

# *Membership is the Lifeblood of Our Order!*

**Recruiting – James Funaro**



# ***Agenda***

***How Important is Membership?***

***Do We Have a Winning Culture?***

***Quick Start***



***Point I***

***The Importance of Membership***

***Why Do We Have Quotas?***

***Startling Statistics!***



- 21 million Catholic men are not members of a Catholic men's organization
- ***7 million men in the USA say they are willing to join the Knights of Columbus!!!***
- 47% of members report they joined the Order because they were invited
- 33% of us have never asked men to join





# ***Point II***

- ***A Winning Culture Is Essential To Success!***

- ***Appreciation***

- ***Alignment***

- ***Belonging***

- ***Trust***

- ***Leadership!!!***

# ***Points***

- ***INSPIRE Growth and Create a Winning Culture***
- ***Be a Support & Resource***
- ***Hold Councils Responsible***
- ***Help councils Plan The Fraternal Year***



# ***Point III***

***QUICK START!!!***

***You can't win Star Council/District/COH in JUL/AUG,  
but you can lose it!***

***We will have 4 designated Church  
Drive Weekends***



# *Gen. Norman Schwarzkopf*

- *When placed in command,  
take charge!*

