



STATE UPDATE

UTAH KNIGHTS OF COLUMBUS LEADERS

State Deputy's Message

Find the Why

There is a great book I've read about why people do things and how to persuade them to do things. The central focus is to appeal to their "why." For example, why did I join the Knights of Columbus? I wanted to give back to the church that had given me so much. How do you appeal to a man to join us in our quest to make our parishes, communities, state, and country better places? You find his "why." You do this by talking to him. The Knights have something that appeals to whatever "why" a man might have. What interests him? Are his reasons like mine? Is he more interested in a spiritual life? Does he want to protect his family? While you can perhaps reveal other wants in his life to him; you can't make one up.

Church drives are a great way to meet new men, but they are not meant to sign men up on the spot. They are places to start building relationships and from there, to have men join the council. When you have an idea what their "whys" are and have them participate in activities that interest them, they will have a much more rewarding careers as Knights.

What is your "why" as a Knights leader? You might have more than one. Is it to grow as a leader? To provide for the poor? To act as an inspiration to others? No one can make up a "why" for you. I hope among your goals is a better council in a better position than it was when you took office. In a few years, you likely won't be in the office you are holding now, what you do now will have a huge impact on what your council will be like in a few years.

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District Master's Note

Condolences

Please pray for our Sir Knight Michael De Herrera who passed away on October 7th, 2017. Michael was a member of Assembly #1144 and a parishioner of St. Marguerite's Parish in Toole. He was also a member of the Armed Forces for 35 years. May our Lord bless you and comfort his family during this time of grief.



Veterans Day

On Veterans Day, November 11, we honor the brave men and women who have selflessly served our country and risked their lives to protect our freedoms. There are many ways to give back to the more than 23 million Vets who have sacrificed.

Here are 10 ways you can help:

1. Visit a wounded veteran at the hospital.
2. Offer your home repair skills to a veteran or military family.
3. Create an online neighborhood user group that can be used to share information about neighborhood activities, recommend reliable repair companies, and find babysitters. An online group may also help identify the needs of your neighbors.
4. Volunteer your financial, legal, or career expertise via [MilServe](#).
5. Deliver a meal or care packages to veterans.
6. Help a veteran tell their story through a project such as the Veteran's History Project. You can [download a VHP field kit from the Library of Congress website](#).

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State Deputy’s Message (Cont.)

My “why” is to have a state better off in five years than it is now. A better state is one that has stronger councils led by inspirational Grand Knights, is providing more charity, is strengthening our parishes through the Domestic Church program, and is a magnet to those men who want to be of service to others, increase their faith, and protect their families.

One thing I’ve seen in my years in the state is the rise and falls of councils. The quality of the officers, particularly the Grand Knight, is the key indicator for the success of a council. It takes time to grow an officer, to start him in a position where he is running an event, then progressing to an office or two or preferably three, then to Grand Knight. The work we do in the state attracting men to our order now will bear fruit in about 5 years. Besides having more hands to do God’s work on earth now, attracting more men into our order now will provide a wider choice of men from which to choose leaders. Would you rather choose from three men to be the Grand Knight of your council or be content with the only one who could be talked into running? Maybe that is you running again. Maybe someone else who was Grand Knight 6 years ago? What you do now holds the key to the future.

That is my “why.” I cannot make it yours, but I hope I have revealed it as one you have thought about and will now take on.

Vivat Jesus!



Andy Airriess
Utah State Deputy

For those interested:

Start with Why: How Great Leaders Inspire Everyone to Take Action

By Simon Sinek, Published in 2009

Available from Amazon and libraries as an eBook or in paperback.

District Master’s Note (Cont.)

7. Volunteer with an organization, such as [Canine Companions for Independence](#), that provide therapy dogs to veterans.
8. Offer a vet a ride by volunteering with the [Disabled American Veterans \(DAV\) organization](#), which provides free transportation to men and women unable to travel to VA medical facilities on their own.
9. Visit [serve.gov](#) and use keyword “veterans” to find more opportunities to serve our nation’s veterans.
10. Say “Thank You”.

Recruit New Fourth Degree Members

As District Master for the John H. Reddin District, we need to engage Third Degree Members to advance to the Patriot Degree of the Order. Worthy Grand Knights and Faithful Navigators we have to be on board to promote the Fourth Degree. We have a challenge, what is working and what is not working. We need to find a solution in recruiting new Third Degree Members to become Fourth Degree Members. Let’s all get inspired an advancing new Knighthood candidates to become new Sir Knights and to join the Patriotic Degree of the Order.

“RELIGIOUSLY DEVOTED AND PATRIOTICALLY PROUD”. GLORY AND HONOR TO GOD AND DUTY TO COUNTRY.

Remember . . . “Sir Knight is more than a title...it’s an honor!”

Let’s keep the dream of Fr. Michael J. McGivney alive with the practicing the principles of our Order; Charity, Unity, Fraternity and Patriotism.

Yours in Christ,
V.J. Simonelli
Utah District Master



State Secretary's Corner

We Touch and Change Lives

Recently I attended three exemplifications: The Admissions Degree (1st), Formation Degree (2nd), and Knighthood Degree (3rd). And yes, I learned something new and was encouraged.

How is your council at publicizing who we are and all the good works of charity that your council does? Do you get information in your parish bulletins, in your council newsletter? Does your council submit your programs for state awards? These are great ways to show prospective members what your council does and everything you support not only in your parish but also in your community.

Don't be afraid to ask Catholic gentlemen to join us. I can't tell you how many times I hear new members say that they would have joined sooner, but NOBODY ASKED. We should be proud of the legacy that Fr. Michael J. McGivney has given us, and we need to carry it on into the future. Don't be afraid to ask.

As I was observing the exemplifications that teach the lessons of charity, unity, and fraternity, I was reminded of the reasons that I joined the Knights of Columbus and continue to be active and involved. Maybe you have lost some of the enthusiasm that you had as a new member, or maybe you are only a first degree member. My suggestion to you is to attend an exemplification in your area soon. You will be surprised what you will learn or maybe have forgotten.

In conclusion, I want to encourage you to continue to be proud of who you are as a Knight of Columbus. Share the pride and joy of our Order with others, and invite them to join us so they can help us to touch lives and change them for the better. If you aren't comfortable talking to other men about the Order then give those names of prospective members to officers in your council so they can extend the invitation to join us as we do God's work.

Julie and I would like to take this opportunity to wish all of you and your families a HAPPY THANKSGIVING!

Vivat Jesus!



Rick Kump
Utah State Secretary/Membership Retention
385.217.3775



Knight by the Numbers - Giving

- More than 64,000 wheelchairs distributed
- 394,722 new winter coats through Coats for Kids
- \$177,500,673 donated in 2016 (\$2,421,481 increase over 2015)
- 75,112,694 hours volunteered in 2017 (of \$1.8 billion worth of time) (\$15.5B of the past decade)
- 3 million pounds of food & \$1.6M for soup kitchens

State Program Updates

See all the upcoming activities and events going on in the state. <http://utahknights.org/>

Supreme Program Kits All kits can be ordered by calling 203-752-4016 or visiting www.kofc.org/forms

- **NOVEMBER PROGRAM SPOTLIGHT** - Coats for Kids is underway and will be distributed at Catholic Community Services on November 11. The better we prepare, the better the results. Different areas of the state will be distributing the coats at different times. Coats for Kids Order Form https://www.kofc.org/un/en/forms/council/coats_for_kids_p.pdf
- Order **Keep Christ in Christmas Poster Contest** Kit (#CPC-KIT) http://www.kofc.org/un/en/forms/council/cpc_kit_%209_13_p.pdf. It's not too late to begin planning how your council will celebrate the birth of Christ and observe the religious season. Consider sponsoring a Keep Christ in Christmas poster contest or hosting the *Journey to the Inn: An Advent Celebration* (#9898) <http://www.kofc.org/un/en/resources/communications/posada.pdf> at your parish or council hall. For details on these programs, please visit kofc.org/Christmas
- Order **Free Throw Championship** Kit (#FT-KIT) http://www.kofc.org/un/en/forms/council/freethrow_kit_p.pdf The state finals are planned for Blessed Sacrament School for a Sunday in March
- Start planning your **Catholic Citizenship Essay Contest** (#EA-KIT) http://www.kofc.org/un/en/forms/council/essay_kit_p.pdf and start planning now that school has started. Contact Tom Giron giront58@msn.com 801-867-3347
- Begin collecting data for the **Annual Survey of Fraternal Activity** (#1728) http://www.kofc.org/un/en/forms/council/fraternal_survey1728_p.pdf due 31 January 2018
- **New Requirement for Columbian Award:** To earn the Columbian Award, councils must now conduct at least four activities that are also designated as domestic church programs. Visit <http://kofc.org/domesticchurch> for the most up-to-date list of eligible programs and activities, and to find resources that will help your council conduct them.
- Host a **Renewal of Wedding Vows** program https://www.kofc.org/uns/en/resources/domestic_church/wedding-vows-renewal.pdf
- Other Monthly Planning Items
 - Be sure that all council officers are familiar with all the resources available at <http://kofc.org/domesticchurch>
 - Meet with your pastor to discuss your council's continued implementation of the Building the Domestic Church initiative.
 - Ask for monthly feedback from your pastor on how your council can help strengthen parish family life.
- **Holiday Blood Drive** with American Red Cross and Fox 13 will be taking place on Tuesday, December 12th at the American Red Cross (6616 S. 900 E., Salt Lake City, UT 84121). Contact State Community Director Jerry Angus at 801-580-9540 or by email at j.angus@comcast.net. Volunteers needed to help walk donors through the system. To sign up follow link <https://docs.google.com/spreadsheets/d/1cn4rztVSJIogxFCzcR1GMDLtoecGp9ovFDzNwbPkxs/edit?usp=sharing>
- **Science Fair February 10th**, will be at Juan Diego, contact Al Martinez at 801-706-3615 or by email at zenitharmy@gmail.com



Knight by the Numbers - Insurance

- \$105.3 Billion in force
- \$8.54 Billion issued in 2016
- 1.78 Million Life Certificates issued

Membership Memo

We need to hold ourselves accountable

Merriam-Webster Dictionary defines accountability as “an obligation or willingness to accept responsibility or to account for one’s actions.” Building on this I also read from another source that “the definition of accountability is taking or being assigned responsibility for something that you have done or something you are supposed to do.”

When we hear the word accountability it normally has a negative meaning, but to me this can be a positive word or have a positive meaning. I take it as an opportunity to know and understand my responsibilities and to take ownership in what I am doing and be proud of what I have done.

We as officers and leaders, and Knights in general, need to hold ourselves accountable. District Deputies are assigned or appointed along with Financial Secretaries to do a job, Grand Knights and council officers are elected to do another job, and when you become a member of the Knight of Columbus you take on responsibilities. I ask you to look at yourself and ask, “Am I living up to my responsibilities? Am I holding myself accountable?”

One of our responsibilities is to grow the order, grow in our charity and in membership. You may have heard this quote before from our Supreme Knight “We have a moral obligation to ask every eligible man to join.” I believe this is true, joining the Knights has been one of the best things that has ever happened to me and wouldn’t I want to share that with every man that I could?

Looking at our membership growth, we haven’t been holding ourselves accountable or living up to our responsibilities. However, it isn’t too late, start now. Make membership growth a priority. In October, a month that is supposed to be a large recruiting month with our church drives, we only brought in 9 new members. There were only 2 Admission degrees scheduled on the calendar. I believe we had 2 more Admission degrees but they were not communicated or scheduled on the calendar. For the month of November there are only 2 Admission degrees scheduled... again that is only 2. We have 23 out of 36 councils that have not recruited a single new member this year. There is an incentive for councils; if they have a member receive the Shining Armor Award from the state their council receives \$10 each for each recipient. To date I have only given 2 out this year.

I look forward to us changing our mindset to membership 365, turning the corner, growing in membership, and holding ourselves accountable.

Vivat Jesus!



Nick Nielson
State Warden



Knight by the Numbers - Membership

- 45 Years of Growth
- 1,941,728 members, 15,589 Councils
- 2,071 Star Councils
- 17 Countries (United States, Canada, the Philippines, Mexico, Poland, the Dominican Republic, Puerto Rico, Panama, the Bahamas, the Virgin Islands, Cuba, Guatemala, Guam, Saipan, Lithuania, Ukraine, and South Korea.)

Insurance Assurance

Think You Are Too Old for Coverage? Maybe Not

You are never too young or too old to consider purchasing life insurance. If you have a financial need for coverage, or will in the future, a permanent life insurance policy can be just the thing you need.

When you are young and presumably healthy, coverage will be very inexpensive when compared to purchasing the same policies when you are older.

If you've put off purchasing coverage, or you realize that you may need additional insurance, the Order may still be able to help you, even if other companies cannot. In fact, in 2012, the issue age of our permanent life insurance products was extended to age 80, and in 2014, the issue age of our term insurance was extended to age 70. Naturally, your health, and whether or not you smoke, will be taken into consideration, so underwriting standards for risk and age apply. But, the extensions are a great blessing for me – and it could be for you too. Now I can help members that I couldn't help before. Are you or one of your brother knights one of those members?

Whether you're 18 or 80, the Knights of Columbus has products that will work for you and your family. We look forward to discussing coverage with you.

- Gene Trombetti** 435-862-5545
gene.tombetti@kofc.org
- Paul Curtiss** 608-209-0804
paul.curtiss@kofc.org
- Carlos Lira** 801-637-4900
carlos.lira@kofc.org

www.kofchuardagency.com



A Gift of Charity

Republished from KofC.org 10/10/2017



Pope Francis received Supreme Knight Carl Anderson in a private audience at the Vatican on Oct. 6. At that audience, Anderson discussed with the Holy Father the Knights' many initiatives including the Knights of Columbus' work on behalf of Christians at risk in the Middle East. He also presented the earnings from the Knights' Vicarius Christi Fund, in the amount of \$1.6 million.

The proceeds are given annually to the pope for his personal charities, and since the fund's inception in 1981, more than \$59 million in earnings have been donated.

Upcoming 4th Degree Exemplification – 18 November 2017

The next 4th Degree Exemplification will take place on Saturday, 18 November 2017 at 1:30 pm at St. Francis Xavier Parish in Kearns. All information is on the Knights of Columbus State website. Honoree for this Exemplification is Fr. Dominic Briese.

Grand Knights and Faithful Navigators, please take the time during both Council and Assembly meetings to promote the Fourth Degree Exemplification and encourage Third Degree or lower members to attain the title of Sir. Knight.

Council % of membership goal as of 10/20/2017

COUNCIL	Grand Knight	% Goal	COUNCIL	Grand Knight	% Goal
602	Jaime Gomez	113%	6147	Tim Peczuh	0%
14764	Benjamin Frost	75%	7401	Larry Zubel	0%
11246	Patrick McDonald	71%	7961	Michael Anglin	0%
15741	Nery Fajardo	50%	8350	Joe Vrazel	0%
6966	John Wainscott	40%	8606	Gary Currier	0%
10733	Gene Coryell	38%	9561	Laurence Chafe	0%
12181	Frank Carmona	32%	9731	Gabino Chacon	0%
777	Ron Shick	30%	9849	Wayne Bauer	0%
6010	Joe Neid	25%	10304	Gary Sorensen	0%
6739	Barry Stine	20%	11479	Chuck Grahmann	0%
14399	Gary Girres	17%	11812	Benjamin Trujillo	0%
15418	Dick Hall	17%	12264	Steven Gibson	0%
5502	Paul Tinker	13%	12959	Keith Koskan	0%
1129	Chuck Hodell	11%	13297	Michael Derrick	0%
1136	Jim Arguello	0%	13646	Martin Walsh	0%
2611	Cole Stapley	0%	14239	Chris Titus	0%
5214	Phil Garcia	0%	16006	Jose Ozaine	0%
5347	Leobardo Galvan	0%	16127	Al Gibson	0%

District Deputies % of Membership Goal as of 10/20/2017

DISTRICT	NAME	% Goal	DISTRICT	NAME	% Goal
8	GEORGE D'APUZZO	64%	9	BILLY SANDOVAL	9%
2	RAY SALAZAR	59%	7	Art Grant	7%
3	DAN READING	24%	4	Unassigned	0%
10	CLARK HARRIS	21%	5	JERRY HANTEN	0%
1	Joe Garcia	15%	6	GREG COSTELLO	0%
11	FRANK LESAR	13%			

Upcoming Degrees (Please see State website calendar for degrees)

Admission Degrees

- 11/2 – St. Olaf's, Bountiful – Council 5502. Registration at 5:30 PM
- 11/7 – St Francis of Assisi, Orem – Council 1136. Registration at 6:30 PM

Formation Degrees

- 11/14 – St Francis of Assisi, Orem – District 4. Registration at 6:30 PM
- 11/18 – St. James, Ogden – Districts 1 & 10. Registration at 12:30 PM

Patriotic Degree

- 11/18 – St Francis Xavier, Kearns – Assembly 1144. Registration at 12:00 PM
Mass at 5:00 PM, Social at 6:00 PM, Dinner at 7:00 PM

A Note from the Editor

Running a Successful Retention Campaign

In last month's article, our worthy State Secretary, Rick Kump, shared the importance of retention in growing, and maintaining, a strong, vibrant council. Below is a spotlight on one Council's efforts. Perhaps you can incorporate some of this information into your own Council's Retention Program.

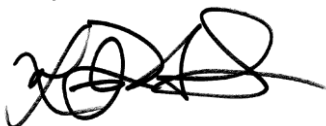
From Grand Knight Wayne Bauer, Council 9849

- The Retention Team contacts each of our 125 members every year- establishing one-on-one contact, mainly to just talk with every member.
- We have approximately 15 members that we cannot reach by phone or email methods, usually bad or outdated information. We are driving to their houses, knocking on their doors- again establishing one-on-one contact.
- We had around 12 members that were 3-years delinquent on dues. We are working with these individuals, helping them get back on track.
- We had 3-4 members that wanted to quit (be dropped from the Council) again, when we made direct contact with them we were able to help resolve their concerns and retain their membership.

As you can see, Council 9849's approach is getting back to the root of why so many of us became Knights, comradery. The individualistic approach of contacting each member personally helps to strengthen those bonds that we have all formed through hours of work, and play, as Knights.

By identifying and appointing a dedicated "Retention Team", they are able to throw more than one "tool" at every challenge they might face when contacting Knights who are either delinquent, or considering withdrawing from the Knights. In this month's article, our worthy State Deputy, Andy Airriess, discussed the importance of finding a members "why", while he focuses on recruiting and leadership, I think it is appropriate to point out the importance of finding a member's "why", not only "why" they are in danger of being removed from our roll, but also to remind them of their own "why" when they joined.

Vivat Jesus!



Trever Hinckley
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