



# THE KNIGHTS OF COLUMBUS

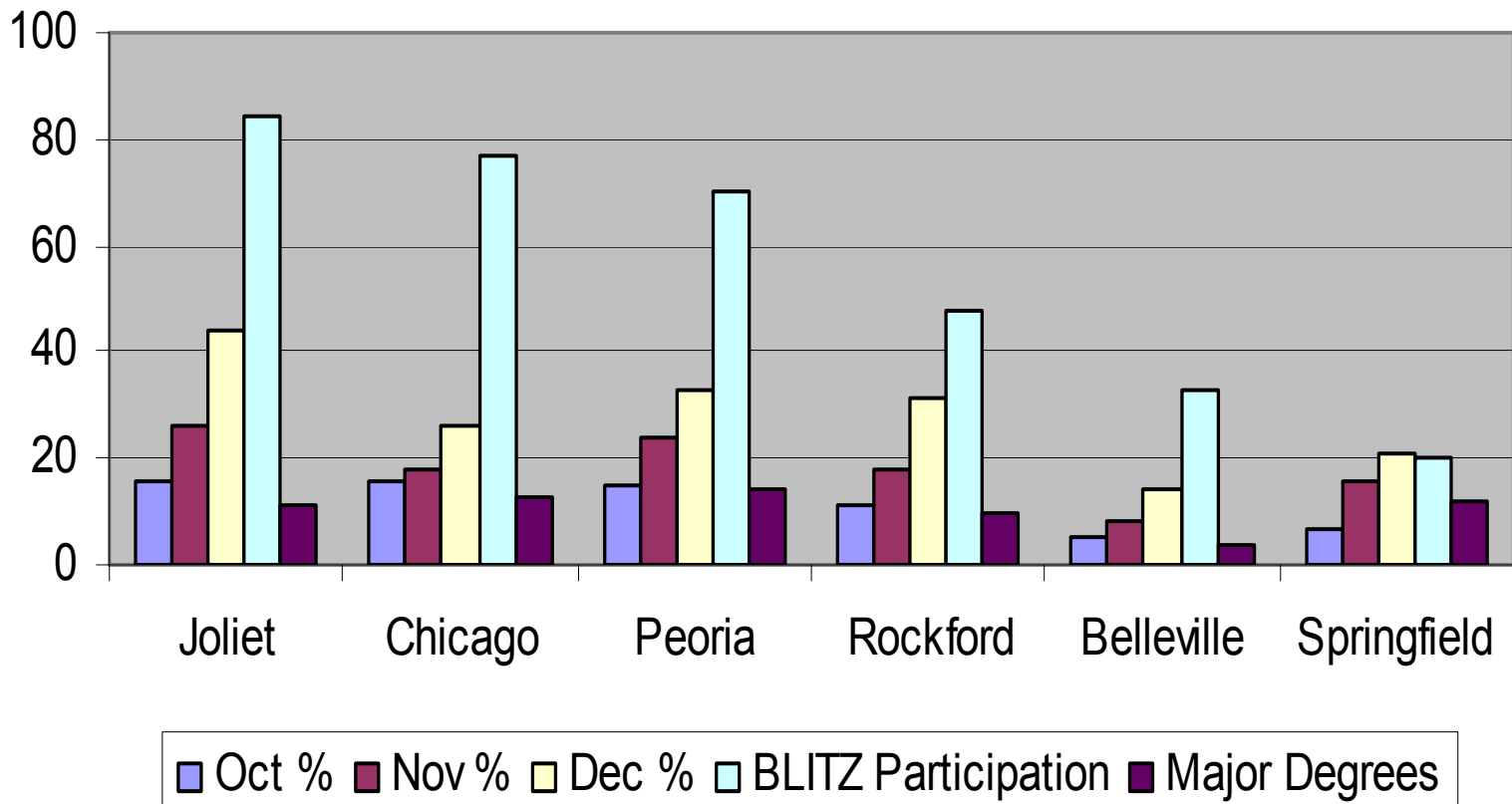
IN SERVICE TO ONE. IN SERVICE TO ALL.

## ILLINOIS STATE COUNCIL KNIGHTS OF COLUMBUS

### 2004 State Convention Lunch and Learn Membership Programs



## BLITZ & DEGREE Impact





# What is the Blitz?

- It's a church drive – and then some
- Ideally, run at least twice a year
  - In honor of Columbus Day (October 11, 2004)
  - In honor of Founders Day (March 30, 2004)



# How Do You Plan The Blitz?

- Get the pastor's permission
- Order materials from the Supreme Office **at least eight weeks prior** to the Blitz
- Have pulpit and bulletin announcements ready for the four Sundays prior to the Blitz
- Line up workers for the Blitz
- Plan for Open House
- Plan for First Degree within 2 weeks of Blitz



# How Do You Run The Blitz?

- Have all masses covered with at least four council members
  - Some masses may need more due to volume
- Approach prospective members and be approachable
- Wear KC pin and pocket badge
- Be willing to accept “No thanks”
- Have Fun
- Plan a First Degree within 2 weeks of the Blitz



# What Do You Do After The Blitz?

- Make phone call within 48 hours of Blitz
- Schedule appointment with prospective members and spouse
  - Spouse support can be crucial
  - Send 2 members to each prospect
- Invite prospective members and spouses to Open House
- Inform prospective member about First Degree
- Arrange for transportation to First Degree for those who need it



# Other Membership Programs

- **Welcome Back Brother Program**
  - An opportunity to reconnect former members with a council
  - An opportunity to heal past hurts of former members
  - An opportunity to show a new face of the Knights of Columbus to a former member
  - An opportunity to show former members they have been missed



# Other Membership Programs

- Welcome to Illinois Program
  - An opportunity for out of state members to become active with a local council
  - An opportunity to get college council members (read: younger members) active in a local council
  - An opportunity to cross pollinate ideas with a local council



# How to Run These Programs

- Contact Don Lajoie for former member and out of state member lists
  - Lists are organized by ZIP code
- Send welcome letter to prospects
- Plan welcome specific activities
  - Open house
  - Picnic
  - Use your own ideas

# Keeping New Members Engaged

## SHINING ARMOR AWARD



A certificate form for the Shining Armor Award. It features a small shield logo at the top center with the text "Shining Armor Award". Below the logo are two horizontal lines for "NAME" and "COUNCIL" and "DATE". A second identical shield logo is positioned above the text "PRESENTED TO". Below this is the text "FOR HIS OUTSTANDING ACCOMPLISHMENTS DURING HIS FIRST YEAR OF MEMBERSHIP IN THE KNIGHTS OF COLUMBUS". At the bottom, there are three signature lines for "SUPREME KNIGHT", "SUPREME SECRETARY", and "GRAND KNIGHT".





# Keeping Current Members Engaged

- Retention is not a dues collection activity
- Retention committee is key
- Use member survey to determine member interests
- Use other officers and members to help identify members at risk of dropping out



# Star Council Award

- Awarded to councils that excel in programming, membership and insurance
- Five percent increase in membership
- Two and a half percent increase in insurance membership
- Excellence in four programming areas
  - Church, Youth, Family, Council, Community



# Degree Work

- One First Degree each month per district is the target
- Frequent First Degrees lead to increased membership
- Degree team work builds council cohesion
- Consider sponsoring a Major Degree
  - Fall and Late Spring degrees are always needed

# First Degree Schedule

	A	B	C	D	E	F	G	H	J	L
1					ILLINOIS STATE COUNCIL					
2	4/30/2004				1ST DEGREE SCHEDULE					
3					2003-2004					
4	DIOCESE	DISTRICT	COUNCIL	DAY	DATE	TIME	LOCATION	TOWN	CONTACT	
5	Rockford	48	690	Sunday	5/3/2004	7:30 PM	506 W. 3rd St.	Dixon	Robert Sensenig	
6	Belleville	80	6577	Tuesday	5/4/2004	7:15 PM	611 W. Broadway	Sparta	Richard Tretter	
7	Springfield	74	8087	Thursday	5/6/2004	7:00 PM	918 North Main	Brighton	Randy Bauser	
8	Chicago	3	4483	Thursday	5/6/2004	7:45 PM	15 North Hickory Avenue	Arlington Hts.	Don Ellis	
9	Chicago		NCD	Thursday	5/6/2004	8:00 PM	U.I.C. Newman Center		Nick Schneider	
10	Belleville	79	4239	Thursday	5/6/2004	8:00 PM	402 East Hwy 50	O'Fallon	Mike Tiernan	
11	Rockford	41	10678	Friday	5/7/2004	8:00 PM	1023 McHenry Ave.	Crystal Lake	Jeff Tole	
12	Rockford	42	8596	Monday	5/10/2004	8:00 PM	St. Catherine of Siena	Dundee	Richard Hoster	
13	Rockford	45	735	Thursday	5/13/2004	6:30 PM	535 Caswell St.	Belvidere	Rodney Snyder	
14	Rockford	38	7247	Sunday	5/16/2004	1:00 PM	197 East Washington St.	Oswego	Gerard Knuth	
15	Rockford	42	6248	Sunday	5/16/2004	1:00 PM	90 N. Kennedy Drive Rte 25	Carpentersville	Mike Payne	
16	Springfield	75	6625	Monday	5/17/2004	8:00 PM	2822 N. Center St.	Maryville	Tim Krumm	
17	Peoria		NCD	Thursday	5/20/2004	7:00 PM	St. Catherines Parish	Aledo	John Laughlin	
18	Rockford	45	7624	Thursday	6/3/2004	7:15 PM	6254 Valley Knoll Dr.	Rockford	Jeff Peters	
19	Springfield	75	13216	Friday	6/4/2004	7:30 PM	155 N. Main	Glen Carbon	Walter Jones	
20	Chicago	5	6964	Thursday	6/10/2004	7:30 PM	1001 E Schaumburg Rd	Schaumburg	Robert Gadbois	
21	Rockford	42	8596	Monday	6/12/2004	8:00 PM	St. Catherine of Siena	Dundee	Richard Hoster	
22	Springfield	74	2944	Tuesday	6/15/2004	7:00 PM	102 Whitelaw Ave.	Wood River	Randy Bauser	
23	Rockford	42	11091	Thursday	6/17/2004	8:00 PM	McDonnough Hall Rectory	Algonquin	Dan Schneider	
24	Joliet	32	5573	Thursday	6/24/2004	7:00 PM	129 Division St. (Rt. 59)	Plainfield	Joe Cosentino	

# Major Degree Schedule

3/5/2004

ILLINOIS STATE COUNCIL  
MAJOR DEGREE SCHEDULE  
2003 - 2004

\* = Confirmed  
C = Completed  
X = Cancelled

DIocese	DAY	DATE	1ST	2ND/3RD	DD NAME	DD#	HOST #	LOCATION	STAFF	C	CO	C
Peoria	Sunday	2/8/2004	12:00pm	1:00pm	David J. Kraft	60	574	1706 R T Dunn Dr., Bloomington	Bishop Sheen	C	Ed McMahon	C
Chicago	Sunday	2/15/2004	12:00pm	1:00pm	Brian J. Baldi	3	4483	15 N Hickory, Arlington Hgts.	Holy Spirit	C	Len Satkowski	C
Springfield	Sunday	2/15/2004	12:00pm	1:00pm	Lynn Clarke	67	2321	Virdean, Virdean Council	Bishop McNicholas	C	Jack Rigney	C
Peoria	Saturday	2/21/2004	12:00pm	1:00pm	Ray Aubry	56	792	209 Gooding Str., LaSalle	John Paul II	C	Ed McMahon	C
<i>District 1</i>	<i>Saturday</i>	<i>2/21/2004</i>			<i>Bernard Santowski</i>			<i>Lisle</i>		C		
Chicago	Sunday	2/22/2004	1:30pm	2:30pm	William F Kretz	8	5025	6725 W Devon, Chicago	Holy Spirit	C	Joe Nalepa	C
Belleville	Sunday	2/22/2004	12:30pm	1:30pm	Ted Stites	79	6996	(Holy Trinity) 15 E. Lincoln Highway, Fairview Hgts.	Belleville	C	Jeff Crossland	C
Springfield	Sunday	3/7/2004	12:00pm	1:00pm	Nicholas F. Wentz	72	2874	Pearl & Vine, Teutopolis	Bishop McNicholas	*	Logan Ludwig	C
Rockford	Sunday	3/7/2004	12:00pm.	1:30pm	Ken Mendel	48	690	506 W 3rd St., Dixon	John Paul II	*	Ed McMahon	*
<i>District 2</i>		<i>3/13/2004</i>			<i>James DeRuntz</i>			<i>Bloomington Assembly, Bloomington</i>				
Springfield	Sunday	3/14/2004	12:00pm	1:00pm	Gary Doiron	76	1580	12454 Rt 149 N, Highland	Bishop McNicholas	*	Phil Barone	*
Belleville	Sunday	3/14/2004	12:00pm	1:00pm	John Slechticky	80	6577	611 W Broadway, Sparta	Belleville	*	Jeff Crossland	*
Peoria	Sunday	3/21/2004	12:00pm	1:00pm	Mark A. Schwartz	52	4333	3523 W Hill Str., Peoria	Bishop McNicholas	*	Gary Schmidt	*
Belleville	Sunday	3/21/2004	12:30pm	1:30pm	Richard M Moore	87	3936	St.Mary's Parish Center, Harrisburg	Belleville		Jeff Crossland	
Chicago	Sunday	3/21/2004	1:00pm	2:00pm	Ted Glaser	20	1444	St. Christina, 3400 W 111th St, Chicago	Holy Spirit	*	Ed McMahon	
Peoria	Saturday	3/27/2004	11:00am	12:00pm	Lawrence Yednock	59	790	806 Oakley Ave, Streator	Bishop Sheen	*		*
Rockford	Saturday	3/27/2004	12:00pm	1:00pm	Gary Daly	38	736	St. Rita's Parish, Aurora	Bishop Kaffer	*	Phil Barone	*
Rockford	Sunday	3/28/2004	12:00pm	1:00pm	Lenny Schachtner	45	735	535 Caswell St., Belvidere	John Paul II	*	Phil Barone	*
Belleville	Sunday	4/4/2004	12:00pm	1:00pm	Don Deters	82	2869	480 N Walnut, Breese	Belleville		Logan Ludwig	*
Chicago	Sunday	4/4/2004	12:00pm	1:00pm	Joseph Witkins	4	3954	135 Kelsey Rd, Barrington	Holy Spirit	*	Alan Hoppe	*
Chicago	Sunday	4/4/2004	1:30pm	2:30pm	Eugene Giudice	10	182	1500 S Michigan, Chicago	Bishop Kaffer		Phil Barone	
Joliet	Sunday	4/18/2004	12:00pm	1:00pm	Terry Berkos	36	12014	St. Paul the Apostle, 18 N Woodlawn, Joliet	Holy Spirit	*	Phil Barone	
Springfield	Sunday	4/18/2004	12:00pm	1:00pm	Ron Sutter	64	364	2200 Meadowbrook Dr, Springfield	Bishop Sheen		Gary Schmidt	
Joliet	Sunday	4/25/2004	1:30pm	2:30pm	Wally Johnson	31	9893	1555 Glen Ellyn Road, Glendale Hgts.	Bishop Kaffer		Logan Ludwig	
Peoria	Sunday	4/25/2004	12:00pm	1:15pm	Mike O'Kane	61	754	310 Bryan Ave, Danville	Bishop Sheen			
Joliet	Sunday	5/2/2004	1:00pm	2:00pm	Joseph Cosentino	32	5573	129 Division St. (Rt. 59), Plainfield	Holy Spirit		Logan Ludwig	*
Springfield	Sunday	5/2/2004	12:00pm	1:00pm	Leon Venmer	65	577	520 E North Street, Decatur	Bishop McNicholas		Jack Rigney	*
Rockford	Sunday	5/2/2004	1:00pm	2:00pm	Carl Scarim	42	6248	90 N Kennedy Dr. (Rt. 25 ), Carpentersville	John Paul II		Ed McMahon	*
Rockford	Sunday	5/16/2004	1:00pm	2:00pm	Garry Daley	38	7247	197 East Washington St, Oswego	John Paul II		Ed McMahon	*
Joliet	Sunday	6/13/2004	1:00pm	2:00pm	Alan Urban	33	4400	1813 E Case, Joliet	Bishop Kaffer		Phil Barone	
Chicago	Sunday	6/13/2004	1:00pm	2:00pm	Dario A. Nomellini	7	3731	Our Lady of Perpetual Help, 1775 Grove St., Glenview	Holy Spirit	*	Alan Hoppe	
Springfield	Sunday	6/13/2004	12:00pm	1:00pm	Ronald E Suter	64	4179	141 N Lakewood Dr., Chatham	Bishop Sheen	*	Jeff Crossland	
Joliet	Sunday	6/27/2004	12:30pm	1:30pm	James Halama	27	6710	28W441 Warrenville Rd, Warrenville	Bishop Kaffer		Phil Barone	
<i>District 2</i>	<i>Saturday</i>	<i>10/23/2004</i>			<i>James DeRuntz</i>			<i>Decatur</i>		c		
Joliet	Sunday	7/25/2004	1:00pm	2:00pm	Ron Schelli	29	5918	St. Joan of Arc, 820 Division, Lisle	Bishop Kaffer			



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