



**Winter Leadership  
Organizational Meeting**  
An Invitation to Come SOAR with Us

**Membership Seminar**

Michigan State Council  
Knights of Columbus





# Membership

**An Invitation to Come SOAR with Us**

Service – What Life is About

Optimism – The Faith that Leads to  
Achievement

Aspire – to Accomplish Great Deeds

Responsibility – to do Your Duty

**Let's SOAR to New Heights**

Michigan State Council  
Knights of Columbus



# ***Pope Francis – Holy Year of Hope***

Pope Francis announces the 2025 Jubilee Year theme: **‘Holy Year of Hope’**. Pope Francis went on to declare this year’s moto **“Pilgrims of Hope”**.

A synonym for hope is ***Optimism***.

What a better visualization; the Knights of Columbus as **Pilgrims of Hope**. We bring hope to the less fortunate through our many programs.



# ***Pope Francis – Holy Year of Hope***

- ❖ Knights of Columbus bring Hope and Optimism to men who are looking to grow their faith as each of our councils (with their parishes) rollout their **COR** initiatives.
- ❖ The more men see our optimism for our faith and future, the more they will be encouraged to join with us.





## ***Naughty or “NICE”***

Have you had a man accept the invitation to Join us since November 22<sup>nd</sup> and now?

If you have, you're on the NICE list!!!

If not, you still have time, invite a man before the end of the Organizational meet and I will give you your pin!!!



# ► Fishers of Men

RENEWING OUR CULTURE OF INVITATION



Michigan State Council  
Knights of Columbus



# ***Fishers of Men***

- ❖ HOW TO INVITE SOMEONE
- ❖ CONVERSATION STARTERS
- ❖ OVERCOMING OBJECTIONS
- ❖ TIPS TO REMEMBER
- ❖ FRATERNAL BENEFITS: WHY JOIN
- ❖ RESOURCES



# ***Let's be Fishers of Men***

Every Knight is called to bring others to Christ and help realize Blessed Michael McGivney's mission.

*"Come after me, and I will make you fishers of men."*

MT 4:19





# ***Catholic men are waiting to be invited***

- ❖ 21 million Catholic men are not members of a Catholic men's organization
- ❖ 7 million say they are willing to join the Knights of Columbus

Nearly half of all Catholic men say they've not joined the Knights – at least in part – because nobody has asked them to.



# ***Let's be Fishers of Men***

- ❖ Filled with the Holy Spirit, the first Apostles went out, two by two.
- ❖ Like them, we are not alone – we are supported by our brother Knights.

Let us be the fishers of men God  
is calling us to be.



# *Let's be Fishers of Men*

- ◆ What is in your tackle box?
- ◆ Pick the right lure



## ***Tips to Remember***

- ❖ Rally the support of your spiritual leaders (chaplains, pastors, deacons, etc.).
- ❖ Work with your leadership and local K of C field agents – you are not alone.
- ❖ Demonstrate good listening skills so you can effectively see what the man's needs and wants are. (Pick the right lure.)





## ***Tips to Remember (Continued)***

- ❖ Prepare and practice – identify a few questions that will help the other person to open up and your favorite conversation starters. **(Ask Yourself First)**
- ❖ Involve your families as well as theirs.
- ❖ If willing, ask your wife to share her perspective with them.
- ❖ Pray throughout.



**ition**

One Member

Certificate

Two Members

Book of 6 Raffle Tickets

Three Members

Raffle Certificate

Four Members

Blessed Virgin Mary Statue

Five Members

Certificate

Six Members

KofC Portfolio



**Michigan Knight Of Columbus**

001      Need not be present to win.      \$5.00 EACH      001      \$5.00 EACH

SECOND PRIZE:  
THIRD PRIZE:  
FOURTH PRIZE:

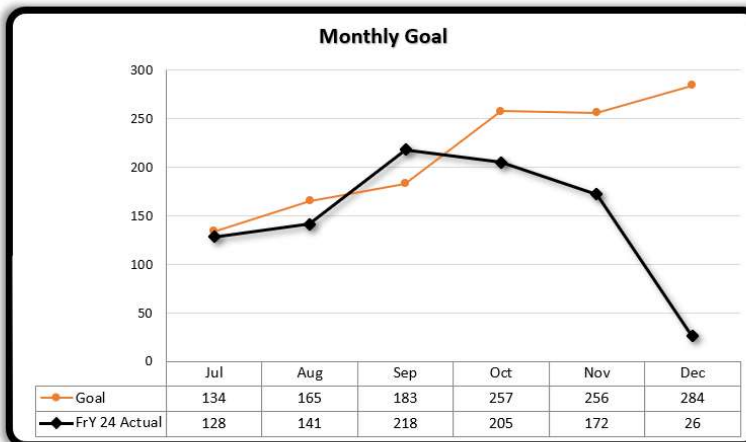
Name: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Address 1: \_\_\_\_\_  
Address 2: \_\_\_\_\_  
Email: \_\_\_\_\_



# How are We Doing

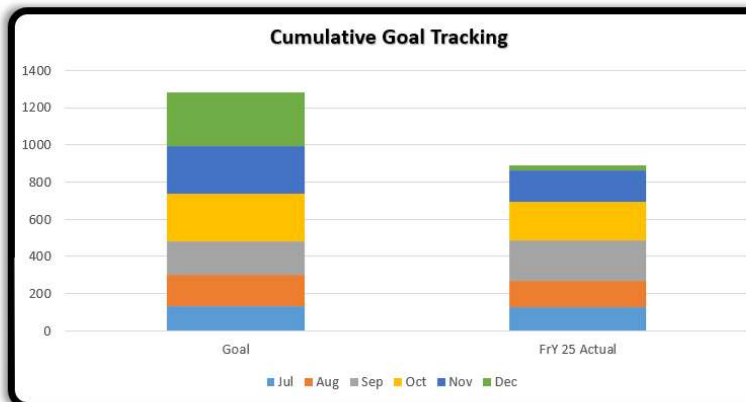
Track to Circle of Honor 50% by Dec 31

Monthly Goals			
Month	Goal	FrY 25 Actual	+/-
Jul	134	128	-6
Aug	165	141	-24
Sep	183	218	35
Oct	257	205	-52
Nov	256	172	-84
Dec	284	26	-258
<b>Total</b>	<b>1280</b>	<b>890</b>	<b>-390</b>



Cumulative Goal by Month			
Month	Target	FrY 25 Actual	+/-
Jul	134	128	-6
Aug	299	269	-30
Sep	482	487	5
Oct	739	692	-47
Nov	995	864	-131
Dec	1280	890	-390

50% Goal as of 11/8/24



# *How do we get there?*



Michigan State Council  
Knights of Columbus





# My Christmas Gift for a Man Like You A Catholic Man of Faith

A Gift of membership in  
an organization that  
supports your faith and  
beliefs where you can put  
your faith into action.



**Join Now for FREE**

**Promo Code: BLESSEDMCGIVNEY**





# O C I A





Order of Christian Initiation for Adults

## *& The Knights of Columbus*



# ***The New Catholic Man Wins***






-  Work with men with the same faith and ideals
-  A way to practice his faith of charity
-  A place to develop family friendships
-  Grow in faith through action





# ***The Knights Win***





-  A man that has shown his conviction to our faith
-  A man that is looking for a way to put his faith into action
-  A man looking to connect his family with his faith





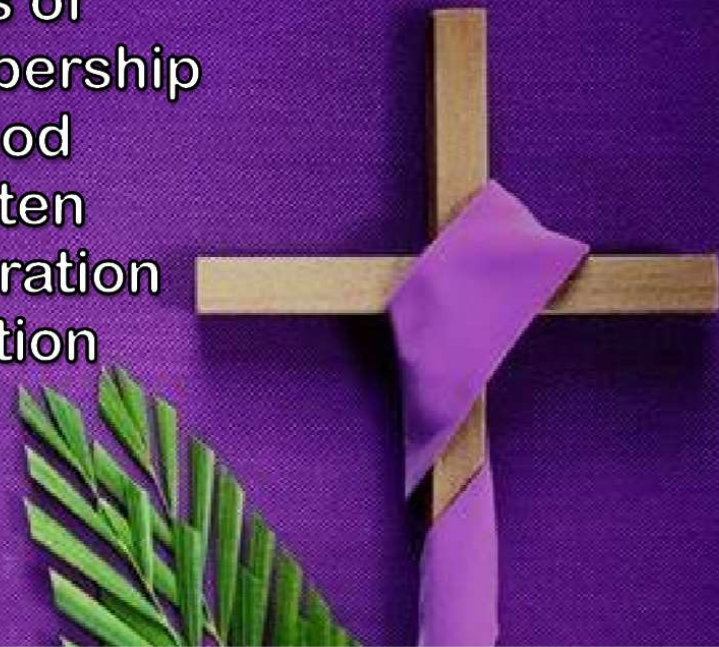


# ***How***

-  Knights as Sponsors **1#**
-  Request to speak at a class
-  Provide gifts to OCIA candidates – rosaries, etc.
-  Request a list of OCIA candidates



Let your Knights of  
Columbus membership  
be your gift to God  
during your Lenten  
journey in celebration  
of His Resurrection



**Join Now for FREE**

**Promo Code: BLESSEDMCGIVNEY**



# Zero Growth Councils

## An Opportunity for Growth

		Zero Growth		
		Councils	Percent	Prev Week
<b>Detroit DMD</b>				
Wally Papciak	DMD-DE1	17	47.2%	17
Tom Kendziorski	DMD-DE2	11	35.5%	11
Hans Hansen	DMD-DW1	9	26.5%	10
Don Garon	DMD-DW2	13	40.6%	13
<b>Gaylord DMD</b>				
James L. Szafran	DMD-GE	11	50.0%	11
Joseph Zayaz	DMD-GW	7	38.9%	8
<b>Grand Rapids DMD</b>				
William Bernesser	DMD-GrN	14	46.7%	14
Lawrence Adams	DMD-GrS	11	35.5%	12
<b>Kalamazoo DMD</b>				
John Lindsay	DMD-K	17	51.5%	17
<b>Lansing DMD</b>				
Dave Freud	DMD-LN	19	51.4%	19
Chris Stevens	DMD-LS	15	45.5%	16
<b>Marquette DMD</b>				
David Guenther	DMD-M	23	69.7%	24
<b>Saginaw DMD</b>				
Jerry Leinberger	DMD-S	19	45.2%	20



*STATE MEMBERSHIP INITIATIVE*  
*“ASK YOURSELF FIRST”*



Michigan State Council  
Knights of Columbus







# “ASK YOURSELF FIRST”

Knights of Columbus, Michigan State Council, Membership Initiative

## Knights of Columbus Annual Facts

- 2 million members
  - 16,672 Councils Around the world
  - 49 million service hours
  - \$185 million in charitable donations
  - \$1.1 million in scholarships
  - \$3.7 million to seminarians and postulants
  - \$21 million to Special Olympics
  - \$1.3 million Heroes Fund
- 
- 1,745 donated Ultrasound Machines
  - \$121 billion life insurance in force
  - Since 1982, \$67 million has been given to the Holy Father for his personal charities

Knights of Columbus  
Michigan State  
Council Web Site:  
[WWW.MIKoC.org](http://WWW.MIKoC.org)



# KNIGHTS OF COLUMBUS

IN SERVICE TO ONE. IN SERVICE TO ALL.

Greetings Brothers,

As you know, membership growth is all of our jobs, not just the Membership Director's. What we are asking, is for all of us to actively recruit new members with a slightly different emphasis than is typical. During this fraternal year, we are asking that you join us in our State's new membership initiative "**Ask Yourself First**".

You may have heard that all you need to do is "just ask" and Catholic men will join. It is true that very few gentlemen have joined our ranks without being asked, however much of the "low hanging fruit" has been picked at many of our parishes. That is why we are asking you to take a few moments before you approach your next prospective member and **Ask Yourself First**, "why did I join the Knights" and then asks yourself "why do I remain a Knight."

Each one of us had various reasons for joining the Knights as well as why we remain Knights. What we are asking you to do is to share with a prospective member your personal experience. Typically when we talk to a potential member, we talk about how great the Knights are and all of the great works that we accomplish. This is important! However, what prospective members don't hear is, what's in it for them. By sharing your personal reasons for joining and remaining a Knight they can get a glimpse of how they and their families will benefit personally with membership in the Knights of Columbus.

Included below are a few of the reasons some of our brother Knights have given for joining and remaining a Knight of Columbus. This is by far not an all inclusive list.

Reasons for Joining the Knights	Reasons for Remaining a Knight
<ul style="list-style-type: none"> <li>• I wanted to help out in the Church, but I had limited availability and none of the other ministries were as flexible as the Knights.</li> <li>• I wanted to set a good example of service for my children.</li> <li>• I wanted to do something in the Church which would include my whole family.</li> <li>• The fraternal benefits were appealing</li> <li>• I wanted to join with my friend.</li> </ul>	<ul style="list-style-type: none"> <li>• I'm proud to be a member of a group that supports our Church, the Pope and our Priest.</li> <li>• The dedication to the unborn.</li> <li>• The work they do with Special Olympics.</li> <li>• I like working with men that have the same faith beliefs that I do.</li> <li>• I'm proud to belong to an organization that accomplishes so much.</li> <li>• The Supreme and State Council support their beliefs with action as well as acts of charity.</li> </ul>

### IMPORTANCE OF MEMBERSHIP:

We often get wrapped up in meeting the numbers set to make our quota. Membership is more important than a quota and awards. We should grow our membership because we want to give other Catholic men the same opportunity for faith growth and fraternal friendships that we all enjoy. The more Knights that join our ranks increases the overall impact that we can have in our Church, community, and the world.



Michigan State Council  
Knights of Columbus



***One thing about joining the  
Knights...***

***Your rewards are not only  
earthly...***

***They are Eternal***



# Marty Brown

State Deputy Regional Representative (SDRR)



Michigan State Council  
Knights of Columbus



# CAT “Council Activity Tracker”

Where do we stand?

	23-24		24-25		
	First Half				Difference
DD's	78	87%	<b>45</b>	<b>50%</b>	<b>-37%</b>
Council's	176	42%	<b>96</b>	<b>23%</b>	<b>-19%</b>
Events	623		<b>367</b>		<b>-256</b>
	Second Half				
DD's	60	67%	<b>24</b>	<b>27%</b>	<b>-40%</b>
Council's	120	29%	<b>45</b>	<b>11%</b>	<b>-18%</b>
Events	409		<b>103</b>		<b>-306</b>
as for 11-30-2024					





# ***CAT “Council Activity Tracker” Process***

- ❖ Go to the State Website ([www.mikofc.org](http://www.mikofc.org))
- ❖ Scroll down & click on Membership
- ❖ Click on “CAT - Enter a new Recruiting Event”
- ❖ Fill in the blanks
- ❖ Hit submit

*Note: Enter “at least one” and “No more than 3” events per quarter.*



# CAT – Step 1 = Go to the State Website



The screenshot shows the website for the State Council of Michigan. The header is dark blue with the KofC logo and the text "State Council of Michigan". On the right side of the header, the name "Jim Escott" is displayed, along with "Admin" and "Logout" links. Below the header is a navigation menu with links for "Home", "Resources", "Statewide News", "Event Calendar", "About", and "Directory". The main content area features a large heading "Knights of Columbus Michigan State Council" followed by a paragraph about the organization's mission. Below this is a link to "Michigan K of C on Facebook" and a section titled "Free E-Membership Extended!" with details about a membership code. On the right side, there is a search bar, a "STAY INFORMED" mailing list sign-up form, a "JOIN US" button with the KofC logo, and a list of links under "Exemplifications" and "Special Events and Announcements". The "Membership" link is circled in red.

**State Council of Michigan**

Jim Escott  
Admin  
Logout

Home Resources Statewide News Event Calendar About Directory

## Knights of Columbus Michigan State Council

We are Catholic men striving to be the best husbands, fathers and leaders we can serving our community. Service and charity are a core belief of the Knights. We aim to live every day doing the good and necessary work that needs to be done in this world.

Founded to meet the needs of immigrants, refugees and families we serve our communities and Christ. Through our programs our Knights grow closer to their families, parishes and Christ. We are Catholic men building a bridge back to faith.

[Michigan K of C on Facebook](#)

### Free E-Membership Extended!

The online or e-membership code to honor Fr. Michael J. McGivney has been extended again!

The free online membership code is BLESSEDMCGIVNEY

Here's how it works:

Direct prospects to [kofc.org/joinus](http://kofc.org/joinus)

Enter promo code **BLESSEDMCGIVNEY**

Enter your membership number for sponsor credit

Invite e-members to your Council's next Charity/Unity/Fraternity Exemplification

Or use the On Demand Exemplification through officers online at [kofc.org](http://kofc.org)

Or schedule in to District Exemplification or recorded virtual Exemplification schedule by our State

**Prayer for the Canonization of**

Search...

### STAY INFORMED

Join the **State Council of Michigan** mailing list to get updates of the latest news and events right to your inbox.

Email:

**Subscribe**

### JOIN US

#### Exemplifications

#### Special Events and Announcements

- Programs
- Membership**
- Insurance



# CAT – Step 2 = Click on Membership



 **State Council of Michigan** Jim Escott  
Admin  
Logout

[Home](#) [Resources](#) [Statewide News](#) [Event Calendar](#) [About](#) [Directory](#)

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**JOIN US**

**Exemplifications**

**Special Events and Announcements**

[Programs](#)

[Membership](#)

[Insurance](#)



# ***Step 3 = Click on CAT - Enter a new Recruiting Event***

## **Membership**

» [State Resources](#) › Special Events and Announcements › Membership

- [CAT - View Recruiting Events](#)
- [CAT - Enter a new recruiting event](#)
- [CAT - Add/Update/Delete Recruiting Events](#)





# Michigan Knights of Columbus

## Council Activity Tracker

### New Activity Input Form

# Step 4 = Fill in the blanks



- Council Number:
- District #:
- Diocese
- Activity Name:
- Activity (FIA) Category
- Activity Location:
- Activity Discription:
- Activity Date:
- Activity Start Time:
- Activity Lead (Coordinator):

## Fill in the blanks

- Council #, District #, Diocese
- Activity Name, Activity FIA Category
- Activity Location, Description, Date & Time
- Activity Lead

## Hit submit

Submit Event



# Exemplification Tracker

Where do we stand?

	23-24		24-25		
	First Half				Difference
DD's	85	94%	<b>63</b>	<b>70%</b>	<b>-24%</b>
Council's	213	51%	<b>151</b>	<b>36%</b>	<b>-15%</b>
Events	504		<b>354</b>		<b>-150</b>
	Second Half				
DD's	68	76%	<b>32</b>	<b>36%</b>	<b>-40%</b>
Council's	159	38%	<b>74</b>	<b>18%</b>	<b>-20%</b>
Events	367		<b>160</b>		<b>-207</b>
as for 11-30-2024					



# ***Exemplification Tracker Process***

- ❖ Go to the State Website ([www.mikofc.org](http://www.mikofc.org))
- ❖ Scroll down & click on Exemplifications
- ❖ Click on “Schedule or Report an Exemplification”
- ❖ Select either Schedule an Exemplification or Add Exemplification Results



# Exemplification Step 1 = Go to the State Website

 **State Council of Michigan** Martin Brown  
Logout

[Home](#) [Resources](#) [Statewide News](#) [Event Calendar](#) [About](#) [Directory](#)

## Knights of Columbus Michigan State Council

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[Michigan K of C on Facebook](#)

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Search...

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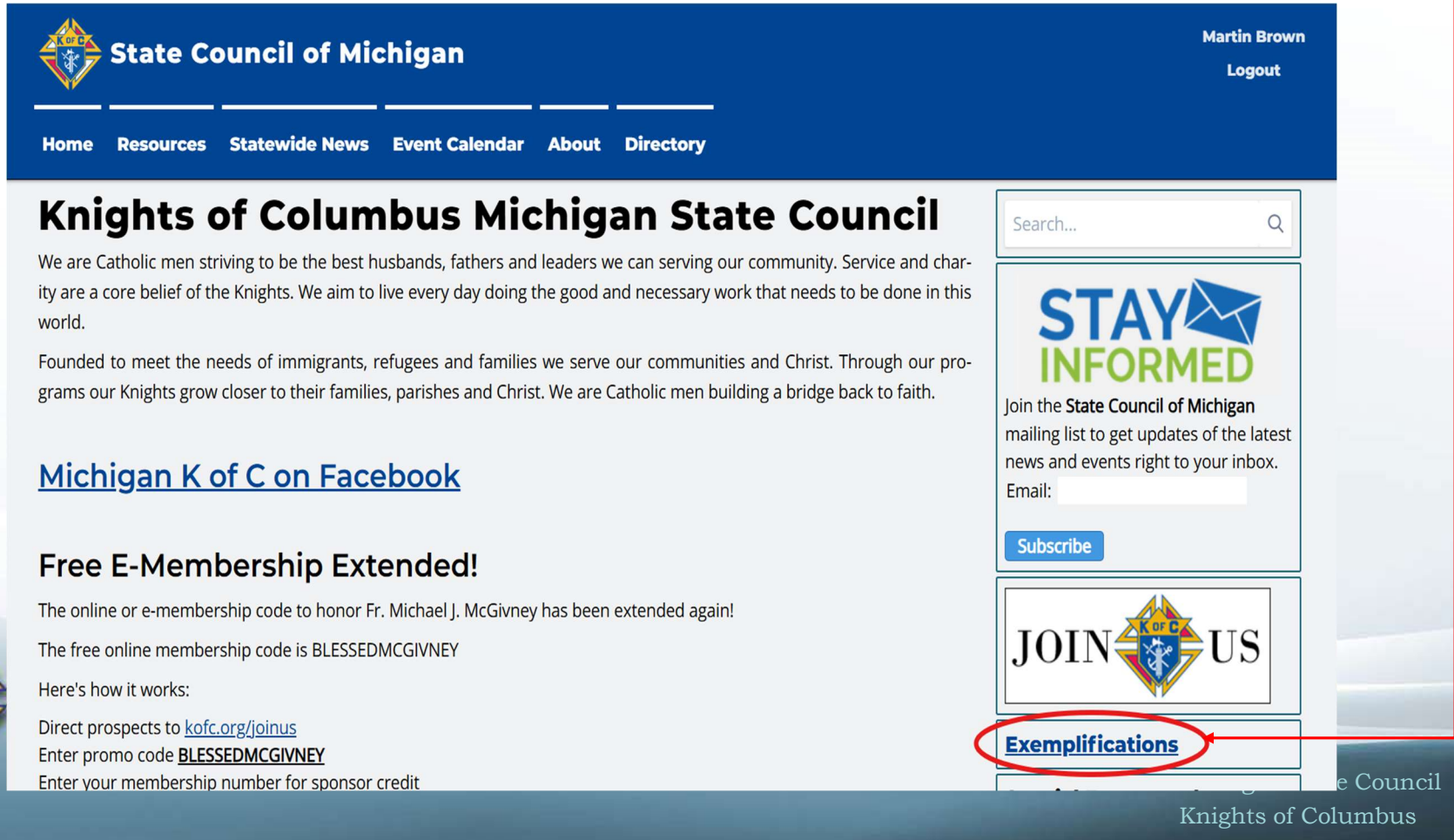
**JOIN  US**


[Exemplifications](#)





# Exemplification Step 2 = Click on Exemplifications



 **State Council of Michigan** Martin Brown  
Logout

[Home](#) [Resources](#) [Statewide News](#) [Event Calendar](#) [About](#) [Directory](#)

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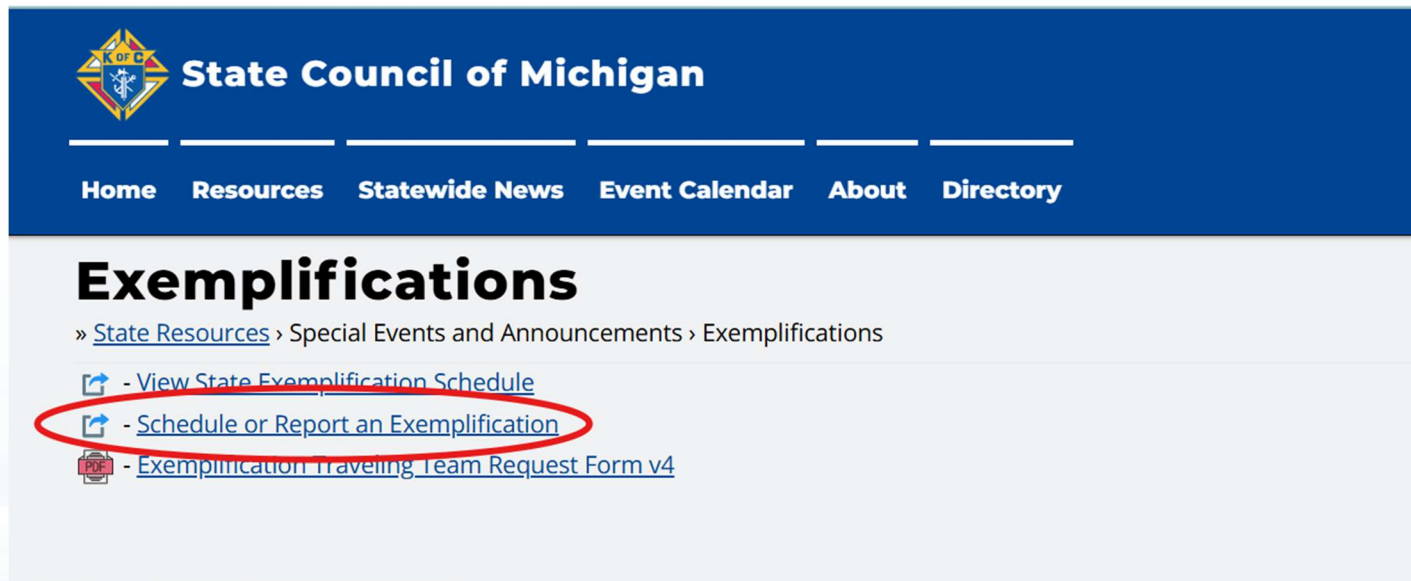
**JOIN  US**

**Exemplifications**

State Council  
Knights of Columbus



# ***Step 3 = Click on Schedule or Report an Exemplification***



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# ***Step 4 = Click on Schedule an Exemplification***

**Michigan Knights of Columbus**

**Exemplification Home**



**Exemplification of Charity, Unity and Fraternity Form**

[Schedule an Exemplification](#)

**Exemplification Results**

[Add Exemplification Results](#)



Michigan State Council  
Knights of Columbus





# Step 5 = Fill in the blanks

## ◆ Fill in the blanks

- ◆ Council #, Exempt Date & Time, Exempt Team
- ◆ Exempt Location, Exempt Address & City
- ◆ Exempt Notes, Exempt Contact
- ◆ Exempt Contact Phone Number & Email

## ◆ Hit Submit Event

### Exemplification of Charity, Unity and Fraternity Form

- Host Council Number:
- Exemplification Date:
- Exemplification Start Time:
- Exemplification Team
- Exemplification Location:
- Exemplification Street Address:
- Exemplification City:
- Special Exemplification Notes:

### Exemplification Contact Person Information

- Exemplification Contact Name:
- Exemplification Contact Phone Number:
- Exemplification Contact Email:

[Submit Event](#)

[Exemplification Home Menu](#)





# Step 6 = Click on Report an Exemplification

Michigan Knights of Columbus

Exemplification Home



Exemplification of Charity, Unity and Fraternity Form

[Schedule an Exemplification](#)

Exemplification Results

[Add Exemplification Results](#)





Exemplification of Charity, Unity and Fraternity Results

Host Council Number: \_\_\_\_\_

Exemplification Date: mm/dd/yyyy

Select Exemplification Status

Special Exemplification Notes: \_\_\_\_\_

Exemplification Results

Number of new members attending the exemplification in person: \_\_\_\_\_

Number of new e-members: \_\_\_\_\_

Name of person submitting the form: \_\_\_\_\_

**Submit Results**

[Exemplification Home Menu](#)

# Step 7 = Fill in the blanks

- ◆ Fill in the blanks
  - ◆ Host Council #, Exempt Date
  - ◆ Select Exemplification Status
  - ◆ Enter number of new members attending
  - ◆ Enter number of e-members attending
  - ◆ Enter Name of person submitting form
  - ◆ Hit Submit Event



# Thomas Kendziorski

Diocesan Membership Director



Michigan State Council  
Knights of Columbus



## **CONTACT INFO**

### **THOMAS (“Tom”) F. KENDZIORSKI (“ken-jór-skee”)**

- ❖ PGK, FDD (4-time Star District)
- ❖ State New Council Development Director
- ❖ Diocesan Membership Director – Detroit East (West Region)

**E-mail: [t.Kendziorski@mikofc.org](mailto:t.Kendziorski@mikofc.org)**

**Cell/text: 248-953-5147**





## **STAR COUNCIL REQUIREMENTS REVIEW**

- **McGivney Award** for membership growth (100%+)
- **Founders Award** for promoting insurance and benefits
- **Columbian Award** for well-rounded programs (SP-7)
- **Form #365** – “Service Program Personnel Report”
- **Form #1728** – “Annual Survey of Fraternal Activity” **[1/31/25!]**
- **Youth Protection** full compliance (GK/PD/FD/CD)
- **Council in Good Standing** with Supreme & MI (all per capita assessments paid)



## **STAR DISTRICT REQUIREMENTS REVIEW**

- **McGivney Award** – 100%+ by at least 1 council ... District achieves 70% of quota.
- **Form #944's** must be submitted on time (SEP 15<sup>th</sup>) by the DD for all of his councils.

### ***Requirements of ALL councils within the District:***

- **Founders Award** promoting insurance and benefits; two 10/14; 50% Councils;
- **Columbian Award** for well-rounded programs (Form SP-7); 100% Councils;
- **Form #365** – “Service Program Personnel Report;” 100% Councils;
- **Form #1728** – “Annual Survey of Fraternal Activity;” 100% Councils
- **Youth Protection** full compliance (GK/PD/FD/CD); 100% Councils; and,
- **In Good Standing** w/Supreme & MI (per capita assessments paid); 100% Councils.



## **BUILDING SUCCESS FOR STAR STATUS**

- Personal Responsibility** [*“Take charge!” “Optimistic!”*]
- Council Accountability** [*“Do not assume they know”*]
- Persistence & Patience** [*“Each council is unique”*]
- Know & Communicate** [Timelines monthly to councils]
- Engage Field Agents** [Financial Benefits Events]
- DD Report** [Regularly check Officers On-line]



# Jim Escott

State E-Membership Director



Michigan State Council  
Knights of Columbus





# **Richard (Dick) Shelt**

**Council Retention Director**



Michigan State Council  
Knights of Columbus



ANY  
QUESTIONS?



Michigan State Council  
Knights of Columbus

