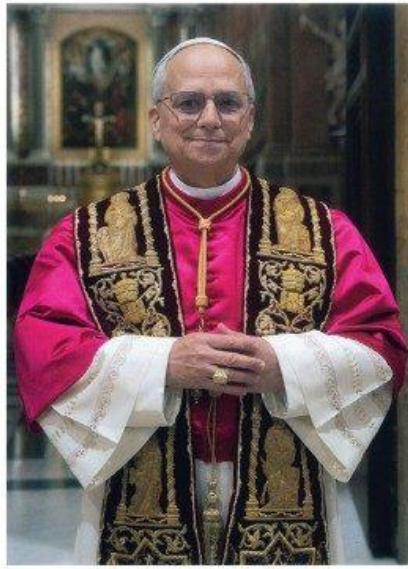
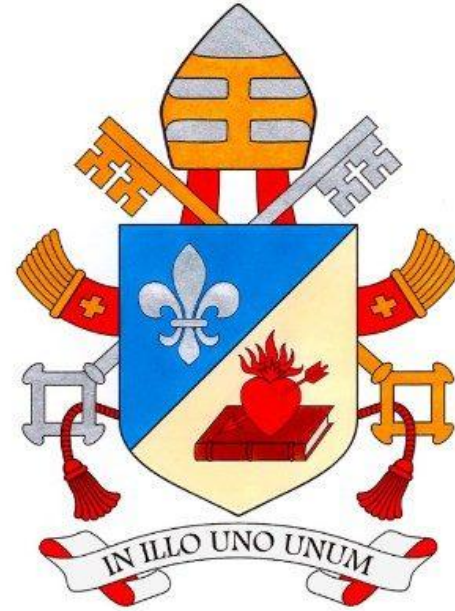


Membership New District Deputies





Leo XIV
8 maggio 2025



Pope Leo XIV has also chosen a motto that reflects this Augustinian tradition: **“In the One, we are one.”** The phrase is taken from Saint Augustine’s Exposition on Psalm 127, where he explains that “although we Christians are many, in the one Christ we are one.”



Why Do Installation of Council Officers?

- The DD has the privilege of installing the officers of the councils in his District.
- When Council Officers are “ceremoniously” installed:
 - The importance of their role is understood by all
 - They feel more empowered



Logistics

- Hold the ceremony in July or August
- This is a formal event, wear a coat & tie.
- Include a Chaplain and District Warden (if possible)
- If you're having trouble finding dates, combine with Council or District Meeting.



Script where to locate

- 11620 Protocol, Meetings and Ceremonials page 55.
- Installation of Council Officers Diagram page 91





Alain Cayer

Supreme Council Territorial Growth Director







**Knights of
Columbus®**

What Personality Type are you dealing with?

Alain Cayer, ATGD



In this training...

We will learn

- The different types of personality and how you can we work with them.**
- What is important to one will not necessarily be important to the other.**
- There is not one Type that is a better leader over another... they are different.**
- Can they all lead?**



Can you name them?

Type “A”, Type “B”, Type “C” and Type “D”

Type “A” – Driver

Type “B” – Socializer / Expressor

Type “C” – Thinker / Analytical

Type “D” – Amiable / Supporter

Which type are you?



Type A – Driver

His opinion is the best (sometimes that's what he thinks) He likes to be in control and in charge. He thrives on challenges towards the achievement of his goals.

- **Characteristics (3):**

- 1- Goal-oriented;**
- 2- Risk taker;**
- 3- Effective and stressful environment**

- **Motivational keys (5):**

- 1- Opportunities;**
- 2- Freedom of action;**
- 3- Challenges;**
- 4- Success;**
- 5- Leadership;**

- **How to get him involved (3):**

- 1- Help him stay focused on the task at hand;**
- 2- Offering him the opportunity to make choices;**
- 3- Set clear boundaries.**



Type “B” – Socializer / Expressive

He is very sociable, energetic, and fast. He likes to be around people, to be the center of attraction and to build relationships.

- **Characteristics (3):**

- 1- Relationship oriented;**
- 2- Open to others;**
- 3- Enthusiastic.**

- **Motivational keys (5):**

- 1- Public recognition;**
- 2- Rewards;**
- 3- Focus of attention;**
- 4- Approval;**
- 5- Achievement of goals.**

- **How to get him involved (3);**

- 1- Allow him to share his ideas;**
- 2- Focus on objectives;**
- 3- Congratulate and recognize him all the time**



Type “C” – Thinker / Analytical

He is very detailed oriented, interested in precision, common sense. He avoids emotional people, considering them difficult to access.

- **Characteristics (3);**

- 1- Detailed oriented, meticulous;**
- 2- Logical;**
- 3- Prepared.**

- **Motivational keys (4);**

- 1- Control;**
- 2- Opportunities;**
- 3- Challenges;**
- 4- Search for solutions.**

- **How to involve him (3);**

- 1- Suggest that he or she work in stages to avoid getting unnecessarily carried away;**
- 2- Encourage exchanges and feedback;**
- 3- Recognize his loyalty and understand that he can be trusted and supported.**



Type “D” – Amiable / Supporter

Slower to achieve his goals, he likes repetitive work and tends to avoid change and the unknown. Seeks respect and appreciation from others. Tends not to share his feelings publicly.

- **Features (3);**

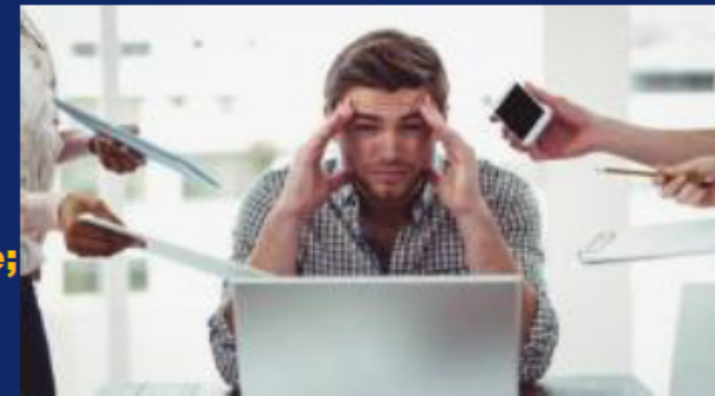
- 1- Duty oriented;**
- 2- Stabilizing;**
- 3- Precautionary.**

- **Motivational keys (3);**

- 1- Safety and lack of risk;**
- 2- Routine environment and calm work atmosphere;**
- 3- Group work.**

- **How to involve him (3);**

- 1- Provide him with candid feedback using data and facts;**
- 2- Compliment him on his high standards;**
- 3- Assign him to task where he can meet deadlines and details.**



In Conclusion

We each have different ways, thoughts, styles and opinions on how to achieve our goals.



Take Away...

It is important to adopt a tone that does not suggest to others that they are not capable of solving their own problems.

Understanding the different personality types is a key to being understood, without offending anyone or putting them on a defense.

It is up to us to know how to respond to different personality types, to help them remain positive and valued.

By doing so we create a “win-win” relationship



How can you motivate that leader?

Have you ever watched the “Facing the Giants”?

You remember that Death Crawl?

<https://www.youtube.com/watch?v=nbW3avTBK1g>

God knows what you have inside and he is placing you today in a leadership position to make an impact onto others.

-Motivate them, inspire them, leading them, making them find out what skills they have inside them.

- Can you help make that difference?



Will you answer that call?



Will you walk through that wall?



Who will you put on your shoulders to cross that field?

God is calling you!

The future of our Church and the Order is at risk!

It starts with you, and with you TODAY!





**Knights of
Columbus®**

Thank you.

Alain Cayer - ATGD

alaincayer@kofc.org



Membership

- Many councils undervalue the importance of membership
- My Parish is too small no one to ask
- District Deputies need to encourage councils to grow



How to encourage membership

- Establish a relationship with each Council Membership Director
- At Council Meetings
- Outside of Council meetings



Michigan Leadership Guide

- Contains information on
 - COR
 - Programs
 - Membership
 - Planning for Success
 - Recruitment Tools and Techniques
 - **Keeping Members Active**
 - Membership Development/Round Tables

Available online at mikofc.org – Resources – Manual and Documentation – 2026-2027 Leadership Guide



Plan recruitment events

- Councils need to plan 4 major recruiting events for the year 1 per quarter
- Hopefully one is done at Mass.
- Council need to put events in the Council Activity Tracker
- Diocesan Membership Directors can help



Exemplifications

- Who is in charge of setting Exemplifications up?
- What to do if your Councils do not have an Exemplification team?
- Who do you call for help?



E-member conversions

- We need Councils to use online membership
- For every 10 members we convert from online member to a Council members State quota is reduced by 1.



2026 – 2027 Star District Award Requirements

- **Membership Growth**

- Attain 70% of combined council quotas

- **Insurance Promotion**

- At least 50% of assigned councils earn the Founders Award

- **Overall District Excellence**

- At least two councils in the district earn Star Council Award
- Submit a District Deputy Annual Report on Council Status(#944) for each council in district by September 15.
- Every council in district must submit forms #185 (officers), #365 (directors), #1728 (annual survey) and #1295 (annual audit).



All Star District

All Councils in your District receive Star Council



Any Questions?

