



**Knights of  
Columbus®**

# **Florida State Councils & Agency Partnership**

**Organizational Meeting 06-28-25**

# Presenting



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# Strengthening the Mission: Why it Matters

Over the past **10 years**, the Knights of Columbus has donated **\$1.8 billion to charity** while contributing over **700 million volunteer hours**



That is the equivalent of **\$8.4 billion** in charitable service at just \$12/hour.



That kind of impact is only possible because of our insurance program, **the financial engine that powers our mission.**



# The Value of your K of C Field Agent



Knights of  
Columbus®

## Member Benefits

Aside from the numerous personal rewards that come from being a Knight, here is a list of the many substantial rewards for you and your family.

**Columbia Magazine** — Free subscription to the Order's award-winning magazine examining issues of concern to Knights, Catholics and families

**Knights of Columbus rosary** — Blessed by the supreme chaplain, presented during the Exemplification of Charity, Unity, and Fraternity to each new member

**Mass of Remembrance Each Weekday** — Celebrated for deceased members and their wives at St. Mary's Church, the birthplace of the Order

**Insurance** — Access to a portfolio of top-quality life insurance, long-term care insurance, disability income insurance and annuity products exclusive for members, their spouses and their dependent children

**Family Fraternal Benefit\*** — Benefits for children of insured members that include guaranteed-issue insurability under age 18 and automatic death benefits for children dying before age 61 days

**Orphan Fraternal Benefit\*** — Provides monthly benefits and college scholarships to each eligible orphan of insured members

**Member/Spouse Fraternal Benefit** — Accidental death benefit for member in good standing and spouse at no additional cost

**Widow Benefits** — a) continues to be covered under the Member/Spouse Fraternal Benefit; b) the surviving spouse of a Knights of Columbus insured may purchase life insurance, long-term care insurance or annuities after insured member's death; c) receives a free lifetime subscription to *Columbia*; d) eligible with her children for scholarships

**Scholarships** — Scholarship programs for higher education available to members, their spouses and children

**Leadership Development** — Opportunity to build personal leadership skills, public speaking ability, organizational skills, etc.

**Fourth Degree** — Eligibility to join the Patriotic Degree

**Honorary Life Membership** — At age 70 with 25 years of membership

**Membership Card** — Entitles participation in all Catholic, fraternal and social activities in member's council and also in over 15,000 councils throughout the world

**Activities** — Participation in a variety of programs and activities conducted by your council

\*Subject to eligibility requirements, conditions and restrictions.

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Your Field Agent is here to serve the families in your council, invite them to attend meetings and events, and give them time to speak.



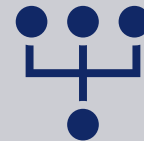
Scan the QR code to learn more about your Member Benefits with the Knights.



# The Value of your K of C Field Agent



**Partner with your Field Agent to see if they will be able to attend the Council Meeting each month. If they are unable to attend, share the insurance monthly memo on their behalf.**



**Councils that support their agents will naturally receive more attention, guidance, and priority.**





# Membership Recruitment – Partnering with your field agent

Field agents are professional recruiters. They should be part of your recruiting team and council recruiting strategy.

Partner with your agent to help your council reach 100% of membership quota by Oct. 31 and win the "Fishers of Men: Extend the Invitation" competition.





## Fishers of Men: Extend the Invitation

A Membership Growth Competition for Councils

July 1 – October 31, 2025  
*(Insurance Jurisdictions Only)*

By Total Gains (min. 100% of Quota)	By Percentage of Quota (min. 100% of Quota)
<ul style="list-style-type: none"><li>1<sup>st</sup> Place (1 per territory) – \$2,000 + a film crew at event (see details below)</li><li>2<sup>nd</sup> Place (1 per territory) – \$1,000</li><li>3<sup>rd</sup> Place (1 per territory) – \$750</li></ul>	<ul style="list-style-type: none"><li>1<sup>st</sup> Place (1 per territory) – \$2,000</li><li>2<sup>nd</sup> Place (1 per territory) – \$1,000</li><li>3<sup>rd</sup> Place (1 per territory) – \$750</li><li>4<sup>th</sup> - 25<sup>th</sup> Place (22 per territory) – \$250</li></ul>

**Rules and Criteria**  
The United States and Canada are split into five territories as shown below. The **top three recruiting councils by total membership gains** and the **top 25 recruiting councils by percentage of quota** in each territory will receive money from the Supreme Council Home Office to use toward holding a council/parish event during the 2025-2026 fraternal year.

**Councils must meet a minimum of 100% of their 2025-2026 fraternal year membership quota between July 1 – October 31, 2025, to earn the award.** Refer to the breakdown of payouts above and the criteria for hosting your event below.

*A council can potentially earn the award in both categories, thereby receiving more money for their event.*

**Jurisdictions by Territorial Growth Director**

- Ken Latham** – Connecticut, Delaware, District of Columbia, Maryland, Massachusetts, New Jersey, New York, Newfoundland/Labrador, Nova Scotia, Ohio, Pennsylvania, Prince Edward Island, Rhode Island
- Steve Cohen** – Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, Puerto Rico, South Carolina, Tennessee, Virginia, West Virginia
- Alain Cayer** – Illinois, Indiana, Maine, Michigan, New Brunswick, New Hampshire, Ontario, Quebec, Vermont, Wisconsin
- Jim Caffrey** – Iowa, Kansas, Manitoba, Minnesota, Missouri, Nebraska, North Dakota, Oklahoma, South Dakota, Texas
- Bob Kish** – Alaska, Alberta, Arizona, British Columbia, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Saskatchewan, Utah, Washington, Wyoming

**Winners Criteria**  
Each council that receives money for their event from the Supreme Council Home Office is **required to use the money to host a council/parish event during the 2025-2026 fraternal year.** The event should ultimately help drive additional growth for your council and attract men in your parish and community. For example, you might host a family friendly event, a charitable event, or parish men's retreat. *Councils are encouraged to take pictures of their event, share them on Facebook and/or Instagram, and tag @kofc\_official so the Supreme Council can reshare your post with brother Knights around the world.*

**The five councils from each territory that earn first place for total membership gains** will be **required** to work with their state council and regional growth director on planning their council event. The Supreme Council Home Office will send a film crew to the event if it meets proper criteria (more details to follow). The video will be shared Orderwide and on social media, including YouTube, to highlight the council event and encourage other men to join the Order.

# Founders Award



Councils must host / promote at least two\* Fraternal Benefit Events during the fraternal year. The required sum total attendance of members, or member eligible men, at these events must equal or exceed:

- 10 for councils with 99 or fewer members
- 14 for councils with 100 or more members

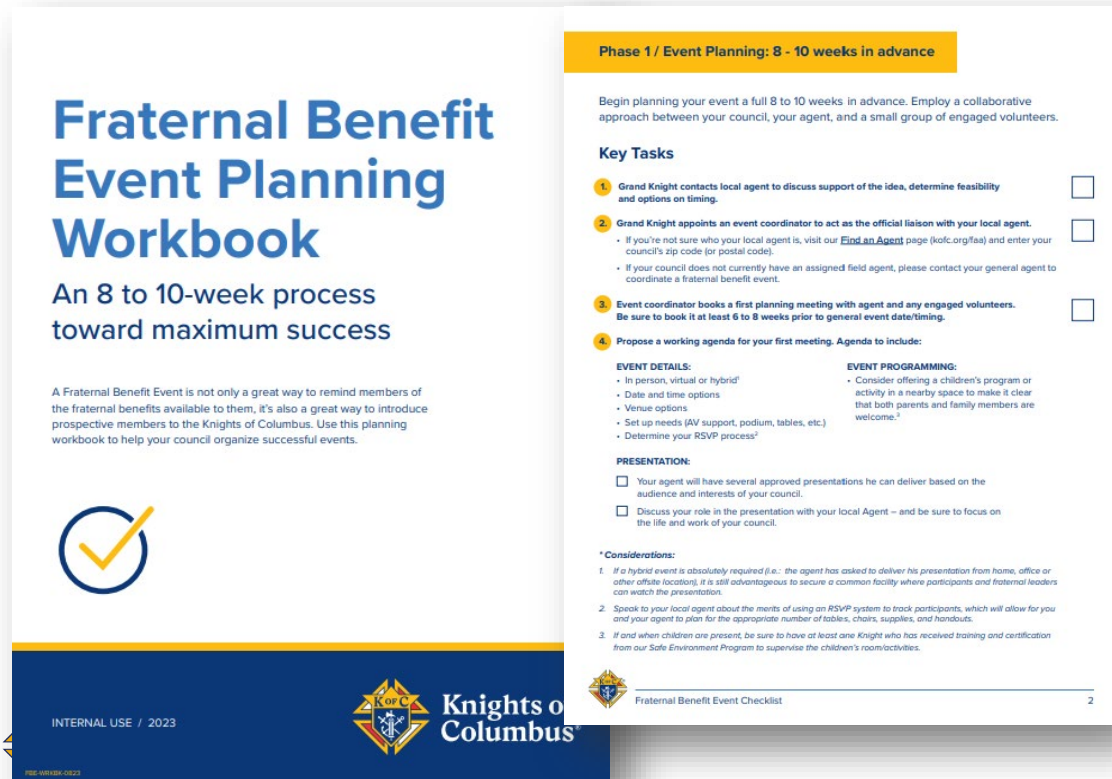
**\*If the GK and DGK meet individually with their agent for a personal financial review, these two meetings will count for one of the two required FBEs, College & Military Councils exempted**

College and Military Councils only need to host/promote one FBE.



# Fraternal Benefit Events

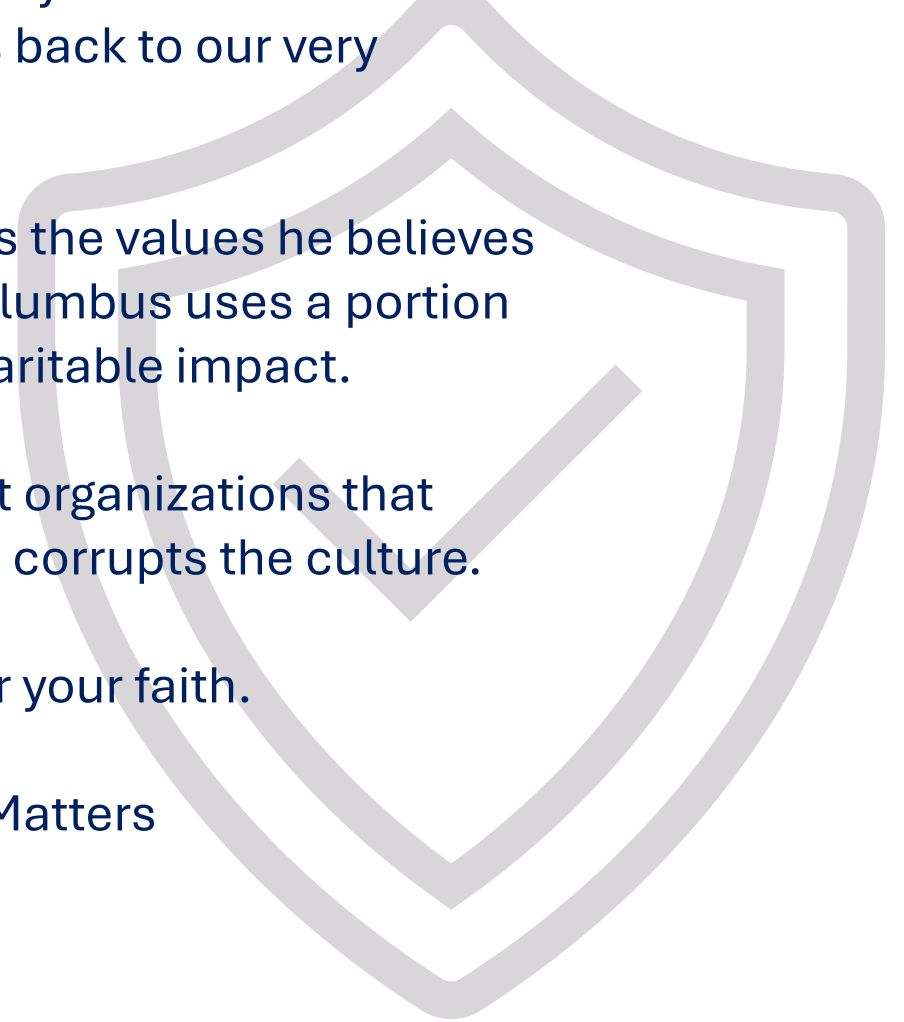
- Grow your council and increase engagement
- Meet Star Council requirements





# Knights of Columbus Insurance

- Blessed Michael McGivney founded the Order to intentionally take care of widows and orphans. Providing life insurance to our members goes back to our very beginnings and is at the core of who we are.
- Every dollar a member puts into a Knights product supports the values he believes in. As a charitable membership organization, Knights of Columbus uses a portion of the surplus from business activities to make a global charitable impact.
- You can trust that your money will never be used to support organizations that promote abortion, radical gender ideology, or anything that corrupts the culture.
- With the Knights, your finances work for your family, and for your faith.
- Refer to the Fraternal Excellence Guide for why Insurance Matters



# Our Insurance Solutions

Our suite of life insurance products covers a wide spectrum of needs.



## **Term Life Insurance**

Term life insurance can provide affordable protection to your loved ones for temporary needs. It's simple and straightforward.



## **Permanent Life Insurance**

Permanent life insurance is a great way to provide security for your family. It's guaranteed. It's dynamic.



## **Annuities**

An annuity is a retirement savings product. You make contributions, and, after a specified amount of time, the annuity pays you a regular income stream.



## **Long-term care insurance**

Long-term care insurance can help your family prepare for an extended care event, should you need valuable care management services in the future. It's preventative protection.



## **Disability Income Insurance**

Disability income insurance provides you the opportunity to protect your greatest asset – your ability to earn an income. It's protection for your paycheck.



# Knights of Columbus Asset Advisors

- ▶ Products and services that respect the investment guidelines of the United States Conference of Catholic Bishops (USCCB)
- ▶ Profits that help to support our charitable work, evangelization and the Church at the local and global levels
- ▶ Access to our donor-advised fund (Knights of Columbus Charitable Fund), through which you can maximize your giving and create a legacy of generosity

<b>Mutual Funds</b>	<b>Exchange-Traded Funds</b>
<b>Private Wealth Management</b>	<b>Separate Account Strategies</b>
<b>Retirement Products and Solutions</b>	<b>Donor-Advised Funds</b>





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**Questions?**

**Thank you!**



