

For more information contact:

Supreme Council
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1 COLUMBUS PLAZA

NEW HAVEN, CT

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WORKING WITH *your*
GENERAL AGENT IN...

PROMOTING
THE *Insurance*
PROGRAM



**KNIGHTS
OF COLUMBUS**
IN SERVICE TO ONE. IN SERVICE TO ALL.

Occasionally, councils find it necessary to work directly with their general agent in pursuit of the Founders' Award. The following are some suggestions that councils can implement, with the help of their general agent, in an attempt to promote the insurance program and attain the Founders' Award.

- **DEVELOP A PLAN**

The grand knight should call the general agent to develop a plan involving promotions and attendance at council meetings to promote the Order's insurance program.

- **CONTACT INFORMATION**

Include the general agent's name, address and phone number in the council bulletin and newsletter.

- **FRATERNAL BENEFIT NIGHTS**

Arrange for the general agent to conduct fraternal benefit nights at your council for members and their spouses.

- **INSURANCE ARTICLES**

Ask the general agent to write articles for your council bulletin. Articles are also available from the Field Management Department at the Supreme Council office.

- **INSURANCE MAILINGS**

Request that general agent conduct informational mailings to all members of the council promoting the insurance program.

- **NEW MEMBER ANNUITY**

Promote the New Member Annuity on the reverse side of the Membership Document (#100) to all new members of your council. Anyone who is interested should contact the financial secretary or general agent for more information.

- **INSURANCE INSERTS**

Obtain literature recommended by your general agent, available from the Supreme Council Supply Department, to include in your council's mailings.

- **INACTIVE INSURANCE MEMBERS**

Contact all inactive insurance members and encourage them to reinstate their membership in the council. Listings are available from the Supreme Council Department of Fraternal Services. (A reactivation of an inactive insurance member counts as both a membership and an insurance addition towards council quotas.)

- **CAREER OPPORTUNITIES**

Work with the general agent to promote career opportunities as field agents to the members of your council.

- **MEMBERSHIP DOCUMENTS**

Forward the general agent his copy of all Membership Documents after each First Degree.

- **INSURANCE QUOTA**

Start efforts to attain the Founders' Award early in the fraternal year, to ensure success by June 30th.

- **COMMUNICATION LINES**

Keep the lines of communication open with your general agent during the fraternal year. Be sure that both parties are aware of the council's insurance status at all times.