



# Retention Strategies



## Once He's Joined, Keep Him Involved

Proposing a new member is a terrific achievement. But, turning over a completed Membership Document (#100) to the grand knight is not the end of the job. A proposer needs to maintain a personal relationship with the new Knight to see that he is integrated and stays involved in council activities. There are several steps proposers can take to ensure this:

- After signing up a prospect, explain to him that the council's Admission Committee will examine his qualifications for membership. Accompany the prospective member to the Admission Committee meeting. Introduce him to the members present.
- Once the prospect has been accepted by the council, escort him to his First Degree and remain with him throughout the event. Introduce him to his fellow council members after the exemplification.
- Take the newly initiated member and his family under your wing. See that he learns council procedures (such as meeting times, committee assignments, etc.) and meets other council members. Accompany your recruit to his Second and Third degree exemplifications and stay with him throughout the day.
- Introduce him and his family at council events. Encourage him to involve his family in council-sponsored activities.
- Always make it a point to contact the new member before each council meeting and bring him to a meeting if necessary. If the new member becomes inactive in council activities, try to find out why. Call and ask to visit with him. Explain your concern about his absence and offer support or assistance. If the Knight becomes in danger of being suspended, his proposer should work with the retention committee to find out the reasons for his lapsed interest and to work to conserve his membership. With a little personal effort you can help guarantee that your recruit becomes not only an active member of the Knights of Columbus, but a member for life.