

Recruitment *with* Knight Vision

A monthly newsletter intended to provide recruiting guidance and membership growth success.

Most of us by our nature are procrastinators. We will put off until tomorrow what we should do today. We will put off most everything we can. We put off receiving the sacrament of reconciliation; we put off taking our pastor to lunch or cooking him a meal, washing the car, painting the house, almost anything we can let slide a day or two or more, including accomplishing our recruitment goals in our councils. This phenomenon bears out as we review our monthly success last fraternal year in achieving our goals. Our region did 18% of the goal in the month of June alone. That shows we can do much better overall if we start earlier. Those states that get a jump on the goal are usually winners in the Circle of Honor race. Those that lag in the beginning are struggling to catch up or they eventually give up.

I attended a project meeting in Des Moines last week and was told how our Knights in the Des Moines area can assist with the building of nine row houses in nine days starting 9/9/09. I ask the project manager, "What is the hurry?" Interestingly, he said "When we set a very tight schedule, work 24 hours a day, have the best contractors on site, we will get the job done in nine days. If we don't set a complete date, the project may never get done. I couldn't help but think how similar this is to our recruiting effort. When we set dates and take it serious, such as the Blitz weekends, we will be a success. When we put it off until next week or the following week, we may never do it and then we end the year far from our goals.

Procrastination is inherent human nature.

We put off getting an annual physical. Are we afraid of the result or is it something we could do tomorrow or next month.

We are going to lose some weight one of these days.

We are going to start working out one of these days.

We are going to take time to enjoy family and visit friends one of these days.

We are going to get closer to God one of these days.

We are going to clean out our closet and give those good items of clothing to St Vincent DePaul or Goodwill one of these days.

We are going to get involved with our council one of these days.

We will take an office in the council one of these days.

When is the day? Let's commit to making TODAY the day we do the work we were going to do tomorrow.
Recruit a new member TODAY

Schedule a first degree TODAY

Take your pastor or chaplain to lunch TODAY

Begin attending the council meeting TODAY

The Knight Visionary says: In September:

Set goals and plan projects. Develop a 12 month plan for membership recruiting and do it...TODAY

Begin to establish a first degree team...TODAY

Schedule first degrees for each month this year TODAY

Call a prospect TODAY

Start a new council project TODAY

Begin plans TODAY for a successful Fall Blitz Oct 10-11

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