



Maryland State Council

Mid-Term Meeting

Vince Grauso
State Deputy

We Are Servant Leaders



What Worked?



- Having a good relationship with your Pastor
- During these pandemic times keeping in touch with your council members.

Phone Calls

Birthday Cards

Personal Visits Where Possible



What Worked?



- EMembership
 - ✓ We have converted 45% of those on the prospect tab to members of a council.
 - ✓ 72% of our new council members have come from the prospect tab



What Worked



- MCGIVNEY2020
- Spanish Council Development
- Active Councils
 - ✓ Programs
 - ✓ Events



Michael Woodruff 11619



Deacon John Lynn Council

11619



What Needs Revision



- The Membership Team Needs to be More Hands On.
- Inactive Councils Need to become Active.
 - ✓ If You Are Not Having Meetings, START
 - ✓ Become Active In Your Parish



What Needs Revision



- Grand Knights **MUST** Build a Relationship With Their Pastors



Council Growth Plans



- Work with the District Deputies to help their councils become active in not only Council Growth but also in Programs and Events.
- Start two new councils by June 1.
- Work to be sure everyone is knowledgeable and competent in On-Line Membership



Council Growth Plans



- Work closely with Vernon Hawkins, Joe Massimini and Hank Pokigo to have a better presence on social media.
- Have five Exemplification Teams up and running throughout the state.



Council Growth Plans



- We would like to see an intake of 1,100 new members by the end of the Fraternal Year.
 - ✓ Ambitious, Yes
 - ✓ Can It Be Done?
 - ✓ Not Without Your Help



Retention



- Starts when we first ask a man to become a Knight.
- Contact him prior to his first meeting (face to face or virtual) to let him know what to expect.
- Assign someone to meet and greet him when he does come to the meeting



Retention



- Get him involved in a program or event of his choice.
- If you are meeting virtually you might want to meet him for a cup of coffee to get to know more about him and him about you.
- If you do this we will not have to talk about suspensions.



Contest



- In order to motivate you to help us reach our goal the State Deputy has agreed to the following:
 - ✓ Starting Today for Every New Member You Bring Into Your Council Your Council's Name Will Be Placed In A Lucky Box.
 - ✓ On April 15th We will Draw a Council Name.



Contest



- ✓ The First Name Drawn Will Receive One Nights Stay At The Convention On Us.
- ✓ The Second Name Will Receive Two Tickets To The Banquet.



Contest



- In order for this to work you will have to notify me by email when someone joins the council. I will need his name and the date he took the Exemplification.
- EMembers and Transfers from the Prospect Tab will count. Transfers from other councils will not.