



Brought to you by Daniel Schachle

KNIGHTS OF COLUMBUS Fraternal Compass

Summr 2015

**Do you need more
than a paycheck
from your work?**

STABILIZE
your financial
future by helping
fellow Knights do
the same

**Knights agents
responsible for
RECORD-BREAKING
GROWTH**



A MESSAGE about your future

Dear Brother Knight:

For some people, a job is nothing more than a way to pay their bills, provide for their families, and buy things they enjoy like nice cars and vacations.

But some of us need more than that.

We need meaningful work that makes a positive difference in people's lives. We want to give back to our communities and our churches. And we want our work to be true to our faith.

If you're searching for a career that rewards you financially and also serves an important purpose, take five minutes to read this issue of Fraternal Compass. If it sparks your interest in becoming a Knights of Columbus field agent, let's talk. No need to prepare for a job interview—just a quick, informal chat to answer any questions you have.

Fraternally yours,

Daniel Schachle

General Agent

Stabilize your financial future by helping fellow Knights do the same

You probably don't have to look far these days to see a household profoundly affected by the global economic turmoil of the last several years. Many of us need look no further than our own homes. Wouldn't it feel good to be able to help people prepare for times like these while helping yourself and your family do the same?

Knights of Columbus field agents do this every day. And working for our Order gives us distinct advantages when measured against the insurance industry.

Many companies offer life insurance, annuities, long-term care insurance, and disability insurance. No other agents in North America, however, can say their company is rated more highly for strength and stability than the Knights of Columbus. We have protected Catholic families since 1882 and we remain committed to that promise.

Year after year, even through historically difficult economies, our Order's conservative values and ethical investments ensure that our operation remains stable and secure.

Trust: An insurance agent's best asset

In April 2011, we introduced Income Armor, a disability insurance program that protects a breadwinner's income should he or she become unable to work as a result of illness or injury. Long-term care insurance, which covers the potentially catastrophic cost of at-home care or nursing home care, was introduced in 2000. We continue to respond to the changing needs of our membership, which in turn gives our field agents more opportunity to grow their business.

Beyond offering a superior product line, our agents sell only to members of specific Knights councils and their families. Ask any life insurance agent who works for a commercial insurer how valuable it would be to have a Knights of Columbus agent's built-in connection to clients and prospects.

Our strength, products, and fraternal community form



THE ORDER'S CONSERVATIVE VALUES AND ETHICAL INVESTMENTS ENSURE THAT OUR OPERATION REMAINS STABLE AND SECURE.

a strong base on which to build the most valuable asset for any entrepreneur: trust.

Our agents prosper together

As a general agent, it's my job to find men with the potential and desire to learn our business, represent our Order with integrity, and build productive businesses. In other words, I succeed when you succeed. The field agents in my agency run their own offices as they see fit, but we also encourage and learn from each other. We're colleagues, and we're also a fellowship with shared values.

Call me to discuss the prospect of starting a new career with the Knights of Columbus.

Knights insurance operations break records in 2014

In 2014, our Knights of Columbus field agents broke records in several key categories, most of which have shown continuous growth for 14 consecutive years:

Total insurance in force surpasses \$96 billion. For perspective, at the end of 2000, the total was \$40.4 billion.

The Order's assets under management exceeded \$21 billion.

Monthly sales records were broken four times: in January, May, June and September.

All time high of \$8.2 billion in issued face amount coverage.

At year-end, we had more field agents serving our members than any time in our history.



Learn more about the work—and rewards—of being a Knights agent

The Knights of Columbus welcomes new field agents who are just beginning their careers, as well as folks who are looking for a career change. Our training and mentoring programs will get you started earning quickly. As you grow, we'll help you achieve advanced designations and certifications throughout your career.

To learn more about what it's like to be a field agent, including rewards such as our annual worldwide incentive trips, go to:

www.kofc.org/careers.



YOUR GENERAL AGENT



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Reasons to consider a career as a Knights of Columbus Field Agent

- Exclusive faith-based market.
- Flexibility of schedule that comes with running your own business.
- Professional and unlimited income potential.
- Company reimbursed training for professional industry designations.
- Regional, National, and Web-based training.
- Benefits Include: Non-contributory Pension, Elective 401K program; Group disability and life insurance available. Subsidized Medical and Dental insurance.
- Work with fellow Catholics who share the Order's vision.
- Highest ratings for strength and security back your products.



Contact me today to discuss a career as a Knights of Columbus field agent.



KNIGHTS OF COLUMBUS Fraternal Compass

Knights of Columbus Supreme Office

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General Agent

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A Message from Tom Smith...

During the best of times, we know there are a number of men who are “vocationally disturbed” (unhappy, uncomfortable or otherwise displeased in their current job). If you or someone you know is in this stressful position, I am offering the opportunity to meet and talk with your local general agent about the possibility that a career as a Knights of Columbus field agent might be for you.

Before you quickly dismiss this, understand that most of our agents have never sold life insurance products before they join us. While your first reaction might be “not for me,” think about it.

You control your own destiny serving a protected market. You can blend your faith and your work. We provide full training – at your location, at the Home Office, and on-line. You create your own schedule and compensation is limited only by your activity.

Our process begins with an informal initial interview. There are a number of subsequent steps, but we won't put you in the position if we don't think you can succeed.

So, if you are feeling a little “vocationally disturbed” these days, contact General Agent Daniel Schachle. It's just a conversation.

Thomas P. Smith, Jr

Executive Vice President and Chief Insurance Officer

You deserve to love your work

Whether you're just joining the workforce or you're looking to change careers, I invite you to provide protection and service to your brother Knights and their families as an agent for the Knights of Columbus.

Our Order has 1,300 field agents across the United States and Canada.

After seven years as a general agent and four years as a field agent, I can tell you that this career is rewarding in many ways. As a general agent, I support and supervise nine field agents serving the entire state of Tennessee. I love my job and I want to help you love yours, too.

You'll have the flexibility to work from home if you choose, set your own hours, and run your own business. Even more important, your own effort and

talent — not a corporate wage scale or seniority — will determine your income.

One reason I love my job is the Knights of Columbus offers only products I'm proud to sell: life insurance, annuities, long-term care insurance, and disability insurance. All are designed to provide guaranteed, affordable protection to brother Knights and their families. Through these products, we make a meaningful, lasting difference in the quality of life for many families. And we don't have to compete with one another or cold-call thousands of strangers to do business — we sell to the members and families of specific councils.



Believe in what you do. Work with people who believe in you and in your faith. Call me today about starting your career with the Knights of Columbus. ♦