Christmas,” Haas said. “Carolyn did this of her own free will, and her generosity touched innumerable hearts at St Rose, and now across the

nation. The loss of all the children presented an acute pain for all of us. Prior to our tragedy, there were very few toys, and we wondered how we would satisfy the demand. That problem has now been permanently resolved, as funds donated in memory of Carolyn exceed \$50,000 in a special fund we have reserved for that purpose. The toys were distributed in a quiet event we hold each year, where less fortunate families in the area are invited to shop for toys for their families. Several parents left that evening with bags full of toys to bring home to their children in time for Christmas. The remaining toys are donated to local social service organizations, and most especially to Sr. Theresa in Bridgeport and the Missionaries of Charity, also in Bridgeport.”

Help New Members Shine!

This is also a good time to talk about the “Shining Armor Award,” which gets new members active in the many facets of the Knights of Columbus as early as possible. To qualify, during their first year of membership new Knights must be involved in at least three council service programs; attend at least three council business meetings, receive their Second and Third degrees, meet with their council’s insurance representative and recruit at least one new member.

At every meeting and event during the Knight’s first year, the mentor should touch base by either calling or emailing him about upcoming events.

The mentor should encourage the new Knight to attain the higher

degrees and make time to attend these events with him. At the end of his first year of membership, the mentor should encourage the new Knight (if he has already received his Second and Third degrees) to take the Fourth Degree. At the council meeting closest to the one-year anniversary of the new Knight’s membership, the council should recognize the mentor with a certificate of honor/appreciation for guiding the new member.

Councils can order materials for this program through the Supreme Council Supply Department by using a Requisition Form (#1). Qualification Cards (#4292) available at no charge. Certificates of Recognition (#4293) available for 25 cents each. “Shining Armor” Lapel Pins (#1700) available for \$3 each.



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1 Columbus Plaza, New Haven, CT 06510-3326



Knights of Columbus Insurance: Your Shield for Life.

*Explore the Career
of a Field Agent Online*

Thomas P. Smith Jr.
Chief Insurance Officer



Have you visited kofc.org lately? As council leaders, I assume you visit the Officers page pretty regularly to view reports, rosters and support materials. I encourage you to take some time to explore the website and return often as new materials, announcements and photos are updated weekly

One area that I especially recommend relates to career opportunities. The Become an Agent link is located on the right side of the homepage. Look for it above the Shield for Life logo. Clicking this link will bring you and other visitors to a section dedicated to explaining the career of a field agent to those who may be interested.

After an introduction from Steven Fedewa, our vice president of manpower growth and development, you can view videos of current field agents discussing their career decision.

These agents, who hail from across the United States and Canada, have been incredibly successful in their chosen career. In their interviews, these men mention their membership in elite groups such as the Supreme Knight's Club and the Million Dollar Round Table (MDRT) — honors reserved for agents who go above and beyond normal service to members and their families.

It's not surprising that a few common themes run through these unscripted interviews. As an agent, you serve the financial needs of your members while providing financial stability for your own family. You put plans into place that will last a lifetime and beyond. You are an entrepreneur backed by the largest Catholic fraternal organization in the world — an organization that time and time again has been recognized by outside ratings agencies for our strength, stability and ethical standards of

service. These men are dedicated to those high standards and enjoy the rewards that come with it. But don't take my word for it. Visit the website and hear them in their own words.

If, after watching these videos, you find yourself pondering more seriously a career with us as an agent, or if you know someone in your council or community who may be interested, I encourage you to explore the career more deeply. Make no mistake, a career as a professional, full-time agent is not for everyone. But for those who are right for it, there is no greater opportunity than this career of a lifetime. If you think this might be the career for you, please send an e-mail to Steven Fedewa (steven.fedewa@kofc.org) and he will put you in touch with a manager in your area. Or, if you think it might be a career for someone you know, direct him to the site. You might be changing his life and the lives of countless others he'll help for years to come.