



2023-2024 Leadership Seminar

State Growth Team

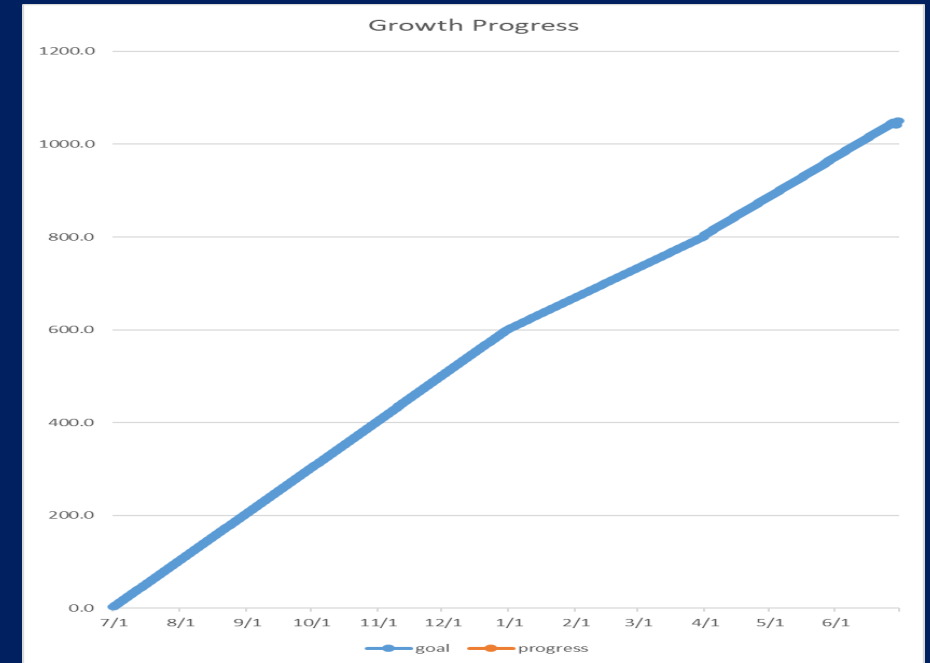
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Supreme Knight's Circle of Honor

- **Thank you for achieving this milestone 2022-2023**
- **It is achievable again this Fraternal year**
 - 22-23 goal: 920 (967 to date)
 - 23-24 goal: 1025
- **Councils achieving their goals will have a solid plan in place**





Roundtables / Every Parish Supported

A parish round table serves a parish in any number of ways.

Parish round tables are ideal to provide a Knights of Columbus presence and be of service to smaller parishes and missions, and to fill needs for ethnic development.

- Grand Knight appoints coordinator
- Roundtable members are council members
- Coordinator works with Parish priest for the needs of the Parish

We made great strides establishing our “Roundtable Database”

We have many Parishes in the State that do not have a Knights of Columbus presence

Reach out to the Pastors of these Parishes

- Introduce yourself
- Invite discuss the Councils in you District
 - Discuss options – new council vs. roundtable



Pastors are the Key

- **Encourage your Grand Knights to have meetings with their Pastors**
 - All Pastors
 - All Councils

- **District Deputies meet with the Pastor and Grand Knight**
 - Listen to needs and goals
 - Support his mission, vocation, and personal needs
 - Request permission and support



Delta Drive

- **Mentor Grand Knights in the Delta process**
 - Many Grand Knights are not familiar with the process
 - Some may be resistant to the process
- **Ensure your councils are ready**
 - Order Drive kits now
 - Make sure GKs are ready
- **Handouts**
 - Prayer Card
 - Why Join
 - Trifold



Membership Growth Drives

- **Every Council Activity is a Membership Drive**
 - Church Ministries
 - Youth activities
 - Pancake Dinners
 - Eucharistic Adoration
- **Assist the Grand Knight in planning their programs**
- **Every Council should schedule Fall and Spring Drives**
 - Fall drive dates submitted by August 15th
- **Report every Council Growth Drive**
 - Follow-up when drives are complete



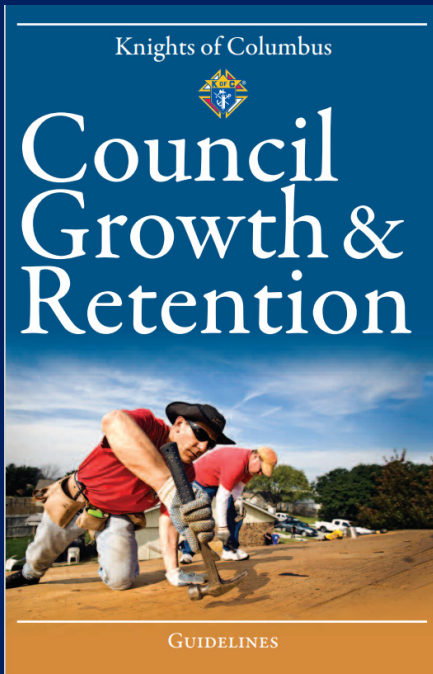
Exemplifications

- **Schedule at least 2 exemplifications per district per month**
 - Tracked by State Ceremonials Director
- **October and March are Church Drive Months**
 - All Councils participate in Church Drives at all Parishes
 - All Councils should have Exemplifications scheduled for these months
- **Report all Exemplifications on Maryland Exemplification Form**



New Council Development

The development of new councils is primarily the responsibility of the district deputy, with the assistance of his state's new council development chairman and the insurance agent



- STEP #1 — SURVEY THE AREA
- STEP #2 — CONTACT THE PASTOR
- STEP #3 — CONTACT THE STATE DEPUTY
- STEP #4 — CONTACT THE INSURANCE REPRESENTATIVE
- STEP #5 — INITIAL RECRUITMENT DRIVE
- STEP #6 — COMMITTEE MEETING
- STEP #7 — ORGANIZATIONAL MEETING
- STEP #8 — EXEMPLIFICATION OF CHARITY, UNITY AND FRATERNITY
- STEP #9 — PLANS FOR INSTITUTION
- STEP #10 — APPLICATION FOR CHARTER
- STEP #11 — PRESENTATION OF CHARTER
- STEP #12 — FOLLOW-UP



Training Opportunities

- **Fraternal Webinars**

- Past webinars are recorded
 - (<https://www.kofc.org/en/for-members/our-webinars.html>)
 - Church Drives and Membership Engagement
 - Growth: Extending Fr. McGivney's Invitation

- **E-mail resources**

- Knightline
- Fraternal Leader Advisory – Every Thursday



Officers Online

- **Officers Online** lets you keep track your district's progress for both membership and insurance growth, which is useful information toward the earning of the Star District Award, and is useful to track the health of each council in your district.
 - Reports:
 - Safe Environment Member Status
 - Membership Roster
 - 1 July / 1 January
 - Current
 - **Officer's Desk Reference**
 - **Office of Youth Protection**
 - **Home Corporations**
 - **Supplies Online**
 - **Prospect Tab / Candidate Tab**

Awards Progress								
	Quota	Month to Date			Year to Date			
		Gain	Loss	Net	Gain	Loss	Net	%
MBR	26	0	0	0	6	0	6	23
INS	0	0	0	0	5	1	4	

District Membership	
Total Membership 6/6/2022	YTD Change in Membership
707	-55



Star District Checklist



- Founders Award from every council in District
- 70% of combined council membership goals
- At least one council in the District achieve Star Council
- For each Council in District, complete 944 online survey by 9/15
- “All Star District” – All Councils in District achieve Star Council



MARYLAND STATE GROWTH TEAM

- Steve Conley
- Charles Doherty
- Andy Michaels
- David Love
- Bob Sweitzer
- Dan Ward
- Tom O'Hara
- Bill Newbrough





Closing

- 1. Success isn't subjective. It's not a moving target. Define it and track it. Set goals for your Grand Knights and help them achieve them.**
- 2. Communicate your expectations to your Grand Knights. We are in this together. We lead together. We succeed together.**
- 3. Council Grand Knights are leaders – help them delegate council responsibilities.**
- 4. It's OKAY to hold volunteers accountable.**

