Fishers of Men

RENEWING OUR CULTURE OF INVITATION





RESOURCE FOR OUTREACH TO NEW MEMBERS FOR USE AT THE STATE, DISTRICT AND COUNCIL LEVELS BY FRATERNAL LEADERS AND AGENTS. NOT FOR PUBLIC DISSEMINATION.

PREPARED BY KNIGHTS OF COLUMBUS - OCTOBER 2024



hen Father Michael McGivney called that first meeting in St. Mary's basement, *he asked Catholic men to join him.* More than 80 responded. Why? Because Father McGivney invited them to be part of something greater than themselves something for which their souls were yearning. And from that first meeting, they laid the groundwork for the Knights of Columbus.

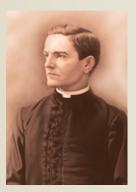
From the beginning, Father McGivney created a culture for the Knights — a "culture of invitation," in which Catholic men ask other Catholic men to join them in a great work.

These early members embraced that culture from the start. They went out and invited others. And one by one, council by council, our Order grew.

By inviting men, we're offering them access to the support they need to raise their families in the faith, protect their loved ones, build a culture of life and help those in need. As the first and most important step, we're pointing them to Jesus Christ.

This is why Father McGivney extended that first invitation. It's why we're calling on all brother Knights to fully live out this renewed culture of invitation.

A BRIEF TIMELINE



Our culture of invitation began with our Founder, Blessed Michael McGivney, and 80 men who embraced that invitation, culture and mission. These men went out and invited others, and one man at a time, one council at a time, our Order has grown to more that 2 million members from around the world.

1882	1885	1897	1910	2024
It began with invitation by McGivney an 80 men who responded '	Blessed beyond Conne	Order grows ecticut to Canada	Order continues to expand internationa into Mexico, Cuba, Panama and the Philippines.	+2.1 million members in 17 countries



"Come after me, and I will make you fishers of men."

- MT 4:19

Jesus **invited** his first disciples. Father McGivney **invited** Catholic men to the Order's first meeting.

It's our turn.

It sounds so simple, yet the data points to the compelling fact that millions of Catholic men are just waiting for the invitation. Last year, we commissioned CARA, the Center for Applied Research in the Apostolate, to look at Catholic men's organizations. The goal was to learn why men join them, why some don't, and for those who don't, what factors would change their mind.

We learned that in the United States alone,

- 21 million Catholic men are not members of a Catholic men's organization
- 7 million say they are willing to join the Knights of Columbus

Nearly half of all Catholic men say they've not joined the Knights – at least in part – because nobody has asked them to.

Think about that. Seven million new Knights. And there are millions more in Canada, Mexico and across Europe and Asia.

Also in 2023, we conducted a Membership Satisfaction survey, in which many of you participated. Responses showed **47% of members report they joined the Order because they were invited** to do so by a friend, family member or pastor. However, **33% of us have never asked men to join**, and 37% have only done so once or twice a year.

Catholic men are waiting. They are waiting to be invited.

Just imagine if each of our **2.1 million members around the world invited one person to join this year**. Imagine the impact we would have on our culture and world. We're calling on every Knight to follow the example of Blessed Michael McGivney and our Lord Jesus Christ – to foster a culture in which we don't wait for someone to come up to us. Rather, we go out and invite our Catholic brothers to join us in our mission to something greater.

Let us be the **fishers of men** God is calling us to be.



I envision the day when we will have four or five million (members). Imagine the impact the communities we could help, the parishes we could serve, and the lives we could change.

- 2024 ANNUAL REPORT OF THE SUPREME KNIGHT



TABLE OF CONTENTS





- 1. HOW TO INVITE SOMEONE
 - · CONVERSATION STARTERS
 - · OVERCOMING OBJECTIONS
 - · TIPS TO REMEMBER
- 2. FRATERNAL BENEFITS: WHY JOIN
- 3. RESOURCES



Use this toolkit and the resources available on **SUPPLIES ONLINE** to renew your and your council's commitment to a culture of invitation.

We must breathe new life into our tried-and-true method of person-to-person recruiting by extending a personal invitation.

Filled with the Holy Spirit, the first Apostles went out, two by two. Like them, we are not alone – we are supported by our brother Knights.

Use this simple guide to initiate and renew a culture of invitation in your state, council and own personal life.



Identifying People To Ask

The first step to extending the invitation is to identify someone to ask. The first and simplest place to start is with men in the pews. Men who regularly attend Mass are prime candidates to become Knights of Columbus. Even if you've asked someone a while ago, try again. Consider attending a different Sunday Mass than you normally do. You might see men you've never asked to join or talked to about the Knights.

Another place to identify prospective Knights is among your friends and family. Sometimes we assume these men already know we're Knights, so if they wanted to join they would tell us. But that's not how it works! We should invite them first, not wait for them to ask.

Finally, think about your coworkers and other acquaintances. Perhaps you've noticed in subtle ways that some are Catholic–someone who has a rosary hanging from his rearview mirror, or another who mentions he's going to a relative's First Communion. Ask them! Even if they wouldn't be a member of your council, let them know they can join online and then transfer to a council.

Use conversation starters like these to begin your invitation:

Hi, my name is **[NAME].** I've seen you and your family at Mass, and I want to invite you to join our council. I think you'd be a great addition to our council and I think you and your family would really benefit too. Can I help you complete the online application right now?

Our council is looking for strong Catholic men who want to grow in their faith and give back to the community. You'd be a great addition to our team. How about we fill out an online application to get started?

Be prepared to talk about any of the following areas that might align with the prospective member's interests. It may be helpful to speak from your personal experience, but remember that the conversation should center on what the prospective member is interested in.

Charity

66 Would you like to learn more about how we...

- · Help promote a culture of life
- · Provide warmth to children in need
- Support persecuted Christians..."

Faith Formation

- 66 When I put Christ at the center of my life, everything changed..."
 - "We've recently launched *Cor*, a series of in-person gatherings that form and strengthen men in faith and virtue. Would you like to learn more about it?"

Catholic Finance

- 66 Blessed Michael McGivney founded the Knights as a Catholic fraternal benefit society to protect Catholic families financially. Today, we offer..."
 - "As a fraternal benefit society centered on Christ and charity, we use the surplus from our insurance and other business activities to make a big charitable impact – while helping members draw closer to Christ..."

Remember to end with a call to action :

- Visit our website
- Join us at our next event
- · Complete a prospect card to receive more information

Visit these important sites and share them with potential members so they can learn more about our mission.

kofc.org/learnmore | kofc.org/join | kofc.org/faithinaction

Overcoming Objections

Sometimes when we ask a man to join the Knights of Columbus, he has reasons to hesitate. We should be prepared to discuss them. Below are common objections along with responses that have proven effective to help overcome them:

I don't have time.

- Being a Knight isn't about attending things. It's about living out your commitment to being the man God has called you to be. I've found that being with the Knights at whatever events I'm able to attend helps me become that man. The first step is joining, and we can do that right now.
- I understand. Being a Knight isn't a huge time commitment, though. Very few men can attend everything. But even with as little as 24 hours a year – that's only two hours a month – you can make a huge impact as a Knight of Columbus.



Order 24 Hours Can Change Your Life: Investing Your Time in the Knights of Columbus brochure now available on **SUPPLIES ONLINE**.

66 I don't want to be away from my family.

- Your time is valuable, especially if you have a young family! Father McGivney cared deeply for families, and I believe following his example helps Knights become better husbands and fathers. If you find that your time at council activities isn't doing that, then yes, please prioritize your time at home. However, I've discovered that time invested in the Knights is time invested in my marriage, my family and my own growth as a disciple of Jesus Christ.
- Our council does many activities involving the whole family, such as faith formation, service opportunities and even social events. [Be as specific as possible with what your council does].

Knights of Columbus is for older men – there's no one my age in the council.

- This may be true. But the only way to continue our Founder's mission is if younger men like you join. We need your perspective so our council and the Order can continue to evolve and meet today's needs. Will you join us and invite a friend to come with you?
- When the Knights first began, Father McGivney was only 28 years old. The men he gathered were in their 30s and 40s, all working men and young fathers. Our legacy is to be a young family man's organization – you can help us write that next chapter!

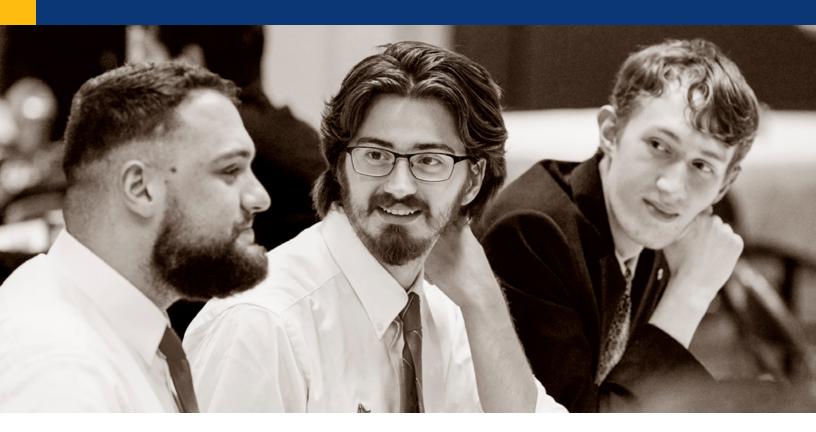
I'm already a member of a different Catholic/men's organization.

- That's wonderful thank you for being involved in that ministry! Many of our members are also part of it. We want Knights who strive to be fully engaged in the life of the Church, in whatever ways they feel called to. It sounds like you're doing just that and can bring a wonderfully fresh perspective to our council, as well.
- It's great that you have other ways to be involved in different aspects of the Church. Knights of Columbus offers both spiritual and financial benefits. As a member you gain access to these. (See Fraternal Benefits on page 10.)



Show and share relevant videos like this one with potential members, during council events and programs, and on your council social media channels.

1. HOW TO INVITE SOMEONE



Tips to Remember

- 1. Rally the support of your spiritual leaders (chaplains, pastors, deacons, etc.).
- 2. Work with your leadership and local K of C field agents you are not alone.
- 3. Demonstrate good listening skills so you can effectively see where the man's needs and wants align with our Order's mission, programs and benefits.
- 4. Prepare and practice identify a few questions that will help the other person to open up and your favorite conversation starters.
- 5. Involve your families this is a decision that will impact the entire family, so ensure you are not only speaking with the man but his family as well. If willing, ask your wife to share her perspective with them.
- 6. Go out with courage and connect with other Catholic men.
- 7. Use the resources available to you share them widely and frequently.
- 8. Pray throughout.

Every Catholic man should know what the Knights of Columbus has to offer him.

Why join?

• 1. Faith formation resources and opportunities to help you and your family deepen your relationship with Jesus Christ



Cor

Taking their name from the Latin word for heart, *Cor* gatherings form and strengthen Catholic men in faith and virtue as missionary disciples by drawing them into a deeper relationship with Jesus Christ through prayer, formation, and fraternity.

In less than two years, more than 650 councils have started *Cor*, and nearly 4,000 more have plans to start this transformational initiative in the coming year.

Clearly, men are longing for spiritual growth and community. For this reason, every council should be implementing *Cor*.

Programs suitable for Cor gatherings

Men of the Word Bible study – A Bible study program providing Catholic men with a foundation to read and reflect on the living word of God.

Into the Breach: Mission of the Family – A video series with actionable insights for husbands and fathers, viewed more than 1.5 million times since its launch in 2023.

Catholic Information Service – Resources that help answer questions about the faith.

Learn more by visiting kofc.org/cor

Sample social post



Download this graphic and text for your own use – emails, website, newsletters and/or social media accounts.

2. FRATERNAL BENEFITS - WHY JOIN?



Devotion to the Eucharist

Jesus Christ is the ultimate source of our strength and vitality. As Knights, we point the world, our families and our brothers to Christ, who is fully and truly present in the Eucharist.

Helping men discover the life-changing and life-giving reality of the Real Presence is one of the greatest acts of charity, unity and fraternity that we can do as Knights.

Eucharistic programs:

Holy Hours – Features the exposition and benediction of the Blessed Sacrament and can also include a reflection, communal rosary, prayers for the intercession of Blessed Michael McGivney or St. Joseph and other devotions.

Eucharistic processions – Provides an opportunity to walk with the Blessed Sacrament through your community, bringing Jesus to everyone along the route.

Learn more by visiting kofc.org/eucharist

Sample social post



"In these challenging times, our mission matters. We must start building up a new generation of Catholic men – men formed in faith and virtue; men prepared to be missionary disciples."

 2024 ANNUAL REPORT OF THE SUPREME KNIGHT

Download this graphic and text for your own use - emails, website, newsletters and/or social media accounts.

Why join?

> 2. Protection and security of your family through our quality insurance and investment products and services

In the days of Father McGivney, we pooled our money to help widows and orphans. And we've since built our life insurance program and financial services and solutions around the same principles of mutual aid, financial stewardship and charity.

Fraternal Benefits

As a member of the Knights, you are eligible for a member/spouse accidental death benefit up to a maximum of \$5,000.

When you join the hundreds of thousands of families who participate in our insurance program, you're also eligible for:

- A death benefit of \$5,000 for stillborn or infant children
- A guaranteed issue life insurance policy of \$10,000 for any minor child
- A monthly stipend of up to \$500 and college scholarships up to \$20,000 for orphans to age 19
- > Additionally, widows of insured members have full access to purchase financial products.

All of the eligibility provisions of the Order's programs of fraternal benefits are not included. Terms and conditions apply.



As a Catholic, charitable, fraternal benefits society, the Knights of Columbus uses the surplus from its business activities to make a global charitable impact – while helping members and customers draw closer to Christ through the Church.



Knights of Columbus offers a suite of life insurance products to members and their families – recognized by Standard & Poor's with a AA+ rating¹ and A.M. Best with an A+ (Superior) rating².

Take advantage of the opportunity to meet with a dedicated agent and receive a yearly complimentary financial review and help your family be financially protected.

Learn more at kofc.org/faa

LIFE INSURANCE | DISABILITY INCOME INSURANCE | LONG-TERM CARE INSURANCE | RETIREMENT ANNUITIES



Knights of Columbus Asset Advisors offers faith-based investments for Catholics adhering to the six major themes of U.S. bishops' investment guidelines:

- Respect for life
- Economic justice
- Human dignity

Learn more at kofcassetadvisors.org

- The environment
- · Catholic teachings on war and peace
- Corporate responsibility



MORE THAN

BILLION

LIFE INSURANCE

IN FORCE³

assets under management for families, dioceses and other Catholic institutions.⁴

MUTUAL FUNDS | INSTITUTIONAL INVESTMENTS | EXCHANGE-TRADED FUNDS | PRIVATE WEALTH MANAGEMENT | SEPARATE ACCOUNT STRATEGIES



Knights of Columbus Charitable Fund helps individuals, K of C councils and Catholic organizations maximize their charitable impact with a donor advised fund.

Learn more at knightscharitable.org



We have a solemn duty to protect families a duty rooted in our founding.

- 2024 ANNUAL REPORT OF THE SUPREME KNIGHT

¹ Ranking North American Life Insurance Companies from Strongest to Weakest by S&P Global Ratings. As of January 2024.

- ² As of December 2023, rated A+, Superior for financial strength by A.M. Best.
- ³ 2024 Annual Report of the Supreme Knight

⁴ AUM as of 8/31/2024

Knights of Columbus Asset Advisors ("KoCAA"), Knights of Columbus Charitable Fund ("KCCF"), and Knights of Columbus ("KofC") are affiliated entities that each provide separate and distinct products and services. Knights of Columbus is not recommending or endorsing KoCAA or KCCF. KofC and KCCF are not Registered Investment Advisers and do not provide investment advice. Persons interested in KoCAA's investment advises should contact KoCAA directly. Neither KOCAA nor KCCF offers insurance, and all insurance related inquiries should be directed to KofC. Information provided herein is educational in nature and is not intended as legal, tax, financial, or other professional advice.

Why join?

▶ 3. Opportunities to make a difference in your community and beyond through our charitable programs

ASAP (Aid and Support After Pregnancy)

- Helping mothers and babies by supporting pregnancy resource centers and maternity homes
- For every \$500 your council or assembly donates (to a maximum of \$2,000), Supreme Council will donate \$100
- More than \$11 million dollars donated to pregnancy centers and maternity homes since program launch in summer 2022¹

kofc.org/asap



Ultrasound Initiative

- Helping women and parents choose life by giving them the opportunity to see their children on ultrasound machines
- Funded by state and local councils with matching grants available from Supreme Council's Culture of Life Fund
- More than 1,800 ultrasound machines delivered since 2009¹

kofc.org/ultrasound

Coats for Kids

- Providing warmth for children
- > Councils distribute new winter coats to children in need in their local communities
- More than 1 million coats distributed since the program's inception¹

kofc.org/coats





¹ 2024 Annual Report of the Supreme Knight

Disaster Preparedness and Relief

- Helping to prepare, plan and educate communities before disaster or emergencies occur
- > Stepping into the breach with immediate action in the wake of a disaster
- More than \$1 million devoted to disaster relief in 2023 along with countless hours of community service 1

kofc.org/disaster



Did you know?

Last year, we donated more than 47 million hours to serve our communities and \$190 million+ to help those in need.

2. FRATERNAL BENEFITS - WHY JOIN?



Why join?

• 4. A united spiritual family with member benefits to support you and your family

Beyond the financial protection, faith formation and opportunities to make a greater impact in the world, members also enjoy many other benefits, including:

Columbia magazine	Free subscription to the Order's award-winning magazine.
Knights of Columbus Rosary	Blessed by the Supreme Chaplain and given to each new member.
Scholarships	Scholarship programs for higher education available to members, their spouses and children.

"Every Catholic man needs other Catholic men; that is where we find the strength and courage to live out our mission. I promise that the Knights of Columbus will be that place of Catholic brotherhood. We are redoubling our commitment to helping Catholic men deepen their faith while building bonds of friendship."

- SUPREME KNIGHT PATRICK KELLY, 2024 NATIONAL EUCHARISTIC CONGRESS

These resources have been developed to help you and your council invite men to join the Knights of Columbus. They can be used to support state and local recruiting efforts and to supplement your council's Church Drive kit.



Download or order these resources – now available on **SUPPLIES ONLINE**

Email Invitation Templates

[General prospect]

Subject line: Come and see what the Knights of Columbus has to offer

Dear [PROSPECT NAME],

It's hard being a faithful Catholic – and it's even harder without community. That's why I want to invite you to come and get to know our Knights of Columbus council.

The Knights were founded in 1882 by Blessed Michael McGivney, a parish priest now on the path to sainthood. He called a group of men together to grow in faith as a community, protect their families and serve the Church.

Today in our local council, that mission looks like: [PERSONALIZE WITH EXAMPLES SPECIFIC TO YOUR COUNCIL]

- Coming together at *Cor*, a major Knights of Columbus initiative that takes its name from the Latin word for *heart* and unites men in person for a time of prayer, faith formation and fraternity
- Charitable work such as distributing Coats for Kids, supporting our local pregnancy resource centers and providing financial aid to our seminarians
- Making sure members are aware of and connected with our local Knights of Columbus insurance agent. He's a great resource who can offer members a complimentary financial needs analysis, access to exclusive life insurance products and information on insurance benefits included in every membership at no extra cost.

I think you'd be a wonderful addition to our brotherhood. If you'd like to come and see what we're all about, I'm happy to let you know about upcoming events that would be perfect for first-time visitors.

Or, if you have any questions, I'd love to answer them.

Thanks for being open to this invitation!

In Christ,

[NAME]

P.S. If you're ready to join now, you can do it for free at: kofc.org/Join. Use our council number [NUMBER] as your referring council, and we'll be in touch!

[Young father prospect]

Dear [PROSPECT NAME],

It's hard raising a faithful Catholic family – and it's nearly impossible without community. That's why I want to invite you to come and get to know our Knights of Columbus council.

The Knights were founded in 1882 by Blessed Michael McGivney, a parish priest now on the path to sainthood. He called a group of men together to grow in faith as a community, protect their families and serve the Church.

Today in our local council, that mission looks like: [PERSONALIZE WITH EXAMPLES SPECIFIC TO YOUR COUNCIL – ESPECIALLY ONES THAT INVOLVE THE WHOLE FAMILY/WOULD APPEAL TO A FATHER OF SCHOOL-AGED CHILDREN]

- Coming together at *Cor*, a major Knights of Columbus initiative that takes its name from the Latin word for *heart* and unites men in person for a time of prayer, faith formation and fraternity
- · Faith-based study groups with fellow brother Knights or other married Knights of Columbus couples
- Making sure members are aware of and connected with our local Knights of Columbus insurance agent. He's a great resource who can offer members' families a complimentary financial needs analysis, access to exclusive life insurance products and information on **insurance benefits included in every membership at no extra cost.**

I think you'd be a wonderful addition to our brotherhood. If you'd like to come and see what we're all about, I'm happy to let you know about upcoming events that would be perfect for first-time visitors.

Or, if you have any questions, I'd love to answer them.

Thanks for being open to this invitation!

In Christ,

[NAME]

P.S. If you're ready to join now, you can do it for free at: kofc.org/join. Use our council number [NUMBER] as your referring council, and we'll be in touch!

Text Message Templates

Hi, [NAME]. I want to let you know that our Knights of Columbus council is holding a membership drive at church on [DATE]. Being a Knight has personally enriched my faith and family, and I think you'd also appreciate the benefits of our brotherhood. Please consider this a personal invite to talk more at the membership drive, or to join us for some upcoming events that would be perfect for first-time visitors. I'm happy to answer any questions now or later!

Hi, [NAME]. Are you interested in checking out the Knights of Columbus? We have a couple events coming up that made me think of you. [1 OR 2 EXAMPLES]. Let me know if you think you'd come, and I'll look out for you!

Hi, [NAME]. Are you interested in joining the [PARISH NAME] Knights for some charitable work? We're always looking for other men to help us serve the parish and community, whether or not they're members, and you came to mind. [1 CONCRETE EXAMPLE OF A PROJECT TO JOIN IN].

Hi, [NAME]! I'm not sure if I've mentioned this, but I joined the Knights of Columbus [#] years ago and I was thinking you might enjoy some of the things we do. I'd love to talk to you more about how it has impacted my life as a man, husband, father, and Catholic. Are you free to talk on [DAY] at [TIME]?

Hi, [NAME]! Did you know that I am part of the Knights of Columbus at [PARISH NAME]? Being a Knight has been a great way for me and my family to be more involved with the parish. I think you would be a great fit and would be happy to talk to you more about joining. Are you free to talk on [DAY] at [TIME]?

Bulletin Announcement Template

The Knights of Columbus exists to protect the Catholic family by strengthening the Catholic man. We empower men to become better husbands, better fathers and better disciples of Jesus Christ. All practicing Catholic men, eighteen and older, are invited to join our council. You can join online today by visiting kofc.org/join. When prompted for a "Preferred Council Number" please enter [Council #]. Use promo code "BLESSEDMCGIVNEY" to receive your first year of membership free. Please contact [Contact Name] at [Contact Phone OR Email] with any questions.

Sample Pulpit Announcements

COUNCIL MEMBER:

Member: Good [EVENING/MORNING/AFTERNOON]. My name is [NAME] and I am a Knight of Columbus and member of [COUNCIL NAME] here at [PARISH NAME].

Being a member of Knights of Columbus has helped me and my family grow in faith through our participation in [INSERT EXAMPLE]. As a husband and father, I am called to protect my family. Through the support and fraternity of my brother Knights, I can fulfill this call in a deep and meaningful way. I know some of you may be thinking you don't have the time to attend everything, and that's okay. I don't make every event or program our council does. The important thing is that by being a Knight, I have promised to become the best Catholic man I can be. I attend what I can and support what I can, but at all times, I'm committed to being a Knight and growing in my relationship with Jesus Christ.

Knights of Columbus provides us the tools and resources we need to be better men, husbands, fathers and Catholics, and to be leaders in our homes, parish and community. Men, if you are eighteen years or older, I invite you to join me, my family and the Knights of Columbus as we work to point the world to Jesus Christ. My brother Knights and I will be at the back of church following Mass to help you sign up and answer any questions you have. Thank you and God bless!

COUNCIL MEMBER AND HIS WIFE:

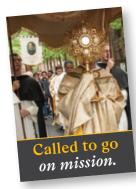
Member: Good [EVENING/MORNING/AFTERNOON]. My name is [NAME] and this is my wife, [WIFE'S NAME]. I am a Knight of Columbus and member of [COUNCIL NAME] here at [PARISH NAME].

Being a member of Knights of Columbus has helped me and my family grow in faith through our participation in [INSERT EXAMPLE]. As a husband and father, I am called to protect my family. Through the support and fraternity of my brother Knights, I can fulfill this call in a deep and meaningful way.

Wife: As [HUSBAND'S NAME] said, my name is [NAME], and I'd like to quickly share how my husband's membership in Knights of Columbus has impacted our whole family. Together, we [INSERT EXAMPLE ie. PRAY TOGETHER, ATTEND COUNCIL EVENTS TOGETHER, SERVE TOGETHER]. Our children get to see [HUSBAND'S NAME] practice his faith and lead our family. I am grateful for his example and the opportunities we get to spend time as a family, while also being surrounded by other like-minded families.

Member: Knights of Columbus provides us the tools and resources we need to be better men, husbands, fathers and Catholics and be leaders in our homes, parish and community. Men, if you are eighteen years or older, I invite you to join me, my family, and my brother Knights as we work to point the world to Jesus Christ. [WIFE'S NAME] and I will be at the back of church following Mass to help you sign up and to answer any questions you have.

Thank you and God Bless!

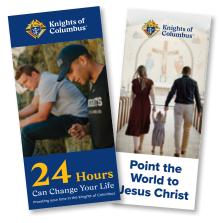


Invitation Cards

Online Join Cards – member and agent versions



Brochures



- 24 Hours Can Change Your Life: Investing Your Time in the Knights of Columbus
- · Point the World to Jesus Christ

Like and share posts to your council social media channels

Videos

Show and share these videos with potential members, during council events and programs, and on social media:



Knights are strengthened in the Eucharist



A Warrior for Christ: The Life of Joe Reali



Carry Out Blessed Michael McGivney's Vision

"Father McGivney created a culture of invitation that we must carry forward. So today, I ask every Knight: Will you extend that invitation, that hand of brotherhood, to the next generation?"

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- 2024 ANNUAL REPORT OF THE SUPREME KNIGHT
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1 Columbus Plaza, New Haven, CT 06510