

The Fraternal Advantage!

Your insurance agent would define it as the goodwill created by fraternal leaders – men like you – that helps them secure appointments and place needed insurance coverage on members and their families. He would also include it among the most valuable benefits of a sales career with the Order.

Since you've helped us to secure countless additional sales over the years, we'd like to take that advantage one step further. As a fraternal leader, you talk with members and prospects every day. Some of these men, no doubt, would make excellent field agents. We'd like you to refer those men to your general agent, who is always looking for qualified agent candidates.

To reward you, and your council, for referring qualified agent candidates to us, we offer the following:

- When a council officer, membership director, program director or district deputy recommends a field agent candidate to the general agent in the area, and that man is ultimately hired, the general agent, on behalf of the Supreme Council, will deliver to the fraternal leader a check for \$200.00.
- If the agent is still under contract 12 months after his start date as an agent, the council will receive \$150.00. If the fraternal leader making the original referral was a district deputy, he will choose one of his assigned councils to receive the \$150.00. Again, this check will be delivered by the general agent.

The Order set an all-time record in 2004 by issuing more than \$6.2 billion of needed life insurance coverage on members and their families. In order to fully service all of our members and their families, however, we need more agents. By referring qualified men to your general agent, you will help the Order continue to pursue the vision of our founder, Fr. Michael J. McGivney, that every Knights of Columbus family be adequately provided for in the event of the death of the breadwinner.

The fraternal advantage is valuable to your Knights of Columbus agent. Now it can be valuable to you as well!