



# District Deputy Orientation- Membership

**EDWARD DANTES** (CALIFORNIA STATE MEMBERSHIP DIRECTOR 2023-2024)

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# KNOW YOUR WHY?



# MISSION STATEMENT



- ▶ **“Everything I do stems from the intent of bringing glory to God and planting seeds of faith in others;**
- ▶ **How I do both is through my passion for directing parish-based catechesis and promoting God’s central place within the church of the home;**
- ▶ **I just so happen to be a brother in the Knights of Columbus; AND**
- ▶ **I’ve found it to be the best vehicle where I put my faith into action.”**
- ▶ **Wanna join?**



# CIRCLE OF HONOR REQUIREMENTS

**INTAKE GOAL – 4050  
New Members**

**PINNACLE – 4860  
New Members**

**STAR COUNCILS - 102**

**HOLY HOURS - 3**



## INTAKE GOAL (Where will our new members come from?)

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- **INSURANCE AND FINANCIAL PROTECTION**
- **NEW COUNCIL DEVELOPMENT \***
- **HISPANIC AND VIETNAMESE NCD**
- **UNIFORMED OFFICERS RECRUITMENT**
- **CATHOLIC HIGH SCHOOLS AND COLLEGES**
- **EASTERN CATHOLIC CHURCHES**
- **RCIA AND FAITH FORMATION PROGRAMS**
- **PARISH STAFF AND VOLUNTEERS**



# NEW COUNCIL DEVELOPMENT

- 1. EACH CHAPTER IDENTIFY AT LEAST 5 PARISHES WITHOUT A COUNCIL/ROUNDTABLE THAT HAS AT LEAST 800 FAMILIES**
- 2. CP'S AND DD'S TO REVIEW LIST OF PRIESTS WHO HAVE TRANSFERRED PARISHES SINCE JULY 1. IF A PRIEST (ALREADY A KNIGHT) IS IN A PARISH WITH NO ROUNDTABLE OR COUNCIL, INVITE YOUR FIA AND HAVE THE CONVERSATION WITH HIM.**
- 3. ENGLISH/HISPANIC/VIETNAMESE COUNCILS AND ROUNDTABLES**
- 4. EASTERN RITE COUNCILS/ROUNDTABLES**





## CULTURAL OUTREACH AND DEVELOPMENT (HISPANIC AND VIETNAMESE COUNCILS/ROUNDTABLES)

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- CHECK TO SEE IF PARISHES WITHIN YOUR DISTRICT SAY MASSES IN A DIFFERENT LANGUAGE, ESPECIALLY HISPANIC AND VIETNAMESE.
- IT IS RECOMMENDED TO HOLD OPEN HOUSES, INFORMATION SESSIONS, AND EXEMPLIFICATIONS.
- IN PARISHES WHERE THERE IS ALREADY A KNIGHTS OF COLUMBUS COUNCIL, ONE WAY TO REACH OUT TO THESE CULTURAL COMMUNITIES OF WORSHIP IS BY FORMING AN ETHNIC ROUND TABLE. THERE ARE ROUND TABLE KITS AVAILABLE IN SPANISH AND OTHER LANGUAGES CONTAINING ALL THE MATERIALS NECESSARY TO START A ROUND TABLE.
- ALWAYS INCLUDE YOUR FIELD AGENT IN YOUR RECRUITMENT EFFORTS.
- HISPANIC MEMBERSHIP DIRECTOR – JUAN TORRES
- VIETNAMESE OUTREACH AND DEVELOPMENT CHAIRMAN – KEN NGUYEN



## HOW DO WE RECRUIT?

- **LEAD COMMUNITY ROSARIES AND HOLY HOURS**
- **FAMILY REFERRALS (TALK TO WIVES AND MOTHERS ESPECIALLY)**
- **ASK PASTOR/CLERGY FOR REFERRALS AND RECOMMENDATIONS**
- **FRATERNAL BENEFITS NIGHTS (GET YOUR FIELD AGENTS INVOLVED!)**
- **CATHOLIC MEN'S CONFERENCES**
- **DELTA CHURCH DRIVES**
- **PARISH FESTIVALS (TABLING)**
- **PERSON-TO-PERSON ENCOUNTER**
- **KNOW YOUR 45-SECOND ELEVATOR SPEECH**





# DELTA CHURCH DRIVES

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1. **APPROACH FATHER WITH YOUR FIELD AGENT AND SCHEDULE DELTA CHURCH DRIVE.**
2. **PLAN A 4 WEEK CAMPAIGN – 3 WEEKS OF CONSECUTIVE PULPIT AND BULLETIN ANNOUNCEMENTS FOLLOWED BY THE ACTUAL DRIVE.**
3. **ORDER CHURCH DRIVE KITS**
4. **SCHEDULE CUF DEGREE AT NO MORE THAN TWO DAYS FOLLOWING THE DELTA CHURCH DRIVE.**
5. **HAVE COLOR CORP PRESENT FOR MASS**
6. **ENCOURAGE THE PRIEST TO SPEAK ABOUT THE KNIGHTS IN HIS HOMILY OR ANNOUNCEMENTS**
7. **FORM AMBASSADOR TEAMS AND HAVE BROTHER KNIGHTS AT EVERY ENTRANCE OF CHURCH DURING MASS WITH KOFC MATERIALS.**
8. **INCLUDE WIVES AND CHILDREN AT YOUR DRIVE.**



## MEMBERSHIP RETENTION

- **GET EVERYONE TO THE FOURTH DEGREE!!!**
- **FEWER THAN 20% OF ALL MEMBERS ARE 4TH DEGREE SIR KNIGHTS!**
- **CONVERSIONS FROM ONLINE TO COUNCIL STATUS**



## ONLINE MEMBERSHIP (PART 1)

1. An online member is still a member, even if you didn't recruit him. Chances are he's been an active parishioner at your parish already. DO NOT reject him. Refer back to the Membership Team on how to proceed.
2. Online membership doesn't skip the vetting process of the admissions committee; you will learn about this new Knight by talking to him and inviting him to events.
3. If he isn't a Catholic, or isn't a practical Catholic for whatever reason, you will find that out via #2 above. Reject him afterwards in MM. (Eligibility Concerns)
4. If you recruit a man and send him to [kofc.org/joinus](https://kofc.org/joinus), please have him list the council number, or the parish at a minimum. That makes the assignment process much easier.



## ONLINE MEMBERSHIP (PART 2)

5. If you get an email notification from [online.membership@californiaknights.org](mailto:online.membership@californiaknights.org) that lists a parish or council outside his home city, he specifically requested it. Everything below the banner comes from Supreme and his registration. What comes above the banner is from the state.
6. Military personnel should use their local California address, not their parents' address in their home state as we will not get the notification.
7. If the notification did not get to the current GK/FS, it is because the state did not receive Form 185 (no need to keep resending it). Please forward the email to the current officers and inform Tom Davis, our online membership coordinator.
8. Please inform Tom Davis of any new NCD or new council in your district.



# ENGAGEMENT TEAMS

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- **MEET TO DISCUSS NEW STRATEGIES TO ENGAGE COUNCILS THAT HAVE NOT RECRUITED A SINGLE MEMBER IN THE PAST THREE YEARS**
- **PICK A CHAPTER WITHIN YOUR RESPECTIVE TEAM TO PARTNER UP WITH AND USE EACH OTHER AS AN ACCOUNTABILITY PARTNER**
- **CURRENT TEAMS**
  - **TEAM 1 (NORTHERN, OAKLAND, AND SAN JOAQUIN)**
  - **TEAM 2 (SAN JOSE, ST. FRANCIS, AND JUNIPERO SERRA)**
  - **TEAM 3 (CENTRAL, KERN-INYO, AND LOS PADRES)**
  - **TEAM 4 (MISSION HIGH DESERT, SOUTHERN CAL, AND ORANGE COUNTY)**
  - **TEAM 5 (SAN GABRIEL VALLEY, ADVG, AND SAN DIEGO)**
  - **TEAM 6 - REDWOOD**



# STAR COUNCILS

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- **SURPASS COUNCIL MEMBERSHIP QUOTA**
- **IN ORDER TO ACHIEVE THE STAR COUNCIL AWARD, A COUNCIL MUST EARN THE FATHER MCGIVNEY, FOUNDERS', AND COLUMBIAN AWARDS. ADDITIONALLY, THE COUNCIL MUST SUBMIT BOTH THE ANNUAL SURVEY OF FRATERNAL ACTIVITY (#1728) AND SERVICE PROGRAM PERSONNEL REPORT (#365). BE FULLY COMPLIANT WITH APPLICABLE SAFE ENVIRONMENT REQUIREMENTS.**





California State Council, Knights of Columbus  
Star Tracker, Fraternal Year 2022-2023

Council Report	Council Status	Language	District	District Deputy	Council City	Members (per 6/7)	Member Quota (Members Award)	Gain	Loss	Net	New Member %	Fraternal Benefit Night Due 6:00	Program Report Due 6:15	Annual Survey of Fraternal Activity Due 6:30	Columbian Award Due 6:00	U.S. Bicentennial Presentation 7/4/2022	Officers Chosen Report Due 6:15	Semiannual Council Audit Current on Reporting due 6:15	
																			# Required For Each Council
615/2023																			
2244	A	E	1	Joseph A. Marvotto	Red Bluff	43	5	0	0	0	0.0%	0							
2454	A	E	1	Joseph A. Marvotto	Travis	58	5	1	0	1	20.0%	0	X	X					
2208	A	E	1	Joseph A. Marvotto	Heald	81	5	1	0	1	20.0%	0	X	X					
3078	A	E	1	Joseph A. Marvotto	Reading	186	11	11	0	11	100.0%	2	X	X					
7260	A	E	1	Joseph A. Marvotto	Anderson	63	5	2	0	2	40.0%	0	X	X					
1137	A	E	2	David M. Abbott	Chico	108	0	5	0	5	83.3%	0	X	X					
4180	A	E	2	David M. Abbott	Beaumont	39	5	0	0	0	0.0%	0	X	X					
7773	A	E	2	David M. Abbott	Paradise	61	5	8	0	5	100.0%	0	X	X					
9191	A	E	2	David M. Abbott	Conroy	61	5	1	0	1	20.0%	0	X	X					
11903	A	E	2	David M. Abbott	Chico	116	7	1	0	1	14.3%	0	X	X					
2054	A	E	3	Robert J. Miller	Willits	123	7	0	0	3	42.9%	0	X	X					
2603	A	E	3	Robert J. Miller	Shasta	107	6	5	0	5	83.3%	0	X	X					
3003	E	3		Robert J. Miller	Orland	135	8	0	0	0	0.0%	0	X	X					
12021	A	E	3	Robert J. Miller	Grimes	99	0	4	0	4	80.0%	0	X	X					
1880	A	E	4	Charles A. Bate	Marysville	121	7	2	0	2	28.9%	0	X	X					
1873	A	E	4	Charles A. Bate	Sierra Valley	169	10	5	0	5	50.0%	0	X	X					
2143	A	E	4	Charles A. Bate	Colusa	101	5	1	0	1	20.0%	0	X	X					
3078	A	E	4	Charles A. Bate	Yuba City	133	8	0	0	0	0.0%	0	X	X					
14112	A	E	4	Charles A. Bate	Abbeville	30	5	2	0	2	40.0%	0	X	X					
8148	A	E	5	Paul Lopez	Batum	274	15	5	0	5	33.3%	0	X	X					
3002	A	E	5	Paul Lopez	Luzern	203	14	1	0	1	7.1%	0	X	X					
10173	A	E	5	Paul Lopez	Corita	65	5	0	0	0	0.0%	0	X	X					
18916	A	E	5	Paul Lopez	Chico State	103	5	5	0	5	85.8%	0	X	X					
4140	A	E	5	Nicholas C. Suarez Jr.	Wasco	207	15	4	0	4	25.7%	0	X	X					
4904	A	E	5	Nicholas C. Suarez Jr.	Clara Heights	200	11	0	0	0	0.0%	0	X	X					
4901	A	E	5	Nicholas C. Suarez Jr.	Redding	201	5	1	0	1	20.0%	0	X	X					
12887	A	E	5	Nicholas C. Suarez Jr.	Wasco	289	15	20	0	20	133.3%	2	X	X					
3022	A	E	7	William F. Wagner Jr.	Marcho Cordova	127	7	0	0	0	0.0%	2	X	X					
6068	A	E	7	William F. Wagner Jr.	Par City	202	12	12	0	12	100.0%	2	X	X					
6107	A	E	7	William F. Wagner Jr.	Folsom	218	12	11	0	11	91.5%	2	X	X					
13872	A	E	7	William F. Wagner Jr.	Orangevale	118	7	7	0	7	100.0%	2	X	X					
16076	A	E	7	William F. Wagner Jr.	Marcho Cordova	81	0	20	0	20	0.0%	2	X	X					
1849	A	E	8	Steven A. Morris	Butler Creek	65	5	2	0	2	40.0%	0	X	X					
6502	A	E	8	Steven A. Morris	Placerville	127	8	7	0	7	87.5%	0	X	X					
16911	A	E	8	Steven A. Morris	South Lake Tahoe	63	5	4	0	4	63.3%	0	X	X					
12284	A	E	8	Steven A. Morris	El Dorado Hills	149	8	7	0	7	87.5%	0	X	X					
16715	A	E	8	Steven A. Morris	Georgetown	29	5	0	0	0	0.0%	0	X	X					
4876	A	E	9	Christopher J. Omelas	Campanile	188	11	1	0	1	5.1%	0	X	X					
8424	E	9		Christopher J. Omelas	Sacramento	41	5	0	0	0	0.0%	0	X	X					
11724	A	E	9	Christopher J. Omelas	Sacramento	59	5	0	0	0	0.0%	0	X	X					
13023	E	9		Christopher J. Omelas	Sacramento	72	5	0	0	0	0.0%	0	X	X					
15693	A	E	9	Christopher J. Omelas	Sacramento	62	5	1	0	1	20.0%	0	X	X					
17003	A	E	9	Christopher J. Omelas	Down	20	5	0	0	0	0.0%	0	X	X					
301	A	E	10	Michael J. Amador Sr.	Sacramento	262	15	15	0	15	100.0%	2	X	X					
3688	A	E	10	Michael J. Amador Sr.	North Sacramento	112	6	0	0	0	0.0%	2	X	X					
4843	A	E	10	Michael J. Amador Sr.	Sacramento	207	12	4	0	4	23.3%	2	X	X					
16419	A	E	10	Michael J. Amador Sr.	Sacramento	61	5	2	0	2	40.0%	0	X	X					
17048	A	E	10	Michael J. Amador Sr.	Sacramento	40	5	0	0	0	0.0%	1	X	X					
8802	A	E	11	G. Richard Dawit	Sacramento	120	6	2	0	2	25.0%	0	X	X					
7041	A	E	11	G. Richard Dawit	Elk Grove	208	11	0	0	0	0.0%	0	X	X					
15589	A	E	11	G. Richard Dawit	Elk Grove	101	6	4	0	4	66.7%	0	X	X					

# STAR TRACKER

# MEMBERSHIP RECRUITMENT TOOLS



**Knights of Columbus Member Benefits**  
 Aside from the numerous personal rewards that come from being a Knight, here is a list of the many substantial rewards for you and your family.

**KNIGHTS OF COLUMBUS**

**Columbus Magazine** — Free subscription to the Order's excellent magazine containing news of events in Knights, Catholics and families.

**Knights of Columbus membership** — Blessed by the supreme papal pontiff during the Adornment Degree to each new member.

**Early Mass of Remembrance in the Mary's Church** — Mass for deceased members and their wives at the Cathedral of the Order.

**Insurance** — Access to a portfolio of top quality life insurance, long-term care insurance, disability income insurance and annuity products exclusive to members, their spouses and their dependent children.

**Family Financial Benefit** — For eligible families: a) pays \$1,200 for the child who dies before the age of 18 years; b) pays \$750 for the child who is stillborn or born still; c) offers guaranteed issue insurance — up to \$1,000 — to any child under age 18.

**Orphan Benefit** — \$50 monthly allowance for orphans of eligible families up to \$7,000 in college scholarships available.

**Member Spouse Financial Benefit** — Accidental death coverage for member and spouse at no cost.

**Widow Benefit** — A widow can be covered under the Member Spouse Financial Benefit. If your spouse has life insurance, long-term care insurance or annuities up to one year after funeral expenses to death; a) receives other lifetime stipends to Columbus; b) eligible with her children for scholarships, student loans, etc.

**Scholarship** — Scholarship programs for higher education available to members, their spouses and children.

**Leadership Development** — Opportunity to build personal leadership skills, public speaking skills, organizational skills, etc.

**Parish Degree** — Eligibility to join the Paragon Degree.

**Honorary Life Membership** — At age 75 with 25 years of membership.

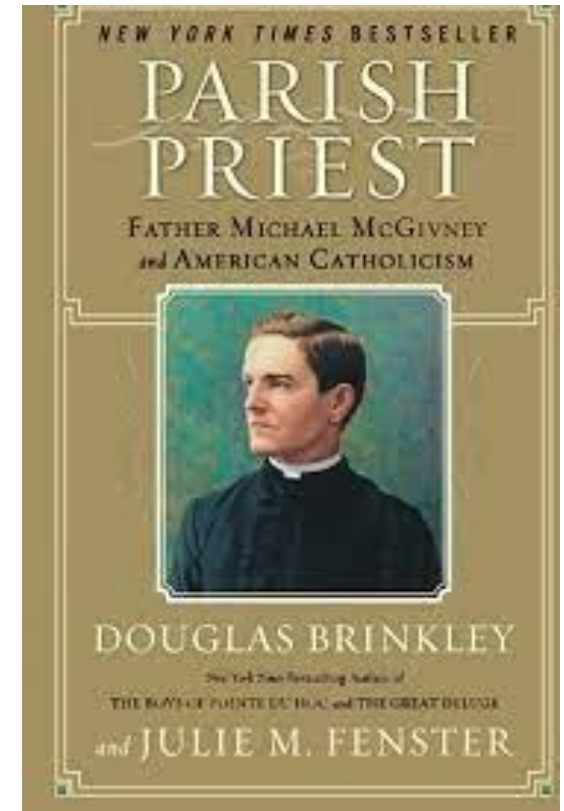
**Workshop Card** — Invites participation to all Catholic, financial and social activities to member's council and also in over 14,000 councils throughout the world.

**Activities** — Participation in a variety of programs and services conducted by your council.

Form 2773



"Building the Domestic Church Kiosk"



Parish Priest



# MEMBERSHIP INCENTIVES



- **COUNCILS WHO ACHIEVE 500% BY APRIL 1 WILL RECEIVE A BBQ GRILL OR A KOFC CANOPY (YOUR CHOICE)**
- **COUNCILS WHO ACHIEVE 100% OF THEIR QUOTA BY OCTOBER 31 WILL RECEIVE A KOFC KIOSK**
- **COUNCILS WILL NEED TO SIGN UP AND COMMIT TO AIMING FOR THE INCENTIVES OFFERED BY AUGUST 15**
- **INDIVIDUAL MEMBERS WHO RECRUIT 5 MEMBERS FROM JULY 1 THROUGH OCTOBER 31 WILL RECEIVE AN EMBROIDERED BALL CAP WITH CERTIFICATE OF ACHIEVEMENT AND AN ADDITIONAL 5 (FOR A TOTAL OF 10 FOR THE YEAR) NOVEMBER 1 THROUGH APRIL 1, RESPECTIVELY, WILL RECEIVE A KOFC JACKET WITH CERTIFICATE OF ACHIEVEMENT. THE JACKET CAN BE EARNED AT ANY TIME BEFORE APRIL 1 AS LONG AS THE 10 RECRUITS ARE CONFIRMED.**



# VIVAT JESUS!

