2018-19 Membership Message #4

**Fraternity Includes Retention**

Worthy Brothers,

Think about your own family. Would you ever consider kicking your mother, father, sister, or brother out of your family?

The most common reason that our K of C Brothers are kicked out is about money. Keep in mind that we are a FRATERNITY (that is Brotherhood) and we are based on CHARITY (offering service and money when needed).

FRATERNITY - Before we suspend a Brother because he failed to pay his dues we need to act like a family and make personal contact with our Brother. If we do not meet with him face-to-face (or at least by phone) we cannot call ourselves Brothers! We need to find out his situation: what is happening in his life right now, why is he not active in the Council, what was his motivation for joining the Order in the first place and does he still have that feeling?

A well-run Retention Team should use the attached “Worthy Shepherd’s Caller Script” to assess each Brother’s situation. We need to keep in constant contact with all of our Brothers – three or four times each year – every single Brother should be contacted. Our Brothers need to feel that they are tied to the Order almost as strongly as they are tied to their family members.

CHARITY – Part of the “Caller Script” includes determining if our Brother or his family has need of support. By contacting each Brother multiple times each year, we may discover that the Brother or his family may be experiencing financial setbacks. If this is the case, Charity Begins At Home! We need to waive his dues and find other ways to support him. Be sure to ask, when contacting a “Lost Brother” if he or his family is in need of prayer. Bring any prayer requests back to the Council. Believe in and utilize the power of prayer.

Those Councils that are in constant contact with each of their Brothers are showing a true “Intent to Retain.”

Please Brothers, let us make this the standard procedure for all Councils in California. Let us talk to each and every Brother quarterly (3-4 times each year). Let him feel the Brotherhood so he knows that ours is the Order that knows him and his family and cares.

Brothers who feel connected to the Knights of Columbus will gladly pay their dues, if they can, because they feel they are a part of a real Brotherhood.

Yours in Service,

Michael Brault, California State Membership Director

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***"Change a Life, Recruit a New Knight!"***