



Knights of Columbus

Go Make a Difference!



GIVE ME 5, GUYS!



“Rules of Thumb”

As with any process, results are achieved in different levels, by certain variables, such as who asks, the situation of the prospect, timing etc.

Here are 5 rules of thumb to keep in mind:

1. **NO!**- means various things, like “not at this time, “not just yet,”
Or sometimes, “Give me more information, you haven’t convinced me yet”
2. Go back after a no, figure out a strategy to overcome the objection, answer his questions to convince him he should be one of us. Tell him why we need him!
3. Ask his wife- convince her of the value of the Knights to make her Husband a better man. Possibly your wife knows his wife, they could talk.....
4. Don’t expect high percentage success. Realistically 1 out of 5 attempts will result in a successful candidate. Your council results may vary, some councils may 1 out of 7 while others may be 3 out of 5. Keep inviting!
5. Track all activity using a recruitment contact tracker. Schedule a future time to re-invite this 1 man to consider Knighthood.

Remember the 4-Mores: MORE Knights bring MORE hands (and hearts), to raise MORE funds (and to evangelize) to help MORE people in need doing God’s good work

"GO MAKE A DIFFERENCE – WE CAN MAKE IT HAPPEN!"