



# Maryland State Council Leadership 2020

District Deputies



# Council Growth



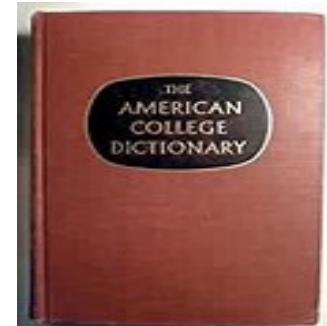


# We are Servant Leaders



## Let's Look at the Word Leader

- What is a Leader?
  - One Who Leads
  - A Guiding or Directing Head
  - A Conductor or Director
- What Characteristics Should He Have?
  - Be a Good Communicator
  - Be Enthusiastic
  - Be Goal Oriented (Never says it can't be done)
  - Create a Vision





# We Are Servant Leaders



- Be a Change Agent
- Be Unique
- Build Relationships
- Be a Coach not a Director



# What Role Do You Play?



- You Are the Man
  - You will be communicating with not only the State Deputy but with the Program Director, The Council Growth Director and Regional Advisors.
  - You will be the communication link between all the Grand Knights in your district.
  - You will be the cheer leader.
  - At times you will also have to be the disciplinarian
  - You will have to constantly keep your eye on the goal



# Measuring Success



- Making Star District
- All of Your Councils Being Active in Council Growth
- All of Your Councils Making Star
- Scheduling One District Wide Exemplification per Month, Minimum



# Making Star District



- Membership Goal
  - 70% of combined council quotas
- Insurance Goal
  - Councils must promote and hold 2 Fraternal Benefits Nights in the Fraternal Year
- At least one council in district must earn Star Council
- **NEW – Submit all required form 944 reports**
- **NEW – Must attend District Deputy Training Course**



# Star Council Award



- McGivney Award (Council Growth)
- Founders Award (Insurance)
- Columbian Award (Programs)
- Required Forms
  - #365 (Program Personnel)
  - #1728 (Fraternal Survey)
- In Good Standing with Supreme Council
  - Safe Environment Compliant





# McGivney Award



- 5% Net Council Growth
  - Reduced from 7%
- Minimum 3/ Maximum 20
  - Reduced from Minimum 4 / Maximum 35



# Founders Award



- Host and promote two Fraternal Benefit Seminars
  - Removed Quota of 2.5% and Min 3 / Max 18
  - No attendee minimum. However, seminar **MUST** be promoted
  - Can do combined seminars with other councils
  - Use approved presentations
  - General Agent reports completion to Supreme



# Columbian Award



- 16 Program Credits
  - 4 each in Faith, Family, Community and Life Categories
- Removed Required Programs
- Added More Featured Programs



# Online Council Growth



- How Do We Recruit During These Troubled Times?
- We are looking at a four pronged online approach to generate interest in the Knights of Columbus.
  - Supremes' Web Site
  - Our Social Media Chairman (Joe Massimini)
  - Our Public Relations Chairman (Vernon Hawkins)
  - Our Online Council Growth Chairman (Hank Pokigo)



# Online Council Growth



- Tomorrow we will instruct all the Grand Knights and ask them to document any programs and events they have.
- This documentation should to be sent to our Public Relations Chairman who along with the Social Media Chairman will use it to create interest in the Knights.
- When someone responds by applying online the Online Council Growth Chairman will collect the names and disseminate them to the proper councils.



# Online Council Growth



- This will all be done on a weekly basis
- The DD and the Grand Knight of the council will get the results of the contacts made.
- The Online Council Growth Chairman will follow up with the Grand Knight to get the results of the contacts made.



# Growth During the Pandemic



- Councils are at a loss. What do we do and how do we do it?
- They believe they have tried everything.
  - Listen to the story about the man who was asked 25 times before he joined the Knights.
  - Listen to the story about the new parishioner whose wife strongly suggested he join the council.
  - Listen to the story about the man who when asked the first time said " No way I will join the Knights"
  - Or the man who had five small children and what he said when asked.



# Make It Personal



- Each and everyone of you has a story to tell.
- Know the history of the Knights.
- Know not only why you joined the Knights but more importantly why you are still in the knights
- All of this needs to be communicated to the Grand Knights in your district.
- Communicate it with enthusiasm.
- Remember enthusiasm can't be taught but it can be caught.





# New Council Development



- We will be asking the DD's to identify a parish in their area that they feel could support a council.
- The NCD Team will then contact the pastor and inquire about starting a council.
- Remember Supreme would like to see a Knights presence in all parishes.
- A Parish Roundtable may be in order for those parishes that are not ready for a council.



# In Conclusion



- Some say you hold the best position in the Knights.
- You certainly hold the position that everyone will be counting on to:
  - Communicate information to the councils
  - See to it the councils have the help they need
  - Be a mentor to the Grand Knights
  - Promote Council Growth
  - Be a LEADER



# State Suspension Policy



We on the State Team hope you will not find it necessary to suspend anyone. If you have no other recourse but to suspend someone the State Policy will not change anything that is in the Supreme Policy regarding sending dues and other notices to Brother Knights. The state policy comes in when the council sends the Notice of Intent to Retain (Form 1845) to Supreme and the Brother Knight. A copy of the Form 1845 (not the one going to Supreme) **MUST** be printed, signed **IN BLUE INK** and dated by the Grand Knight and mailed to the State Council Growth Director. The Form 1845 must be signed personally by the Grand Knight and rubber stamps, scanned and pasted signatures, electronically applied signatures, etc., will not be acceptable. The form must be sent via **U.S. Mail to:**

**Tom O'Hara**

**12909 Princeton Rd.**

**Middle River, MD. 21220**



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QUESTIONS ??