

Stuff to have in hand. Available on <http://www.nativitykofc.org/>

- Roster_YYYY_MM_DD.xlsx with their information (at <http://www.nativitykofc.org/membership-retention>)
- List of upcoming events (on the <http://www.nativitykofc.org/> homepage)
- Spreadsheet of who volunteered at each event so you know when they volunteered. - Still in the works.
- Paper to take notes

Status Codes: Knights are grouped in the following status categories; that have different actions.

- Doing? – Interested Knights that told the parish they are doing K of C but not in our council. Try to recruit them into our council.
- Interested – Have expressed interest in our council. Try to recruit them.
- Drifting – Have consistently paid their dues. I am not sure how much they were around in the past, but this year they have has not been around much or paid dues. See what caused them to not be around much and not pay their dues. See if the issue is that I send the dues notices via email.
- Lost – has not been around or paid dues for years. Do they just need us to show some interest in them, want to change councils, become inactive (if insured), or leave the K of C. We want them to become current, active, or leave our council.
- Active – Active members. Try to recruit them to take larger role for instance join our group who contact less active members.
- Passive – current on their dues, but not around much or unable to participate. Check their age and years of service to see if they may need help getting to Mass, Meetings, events, or would like to company. If young find out their interest areas and encourage them to get involved.
- Stressed – has been around but not paid dues, may be in financial difficulty. Find out how we can help.
- Membership – Someone helping out with membership/retention activities.

Script

Greeting

Hello, _____

I am _____ from the Nativity Knights of Columbus

Thank them for what they have done recently.

We are working to get the council more energized and want to tell you about it.

I as talking with some other knights and some of them were not feeling engaged.

We are calling members tonight to see how we can connect.

<Pause and listen>

Open Ended Questions

I noticed you joined in _____. Why did you join?

How can we work to reconnect you?

Is there a chance you need a ride to the meeting?

How are things going?

Is there anything we can pray for?

Do you have any kids? What ages?

Do you have any kids nearby?

Do you have any grandkids?

Have you moved out of the area? We can help you get in contact with the KofC in your area?
How do you think the Knights can best contribute / be a part of this parish community?
What Church/Mass do you attend? Look for some knights and say hi this week.

Events and impact (choose best for

Do you know about all the great things we are doing? We are really trying to involve families.
The guys who went to the Holy Rollers car show had a lot of fun last year and we raised \$6,712.
Tootsie Roll drive raised \$7,680.

Our last burrito sale raised \$2,0000 to support 4 seminarians. We need help with the next burrito sale.

Trunk or Treat, Family Pot luck's, Fish Bakes, Soccer Challenge, Free Throw Challenge, Easter Egg hunt, Coats for Kids, Turkey drive, Knights cook at Nativity Days,

Communications

Our main means of communication is Flocknotes, but we also have our website, facebook page, twitter handle, phone and mail.

- <https://app.flocknote.com/nool/KoC>.
- Nativitykofc.Org
- KofC.org
- Coloradokofc.Org
- <https://www.facebook.com/groups/KofC10961/> - There are some post
- about our recent Holy Rollers car show.
- <https://twitter.com/kofc10961>

What way works for you?

How is it best to reach you? and when?

We have your email as _____ is that correct. Can I send you some information?

We have your address as _____ is that correct.

Closer:

Ask for a commitment to come to an event and record their answer.

Make sure you bring your kids.

Don't forget to ask them to become a caller on this phone tree.

Voicemail script

Hello, this is Nativity Knights of Columbus. We are working to get the council more energized and want to tell you about it. Please call me back at _____. If you don't reach me, please tell me when a good time to call is. I will try again in a few days.