

KofC Retention

Midyear 2012

- **Pro-active Steps to keep from losing a Brother**
 - Obtain and put a Emergency number on file for all brothers. (seasonal number field)
 - Put the members cell phone and e-mail on file too
 - Use Operation Rescue
 - Check the Supreme Membership report for bad address asterisks. Update as possible
 - Familiarize your members with the state relocation policy and form. (Meetings, Newsletter, etc.)
 - Take notice and react when an active member stops being active and/or does not pay his dues

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Midyear 2012

- **What do you do when you lose a brother?**
 - Use the emergency number you have on file
 - Call his phone, his Cell send him an E-mail and a letter (in that order)
 - Use the Google White pages
 - Ask his friends
 - Ask his employer
 - Ask the parish secretary
 - Ask your insurance agent if he is an insurance member

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Midyear 2012

- **What do you do when you find him?**
 - Update the council and Supreme records
 - Fill out the relocation form.
 - Out of state send it to the state Retention Chairman; Acting this year Bob Hack
 - In State send it to The DD in the area he relocated to
 - If he is still local
 - Work the Council's Retention process

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- **NEED HELP**
 - Send the Relocation Form to your RDD
 - Alternative
 - Send the Relocation Form to;
 - **Bob Hack hackbob 42@ atmc.net**
 - **373 broadleaf Lane SE Bolivia NC 28422**
 - **Or Call 910-754-2647**
 - **He will forward it**

KofC Retention

MIDYEAR 2012

- **2nd half Relocation goals;**
 - **Membership relocation awareness**
 - **Stop losing Members when they relocate.**
 - **Reduce the number of brothers terminated in the future as we will have the tools in place to find them.**
 - **Saving one is better than recruiting one**

• Knights of Columbus

• State Relocation Report

• Council Name _____ Council Number _____

• Council Contact Name _____

• Phone _____

• E-Mail _____

• Name of Knight _____

• Member Number _____

• Insurance Member Yes _____ No _____

• Wife's name _____

• E-Mail Address _____

• Old Address _____

• _____

• _____

• New address (As much as Known) _____

• _____

• _____

• Old Phone number Home _____ Cell _____

• New Phone number _____

• Anything else to find him ?? Employer , Emergency contact info Etc.

• 28422 or

• E-Mail hackbob42@atmc.net

Send to" Bob Hack 373 Broadleaf LN SE Bolivia NC

KofC Retention

Midyear. 2012

- **Reasons the Brothers give for dropping**
 - Not enough time
 - Not what I expected
 - Nothing for me to do
 - Don't feel welcome
 - Same guys run same programs
 - Lost Job
 - Family issues
 - No longer interested

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- What are they really saying?
- The Council has not provided the Programs, Environment and Fraternity to keep them interested.
- Lost jobs and family issues are a different story

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Midyear. 2012

- **How do keep them interested**
 - **Recruit properly**
 - Train your members on how to recruit
 - Same message no false expectations
 - Use the admission Committee
 - Conduct a 6 month review with the new member
 - Use the mentor program
 - Have an active trained Membership Director and committee

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Midyear. 2012

- **Organize for success**
 - **Make sure the chairs are filled** and each officer knows what is expected of him
 - **Configure your council properly** with directors responsible for the various activity areas like church, community, youth Etc
 - **Get monthly reports**
 - **Hold an officers meeting** and plan ahead for the business meeting
 - **Conduct your meetings in the approved format** and always publish an agenda. (Nothing turns people off like an un-coordinated rambling meeting)

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- **Keep the Membership's Interest**
 - Learn their names (Have Badges)
 - Use the information off the interest forms
 - Have a formal plan to get new members involved in a project
 - Publish a Formal activities schedule. Solicit new input not just last year revisited
 - Have a newsletter
 - Show the flag

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Midyear. 2012

- **Keep the Members interest Cont.**
 - **Recognize your members efforts in and out of the Knights**
 - **Knight and Family of the month**
 - **Special awards at the end of the year**
 - **Recognize effort as well as success**
 - **Appoint a publicity Director , nothing like seeing your name or your organization in the paper**
 - **Work for state awards as a council. People like to be part of a winner. Submit candidates for State Awards.**
 - **Don't ignore family and social activities**

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Midyear. 2012

- **Handling of sensitive issues.**
 - **Confidentiality is mandatory**
 - **Members will not confide in the GK if the word gets out. (Jobs, money, medical, family issues and others)**
 - **If you see a sudden change in behavior of a brother be tactful and react in the appropriate manner.**
 - **Consider setting up a help team in the council**
 - **Wisely handle the dues waiver and GK discretionary funds, Charity begins at home**

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- **Personality Conflicts**
 - Are the most difficult.
 - **First** they must be recognized as existing
 - Depending on the nature of the conflict
 - GK, Close Friend, trustee intervention
 - Change of assignments.
 - Outside help (Pastor, DD, State Deputy)

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QUESTIONS??

- This Year contact your RDD