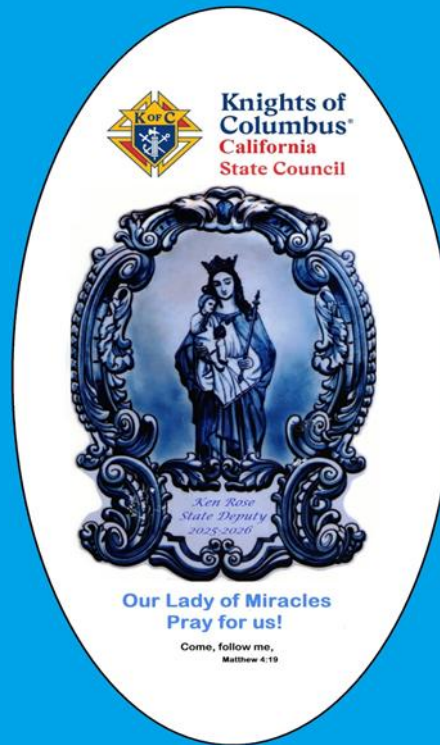
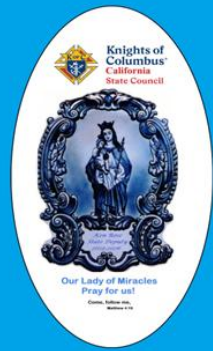


California State Council 2025-2026



Membership Message
“Let’s Play Ball”

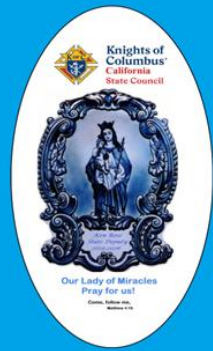
Membership Team (Coaches & GMs)



- Director: Tom Davis Star Council: State Warden
- Assistant Director: Polly Camana
- Online Membership: Michael Brault
- Engagement Team Coordinator: Larry Dietz
- Hispanic Development: Juan Torres
- Polly Camara - Rejects / Unassigned
- Epi Ingo - Updating Parish List, Parish/Council/RT assignments
- Eastern Rite Outreach: Kamal Alsawaf
- Young Men's Council: Pat Murach

Our Lady of Miracles pray for us!

Membership Team (Captains)



- Assistant State Membership Chairmen

- North: Bill Wagner
- St. Francis: Brian Marston
- Oakland: Romy Cabrera
- J. Serra: Richard Sanchez
- Kern-Inyo: Dan Duarte
- Mssn High: Steve Ramirez
- SoCal: Polly Camana
- Orange: Jeff Rice

Redwood: Henry Tobias

San Jose: Toby Laufer

San Joaquin: David Roberts

Central: Frank Galvan

Los Padres: Basilico Yzaguirre

San Gabriel: Tony Cartegena

Arrowhead: Andrew Gonzalez

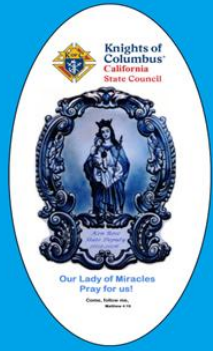
San Diego: Tom Davis

- Base Coaches (Assistant Online Membership Coordinators)

- TBD - *Welcoming Committee*

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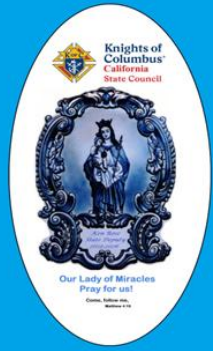
Membership- Playing Ball



- Membership is an entire season with well executed complete games
 - Pre-Season Draft
 - Spring Training
 - All-Star Break and Home-Run Derby
 - Hits- Singles, Doubles, Triples, Homeruns
 - Baserunning
 - Minor League Farm System
 - Disabled List
 - Membership Fundamentals

Our Lady of Miracles pray for us!

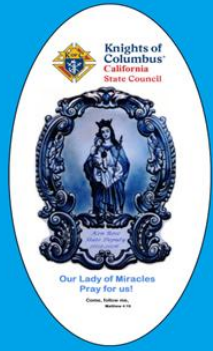
2025-2026 Membership Message



- Pre-Season Draft
 - DD Orientation
 - Councils and Chapters ID Top Recruiters
 - Plan or Schedule Membership Drives / CUFs
 - Set your goal beyond your quota
 - Draft your Padre for help, don't Dodge your responsibilities
 - Review and Re-attack Prospect List
- Spring Training
 - ID NCD Prospects, Suspended & Zero Growth Councils
 - Review Fishers of Men, Membership Training Webinar
 - 30 Second Elevator Speeches
 - Weekly Bulletin Notices "Did you know?"

Our Lady of Miracles pray for us!

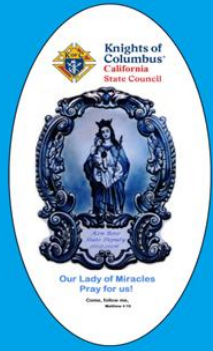
2025-2026 Membership Message



- Home-Run Derby and All-Star Break
 - Early is Easy
 - Delta Drives / Membership Drives – Home Runs
 - Fill quota
- Get your hits
 - Singles- Individual Recruiting
 - Doubles- Husbands & Wives- Fathers & Sons, Recruiting 2
 - Triples- All Masses, Half your quota in a weekend
 - Homers- Quota busters
 - Grand Slam- NCD Drives
 - Baserunning- CUF Degrees, Calling Prospects
- Playoffs:
 - October & January Reductions
 - 75% Membership by March is the Pennant Race
 - COH is the World Series / Beating Texas
 - Pinnacle is a 4 game sweep during the World Series

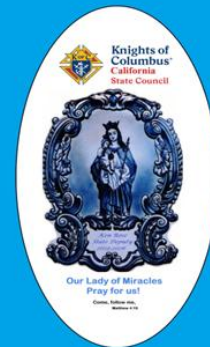
Our Lady of Miracles pray for us!

2025-2026 Membership Message



- Everybody Plays
 - DD is the Ownership Group GK is the Coach
 - Top Recruiters, Booth manning, Prayer Card Distributors
 - Wives can be your MVPs / Closers
 - Disabled List- Get those zero growth councils moving
- Team Effort
 - The McGivney Award needs everyone to do their part
 - Go to the bullpen: Pastor/Chapter Leadership / State Team
 - State Membership Team- Every Chapter has reps
 - Win the division by the All-Star Break, or grind it out all season with good hitting, base-running, fundamentals
 - Golden Gloves- Men who recruit 3 or more

Our Lady of Miracles pray for us!



Goals & Strategies

- 100 new Knights a week across California
- That's 10 per week per chapter- *Easy goal*
- Early is easy – *and so very important*
 - Get your quota by New Years, reach goal by April 1st
 - Supreme will reduce quotas 2x
 - **Pinnacle** was achievable last June if reductions reached
- Assistant Online Membership Coordinators are VITAL
 - Prospect to Council Member Conversion Rate can improve
 - Welcome calls, encourage transfers, pass POC info
- NCDs / Spanish RTs are the PEDs of Membership, but they need training too
- Incentives? The best one is growing the order

Our Lady of Miracles pray for us!

Financial Incentive



Fishers of Men: Extend the Invitation

A Membership Growth Competition for Councils

July 1 – October 31, 2025

(Insurance Jurisdictions Only)

By Total Gains (min. 100% of Quota)

- **1st Place** (1 per territory) – \$2,000 + a film crew at event *(see details below)*
- **2nd Place** (1 per territory) – \$1,000
- **3rd Place** (1 per territory) – \$750

By Percentage of Quota (min. 100% of Quota)

- **1st Place** (1 per territory) – \$2,000
- **2nd Place** (1 per territory) – \$1,000
- **3rd Place** (1 per territory) – \$750
- **4th - 25th Place** (22 per territory) – \$250

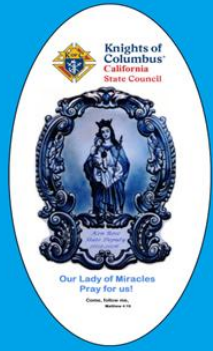
Rules and Criteria

The United States and Canada are split into five territories as shown below. The **top three recruiting councils by total membership gains** and the **top 25 recruiting councils by percentage of quota** in each territory will receive money from the Supreme Council Home Office to use toward holding a council/parish event during the 2025-2026 fraternal year.

Councils must meet a minimum of 100% of their 2025-2026 fraternal year membership quota between July 1 – October 31, 2025, to earn the award. Refer to the breakdown of payouts above and the criteria for hosting your event below.

A council can potentially earn the award in both categories, thereby receiving more money for their event.

Why COH and Pinnacle Matter



- Membership Quotas are the bare minimum
 - Losses
 - Inactive
 - Silent Knights

Won't all become active Knights
Won't fill council with leaders
Need new men to grow the order
- DDs need to convey the intangibles:
 - Strength of the Order
 - More men to serve those in need
 - Stronger, more vibrant councils
 - Protecting more families, saving more babies
 - Quota isn't just a number- it's about the number of people we serve, food we distribute, lives we save and change

Our Lady of Miracles pray for us!