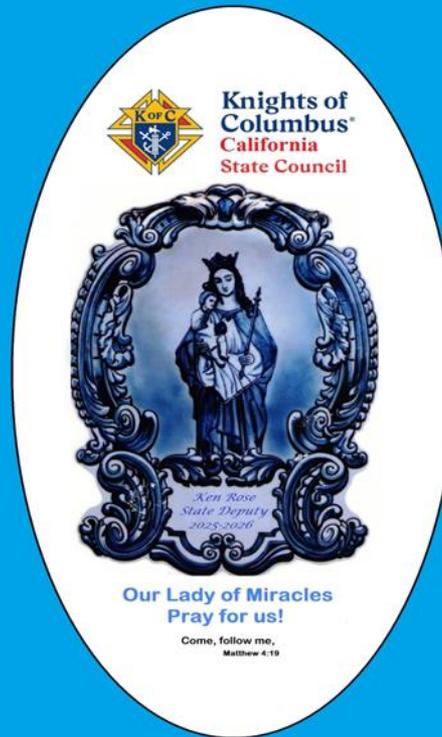
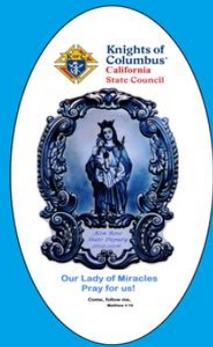


# California State Council 2025-2026



**Membership Message**  
**“Let’s Play Ball”**

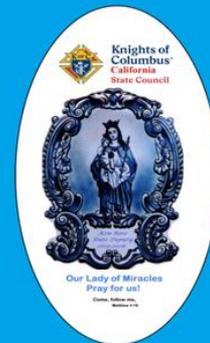
# Membership Team (Coaches & GMs)



- 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*

Our Lady of Miracles pray for us!

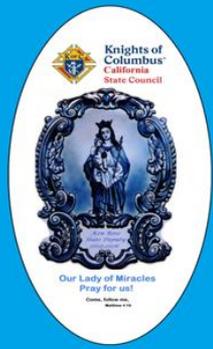
# Membership- Playing Ball



- 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!

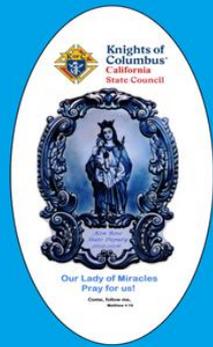
# 2025-2026 Membership Message



- 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!

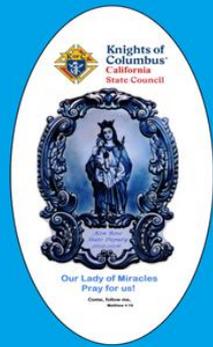
# 2025-2026 Membership Message



- 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

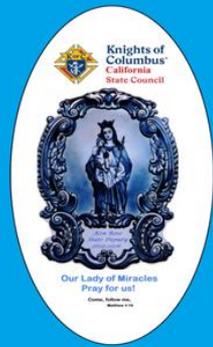


- Everybody Plays
  - DD is the Ownership Group GK is the Coach
  - Top Recruiters, Booth manning, Prayer Card Distributers
  - Wives can be your MVPs / Closers
  - Disabled List- Get those zero growth councils moving
- Team Effort
  - The McGivney Award needs everyone to do their part
  - Go to the 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!

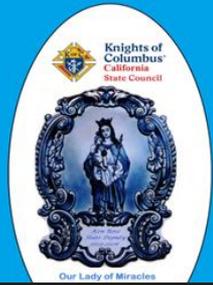
# Goals & Strategies

- 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 1<sup>st</sup>
  - 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)

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

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

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

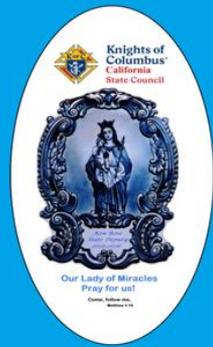
### Rules and Criteria

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!