



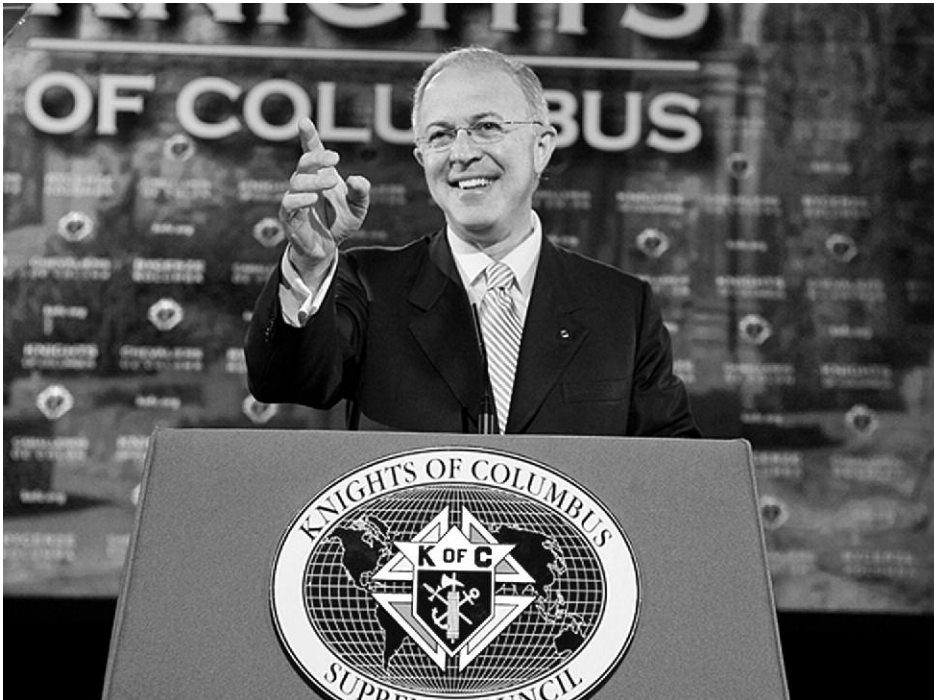
KNIGHTLINE

KNIGHTS OF COLUMBUS *In Service to One. In Service to All.*

NEWS FOR KNIGHTS OF COLUMBUS LEADERS ♦ 1 COLUMBUS PLAZA, NEW HAVEN, CT 06510-3326, USA

Knights of Liberty, Knights of Charity

Annual Report of the Supreme Knight Showcases Impressive Year



Supreme Knight Carl Anderson delivers his annual report at the 130th Supreme Convention.

As Supreme Knight Carl A. Anderson took to the podium at the 130th Supreme Convention in Anaheim, Calif. to deliver his annual report, the good works and deep faith of the more than 1.8 million Knights of Columbus were on display.

Underscoring first the recent challenges to religious liberty in the United States and highlighting the role that the Knights of Columbus have taken whenever religious freedoms have been threatened, the supreme knight called on his fellow Knights to take to heart the theme of this year's convention and to echo the words of America's founding fathers, matching their dedication and their resolve to "Proclaim Liberty Throughout All the Land."

"The history of the Catholics in the United States is a history of working for

religious freedom," Anderson said. "And the work of the Knights of Columbus on behalf of religious freedom is a key part of that history."

Knights' defense of religious liberty is a natural outgrowth of their charitable activities. Their work for religious freedom "has always been motivated by, and inseparable from, our commitment to charity," Anderson said.

That commitment was particularly evident this year as the Knights of Columbus — once again — shattered records, donating more than \$158 million to charity and 70 million hours of their time to charitable work. According to Independent Sector, which calculates the value of volunteer time each year, those 70 million hours are valued at \$1.5 billion.

Guadalupe Celebration strikes note of charity and unity

Our Lady of Guadalupe took center stage in the heart of one of the world's most populous cities as the Los Angeles Memorial Coliseum was filled by tens of thousands of devotees who gathered for the Guadalupe Celebration on Aug. 5. The event was sponsored by the Knights of Columbus, the Archdiocese of Los Angeles under Archbishop Jose Gomez, and the Institute for Guadalupan Studies in Mexico City. It was the largest Catholic event in Los Angeles since Pope John Paul II celebrated Mass in the Coliseum in 1987.

The event featured a well-choreographed program of Christian musicians and performers as well as a number of inspirational speakers who gave witness to the Catholic faith and told the miraculous story of Guadalupe.

The program started with thunderous drums and the dancing of hundreds of Matachines and Aztecas performers dressed in traditional colorful garb. They were followed by a procession of the tilma relic, a piece of Juan Diego's garment on which the image of Our Lady of Guadalupe was miraculously imprinted when she appeared to him in 1531. The procession was led by dozens of Fourth Degree Knights in full regalia, with Supreme Chaplain Archbishop William E. Lori of Baltimore carrying the small piece of the tilma in a reliquary. He processed from one end of the football field to the other and placed the reliquary on an altar before a large image of Our Lady.

In the first major address of the event, Archbishop José Gomez of Los Angeles spoke in English and Spanish, welcoming all the faithful, whom he called Guadalupanos. He thanked Supreme Knight Carl A. Anderson and the Knights of Columbus for co-sponsoring the event and being "so generous and apostolic."

"The Knights of Columbus has always had a great love for the Mexican people," he noted.

Our Lady of Guadalupe is a Mother not only for Mexicans or Latinos, he added, but for all people of the Americas, from North to South, and she is

Orderwide Church Drives – October 20 – 21, 2012

Participate and Conduct a Church Drive in Honor of Your Chaplain

Where's the best place to start to find potential new Knights? In your local parish, of course! Your parish holds a great promise for new members. When a council is active and conducts programs in its parish and involve parish members in the Knights charitable activities, a Church Drive will be a great success. A church drive is an ideal opportunity of where and how to reach an audience of qualified prospects. Its ultimate success depends on careful planning and implementation, and giving potential members a reason "Why" they should join. Here are some suggestions:

- Start today and obtain your pastor's approval to hold a membership drive at all Masses on the target weekend, October 20 – 21, 2012.
- Schedule First Degree during the Orderwide First Degree – October 22 – 28, 2012
- Order Prospect Cards (#921A) and Membership Documents (#100). Both of these items are available from the Supreme Council Supply Department at no charge when ordered in reasonable quantities.
- Prepare an announcement for the parish bulletin and ask that it be run during the two weekends before the drive.

Promote active involvement in charitable programs like Special Olympics, Coats for Kids, habitable type programs. Programs where members and potential members can see themselves, involved and making a difference.

- Prepare a display that highlights your council's activities and the benefits of membership. This display should include the recipients of your charitable outreach. Use action photos – not just poised pictures.
- Hand out a single brochure as each person enters the Church for Mass.
- On the day of the event, before each Mass, post teams of two to three Knights at each church door to distribute flyers and prospect cards. Don't overwhelm prospects with too many brochures! Keep it simple. Give a brochure that tells what your council does. Be sure to give the brochures to wives and children – they can be great companion recruiters.
- Arrange for the pastor/chaplain (or best council spokesman/membership director) to make a brief announcement explaining the Order and encouraging men to complete the Prospect Cards

and return them as they leave the church. Read a letter of support (if available from the state council) from the local bishop or use a "Sample Pulpit Announcement" (#2678) available from the Supreme Council Supply Department.

- Arrange for Knights and Family members to be ushers, Extraordinary Eucharistic Minister, lectors, Cantors, choir members, etc.
- Have Knights in position at church exits to answer questions from prospects, collect Prospect Cards, and assist interested prospects in completing Membership Documents.
- After the event, deliver Membership Documents and completed Prospect Cards to the membership director for follow-up. Prospects who signed Membership Documents should be immediately informed of the date and time of their meeting with the Admission Committee and the First Degree exemplification.
- Plan to have an Open House following each Mass at the parish hall, have coffee and. Be sure to invite your Field Agent.

REPORT FROM PAGE 1

The Order's Healing Haiti's Children, Food for Families and Coats for Kids programs continued to grow and reach more people in need, and jurisdictions Orderwide continued to innovate and create programs to address their communities' needs.

Also growing in the past year was the Knights of Columbus' insurance program, adding \$5 billion of insurance in force. This brings the total to \$86 billion and yields a 6.9 percent increase in total assets.

Speaking on the recent U.S. Department of Health and Human Services' health insurance mandate, which would require Catholic employers like the Knights of Columbus to pay for or be complicit with contraception, sterilization, and abortifacients, Supreme Knight Anderson noted, "Catholic voters have the power to transform our politics."

"Is it not time," he asked, "for Catholic voters to say 'no' — no to every candidate of every political party who supports such intrinsic evil?"

But saying "no" is not the only way Catholics can transform politics, Anderson said. Toward the end of his remarks, he discussed the latest

initiative of the Knights of Columbus — a nationwide Campaign for Civility in America, which includes an online petition drive that will "give the American people a voice in speaking up for a respectful public discourse." Thousands of people have already signed the petition at www.civilityinamerica.org.

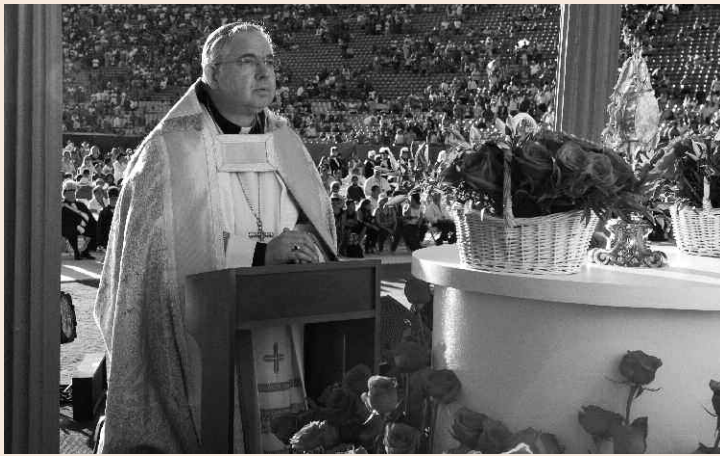
Reflecting on the Order's founder, Venerable Michael McGivney, and the first men who became Knights of Columbus, the supreme knight closed with an inspirational message for the future:

"[Father McGivney] knew their faith, and he knew their aspirations. He knew what they were capable of. I also believe our saintly founder sees into the hearts of his brother Knights today, and there he finds those same qualities. One hundred years from now, he will not be surprised by what his brother Knights continue to accomplish."

MEMBERSHIP IN THE KNIGHTS OF COLUMBUS is open to men 18 years of age or older who are practical (that is, practicing) Catholics in union with the Holy See. This means that an applicant or member accepts the teaching authority of the Catholic Church on matters of faith and morals, aspires to live in accord with the precepts of the Catholic Church, and is in good standing in the Catholic Church.



Accompanied by a Knights of Columbus honor guard, Archbishop William E. Lori of Baltimore processes through the Coliseum with a relic of St. Juan Diego's tilma.



Archbishop José Gomez of Los Angeles kneels before the tilma relic at the conclusion of the Guadalupe Celebration, which was comprised of more than three hours of performances, speakers and prayer.



Matachines, traditional Latin American dancers, process onto the field of the Coliseum.

GUADALUPE FROM PAGE 1

calling all people of the hemisphere to follow the teachings and the example of Jesus.

Supreme Knight Anderson noted that the Knights of Columbus chartered its first council in Mexico in 1905, the Guadalupe Council. In the decades following, Knights stood with the Church and their fellow Catholics during a long period of persecution by the Mexican government, with martyrs praying the words, "Viva Cristo Rey!" "Long live Christ the King!"

Interspersing Spanish within his English address, Anderson added that Our Lady of Guadalupe came to build a Civilization of Love throughout the American hemisphere, where there are today more practicing Catholics than anywhere else in the world. "We are uniquely blessed by Our Lady of Guadalupe," he said.

"If Our Lady of Guadalupe is our Mother, then we are all brothers and sisters," said Supreme Knight Anderson. "This means that we must treat everyone with justice and mercy, carry out

charitable actions to help those most in need, and unite under the guidance of the Blessed Mother."

Msgr. Eduardo Chavez brought the thousands in attendance to their feet with a talk that explained the mystery and meaning of the Guadalupe event. As rector of the Institute for Guadalupan Studies, Msgr. Chavez delivers talks in many parts of the world and has served as postulator for the Cause for Canonization of St. Juan Diego, who was made a saint in 2002. Msgr. Chavez spoke about how Juan Diego represented all humanity when meeting Our Lady on the Mexican hill of Tepeyac in 1531. Knowing his fears, weakness, doubt and, most of all, his good heart and faithfulness, the Blessed Mother led Juan Diego on a path of deeper conversion to become a dynamic witness to the Catholic faith. Because of his witness to the miracle at Guadalupe, some 8 million Mexicans were baptized in a few short years.

Today, we are called to follow in the footsteps of Juan Diego, listening to the Blessed Mother as she leads us to Jesus, and overcoming our fears

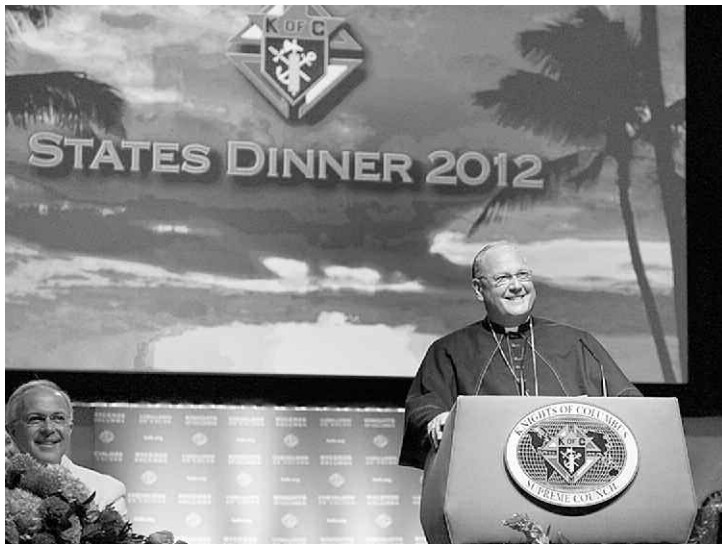
and weaknesses to become witnesses to the faith in simple ways in our daily lives, Msgr. Chavez added.

The program also included a bilingual rosary led by singer Danielle Rose, who performed musical interludes between mysteries. Prayers of the rosary were led by clergy and well-known figures in sports and media. A multi-act drama of the Guadalupe event, with actors playing Juan Diego and the Blessed Mother, was also performed at intervals during the program.

Irish singer Dana Scallon sang "We Are One Body," which she wrote for World Youth Day in Denver in 1993, and other popular Catholic songs. Also performing were Pedro Fernandez, a Mexican star of TV and films, who performed traditional ballads and contemporary Latino music, and Filippa Giordano, an Italian international musical performer, who sang as the tilma relic was carried in procession.

A Call for the Defense of Religious Liberty

The Pope and Church Leaders Praise the Order for Its Work



Cardinal Timothy M. Dolan of New York smiles during his keynote address at the States Dinner.

The leaders of the U.S. and Canadian Bishops' Conferences joined Pope Benedict XVI in expressing concern over restrictions on religious liberty and praising the Knights of Columbus for their work in its defense. Both Cardinal Timothy Dolan of New York — president of the United States Conference of Catholic Bishops — and Archbishop Richard Smith of Edmonton — president of the Canadian Conference of Catholic Bishops — expressed their gratitude for the Knights' tireless defense of religious liberty and asked them to continue their leadership in that work, especially at this time.

Both Archbishop Smith and Cardinal Dolan made their remarks at the Supreme Convention's States Dinner.

A letter of greeting to the Knights' convention, signed by Vatican Secretary of State Cardinal Tarcisio Bertone, conveyed Pope Benedict XVI's gratitude to the Knights for their help "during these difficult times," noting that, "the Knights of Columbus have worked tirelessly to help the Catholic community recognize and respond to the unprecedented gravity of these new threats to the Church's liberty and public moral witness."

The letter stated: "By defending the right of all religious believers, as individual citizens and in their institutions, to work responsibly in shaping a democratic society inspired by their deepest beliefs, values and



Supreme Knight Carl A. Anderson, accompanied by members of the hierarchy and Board of Directors, waves the flag of the Order during the States Dinner.

aspiration, your Order has proudly lived up to the high religious and patriotic principles which inspired its founding."

In remarks broadcast worldwide on Catholic television networks, Cardinal Timothy Dolan told the 2,000 Knights and family members gathered for the convention: "We need you now more than ever."

Dolan gave thanks for "the generous and unfailing loyalty of the Knights of Columbus to the pastoral goals of the United States Conference of Catholic Bishops...especially — especially — the defense of religious freedom."

Archbishop Smith echoed the statements of Pope Benedict and Cardinal Dolan, saying:

"Our call at this moment is to affirm the right of religion to be active in the public square ... to defend the freedom of people of faith and of religious institutions to act in accordance with their beliefs and nature; to maintain healthy church-state relations; to understand conscience correctly and to form it according to objective truth, and, to protect the right to conscientious objection. Believers are summoned now to stand up for their faith, even if they must suffer for doing so."

"The Knights of Columbus do not shy away from this," he concluded. "And we bishops are very grateful for your witness."

Gathered in Faith

The opening Mass of the convention, celebrated by Bishop Tod Brown of Orange, California, reiterated the theme of religious liberty and recalled the apparition of Our Lady of Guadalupe during turbulent times in Mexico.

"Now, five centuries later, we have our own disturbing times where we face a growing secularism, attacks on the value and gift of human life, attempts to redefine traditional marriage and serious curtailment of our religious rights," Bishop Brown said.

Knights to continue the fight for religious freedom

and expressed confidence that they would be in the front ranks of the New Evangelization.

"Like Juan Diego, a layman," he said, "the success of the New Evangelization will depend on our laity and their involvement. As laity, your lives will act as witness to our faith."

Cardinal Thomas Collins of Toronto gave the homily for Wednesday's concelebrated Mass, and Supreme Chaplain Archbishop William E. Lori of Baltimore was the main celebrant and homilist for Thursday's memorial Mass.



Seminarian altar servers, followed by concelebrated priests and bishops, walk in the closing procession of the Opening Mass.

A Show of Excellence

Supreme Knight's Award Session

Throughout the year, members of the Knights of Columbus make outstanding accomplishments in membership, insurance and programming. Below is a partial list of some of this year's award winners.

For a full listing visit kofc.org/convention.

Top Recruiter

Robin E. Santana Hirujo,
Dominican Republic — 194 New
Members

Field Agent John J. Stoeckinger —
Nebraska
584% of Quota

Star Council

Grand Knight Paul A. Sherman,
St. Paul's Council 11676 Cleveland,
Georgia

Service Program Winners

Church Activities

Holy Week
Council 15299
Suchedniów, Poland

Grand Knight Greg A. Wilhelm
St. Mary's Cathedral of the
Immaculate Conception Council
15295 Portland, Oregon

Community Activities (tie)

First and Second Responders
Council 14569
Morong, Bataan, Luzon

Grand Knight Ronald L. Anderle
Monsignor A. P. Gallagher Council
7258 Mena, Arkansas

Joplin Tornado Relief and Recovery
Council 979
Joplin, Missouri

Grand Knight Denis F. Faucher
Holy Rosary Cathedral Council
14652 Vancouver,
British Columbia

Council Activities

"Knights Advocate" Program
Council 12497
St. Charles, Illinois

Star District

Kevin D. Morris District 159,
Texas

Culture of Life Activities

"49 Hours for Life"
Council 6855, Richmond, British
Columbia

Richard S. Milward
District 42, California

Family Activities

Prison Angel Tree Program, Council
13142 Yoder, Indiana

Robert F. Buljung
District 22, Colorado

Youth Activities

Children's Peace Project,
Council 3092 Chelsea, Michigan

Dean Rombough
District 12, Alberta

Insurance Awards

Company Leaders

General Agent Ben Baca III —
California
212% of Quota

Religious Freedom Award

(One-Time Special Awards)

Saving the Jesus Statue on Big
Mountain, Council 1328 Kalispell,
Montana

General Agent Kevin Pfeifer —
Nebraska
240% of Quota

Defending our "Keep Christ in
Christmas" Banner
Council 6247, Pitman, New Jersey

Field Agent Michael A.
McGranahan — California
424% of Quota

The Power of One

More Knights will result in more charitable programs; more support for parishes; more help for the needy; the disabled; the hungry and the homeless, and more financial protection for Catholic families. This was the main theme of the Membership Seminar, held during the 130th Supreme Convention in Anaheim, which was attended by some 200 delegates and Knights of Columbus leaders.

The meeting was chaired by Supreme Director Daniel Baker, who is head of the Board of Director's Membership Committee. Also speaking were Deputy Supreme Knight Dennis Savoie; Thomas Smith, Executive Vice President for Knights of Columbus Insurance; Gary Nolan, Vice President for Membership Growth and Ceremonials, and Father John Grace, O.S.A., Director of Chaplains Programs and Development.

Supreme Knight Carl Anderson delivered an address at the end of the meeting which underlined the importance of membership growth.

"It's more than just about numbers and quotas," he said. "Membership is about the changed lives of the men we recruit and the financial protection we can provide for their families. Membership is what these men will do for their communities and their parishes. Membership is about renewing the Church through support of our priests and bishops. Membership is about transforming society through Catholic solidarity, through everyone being able to say, 'I am my brother's keeper.'"

Deputy Supreme Knight Savoie stressed that "We have no greater responsibility of the things of which we have control than membership growth. But we have to put the words into action: 'One Member, Per Council, Per Month.'"

SHORT TAKES

K of C Essay Contest

The essay contest is open to all Catholic students — in public, private or parochial schools — in grades 8 through 12 during the current school year. Councils are encouraged to sponsor essay contests at Catholic schools in their communities. Contest participants are asked to write a 500-700 word essay based on a quote.

Soccer Challenge

The Knights of Columbus Soccer Challenge is designed for players to demonstrate the most basic of soccer skills — the penalty kick. The Soccer Challenge is open to all boys and girls in your community, ages 10-14. The contest will take place on the council, district, regional, state and international levels. Order the Official Guide to the Knights of Columbus Soccer Challenge (#4576) from the Supply Department for all the details. The program is also outlined in the Soccer Challenge Kit (#SC-KIT).

Free Throw Championship

The Knights of Columbus Free Throw Championship kit contains posters, entry forms, certificates and a step-by-step guide on conducting a championship. The competition is divided into groups by age and gender. Order kits for these activities by using the appropriate forms in the Council Report Forms Booklet (#1436) or at kofc.org/forms. Additional information on these programs can be found under the "Youth" heading at kofc.org/service.

2012 International Family of the Year

Families are the foundation upon which the Knights of Columbus is built. Each year at the Supreme Convention, the Order honors one of its outstanding families as the International Family of the Year. The 2012 Family of the Year was the Paul and Marcia Gilbert family of Father Patrick Creed Council 12923, in Campbellsville, Ky.



8 to 21), she is also the director of a local crisis pregnancy center and regularly speaks publicly about the center's work and the culture of life. Sarah, the oldest daughter, is now Sister Cecilia, a Novice with the Sisters of St. Joseph the Worker. Daniel, the oldest son, is an altar server who is looking to apply to the Archdiocese of

Upon learning of his family being named the state council family of the year, the family's father said he really did not want to be recognized for all that he does, explaining, "I am doing this because I am very proud of my family, my parish and my council." Paul joined the Knights of Columbus in December 2008 and has served as the council recorder. Along with his involvement in the council, he has also undertaken numerous volunteer projects at his parish, is the chairman of the council's parish coat drive, and, along with his wife, works at the annual Thanksgiving Social. He also works with the parish confirmation and first communion classes, as well as the parish youth group. The family's mother, Marcia, is as involved as her husband. Along with having home schooled all of their seven children (who range from ages

Louisville's seminary program. The second son, Dominic Anthony, is also an altar server, a member of the youth group and assists his older brother in teaching religious education. Sisters Hannah Grace and Christian Marie are involved in the parish youth group, and both received their Confirmation in April. The youngest children, Zoe Catherine and Jared Paul, regularly pitch in to help their parents and older siblings on family projects.

As the nominating grand knight said, this family serves as an outstanding example — even in the face of monetary and medical difficulties — of Catholic faith and Catholic charity. As written in the nomination: "...it is my humble opinion that the Catholic Faith is much better off for this family's sacrifices and good works."

The Vital Role of Chaplains

Annual Chaplains Meeting Held at the Supreme Convention

The upcoming Year of Faith and the importance of the New Evangelization were the main topics of discussion at the Chaplains Meeting, which gathered 70 state and local council chaplains for their annual session at the Supreme Convention on Monday afternoon. Representing jurisdictions throughout the Order, the chaplains shared ideas on how they can continue to help Knights grow in an authentic relationship with God.

Supreme Chaplain Archbishop William Lori of Baltimore, presided at the meeting, which was conducted by Father John Grace, O.S.A., director of Chaplains Programs and Development.

When asked what the Knights are planning for the Year of Faith, Archbishop Lori said that he will be using his monthly column in *Columbia* magazine to deepen the spiritual life of Knights by explaining the faith foundation of the Order's four principles — charity, unity, fraternity and patriotism — and providing instruction and resources on important topics such as the social teachings of the Church and the



Supreme Chaplain Archbishop William E. Lori of Baltimore addresses the meeting of Knights of Columbus chaplains. To his left is Father John P. Grace, director of chaplain programs and development.

development of a consistent prayer life.

Supreme Knight Carl Anderson said that the Year of Faith and the New Evangelization are perfect opportunities for the Knights of Columbus, which has councils in parishes standing ready to assist the pastor. "From my perspective, it all boils down to what our Catholic laymen are going to do," he said. "How will we take our responsibility to evangelize the culture?" The life of the Church is in the parish, he noted, and Knights must work with their pastors to build up the life of the local parish.

Proclaimed by Pope Benedict XVI for the universal Church, the Year of Faith begins October 11, the 50th anniversary of the opening of the Second Vatican Council and the 20th anniversary of the release of the Catechism of the Catholic Church. Designed to be a period of catechesis, spiritual development and renewal within the Church, the Year of Faith continues until the feast of Christ the King in 2013. It will open with a Synod on the New Evangelization for bishops throughout the world.

Three New Supreme Directors Elected



The Knights of Columbus Board of Directors.

Three new members were elected to the Board of Directors during the 130th Supreme Convention's Wednesday morning Business Session, and five other members were re-elected to a three-year term, running from September 1 until August 31, 2015.

The newly elected board members are Scott A. Flood of Ellington, Connecticut; Natale L. Gallo of Ancaster, Ontario, and Kenneth E. Stockwell of Cody, Wyoming.

Flood was Connecticut state deputy from 2008–2011, earning the coveted Circle of Honor Award for membership growth, as well as three awards for Columbian Squires recruitment. Flood served as grand knight, district deputy, state warden, state treasurer, state advocate and state secretary before being

elected state deputy. He has worked for 28 years for the U.S. Postal Service. He and his wife, Barbara, have two children.

Gallo served as Ontario state deputy from 2006–2008 and has remained active in leadership positions for the Knights, being appointed vice supreme master of the Cardinal McGuigan Province for the Fourth Degree. Throughout his long involvement with the Order, he has been a leader in membership development, earning Star District status for two years when he was district deputy. He also served as president of the Knights' Canadian Association. Gallo has been a lifelong educator in Ontario secondary schools. He and his wife, Lina, have two grown sons who are both members of the Order.

A third generation Knight, Stockwell was Wyoming state deputy from 1987–1989. Since joining the Order in 1978, he has recruited more than 100 members. He served as Wyoming Fourth Degree District Master and currently is vice supreme master of DeSmet Assembly. Now retired, he has been a business owner and bank vice president. Married for 43 years to Lesa, they have three daughters and seven grandchildren.

Re-elected to the board were Dennis A. Savoie, deputy supreme knight from New Brunswick; Thomas P. Smith, the Order's chief insurance officer from Connecticut; Javier S. Martinez of Texas; Daniel J. Baker of Georgia and Paul J. Lambert of South Dakota.

Knights Mourn Passing of Nellie Gray

Upon learning of the death of Nellie Gray, founder of the March for Life, Supreme Knight Carl Anderson released this statement: "It is with great sadness that I learned today that Nellie Gray had passed away. Nellie worked tirelessly to protect the life of the unborn, and the Knights of Columbus helped her in this work from the very beginning. She never gave up. In those early days when Nellie and I worked together in the cause of life more than three

decades ago, the idea that America would have a moral awakening on abortion seemed far-fetched, but she never became discouraged. She simply worked harder. Today, as polling indicates that the tide of public opinion has shifted significantly in defense of human life, we see just how important the March for Life and her hard work have been. Nellie will be missed, and it is now up to us to make sure that her work in defense of life continues."



CNS photo / Nancy Wiebec



**KNIGHTS
OF COLUMBUS**

KNIGHTLINE

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Knights of Columbus Insurance: Your Shield for Life.

Schedule a Fraternal Benefits Night Today

Thomas P. Smith Jr.
Chief Insurance Officer



For many years, one of the requirements for a council to win the Founders' Award was the conducting of an "Insurance Night" during the fraternal year. Some time ago, that requirement for the award was dropped in an effort to streamline the steps to becoming an award-winning council. Just because it's no longer an award requirement doesn't mean it's a bad idea. In fact, we believe an "Insurance Night" should be a part of each council's program. Here's how it could work.

The council's field agent or general agent holds a "Fraternal Benefits Night" for members and their families. If it is planned properly, invitations are sent well in advance to all members and it is promoted in the church bulletin, council newsletter and

other ways. The agent will do most of the work for the evening and help the council arrange for additional speakers, such as a tax expert, a lawyer, a funeral home director or a college admissions official.

The evening should include the speaking agenda, door prizes and refreshments. In addition to information about our Knights of Columbus products, the agent will touch upon the fraternal benefits available to members and their families, including our scholarships and fellowships, member/spouse fraternal benefit, orphan benefit, family fraternal benefit, widow benefits and any local/state programs.

Ask your agent to order a "Fraternal Benefits Night" kit from the Supply Department. The members who attend get

valuable information about Knights of Columbus insurance, annuities and long-term care insurance. The agents get valuable exposure to the members. And the council may get those all-important insurance members needed to help them obtain Star Council.

Before the first half of the fraternal year ends, schedule a "Fraternal Benefits Night." It's a win-win event. For additional information on how your council can promote Knights of Columbus insurance, visit the "Recruitment Strategies/Action Steps" page at www.kofc.org/un/en/membership/strategies/promote_insurance.html.