


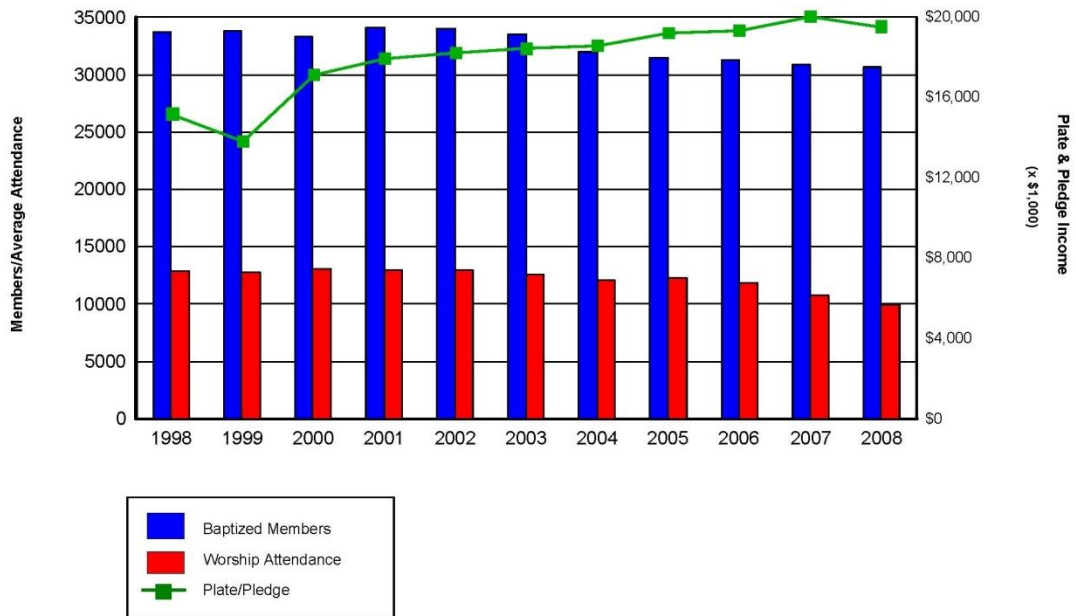
# Best Stewardship Practices, 2012

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# TRACKING ASA PLATE & PLEDGE INCOME

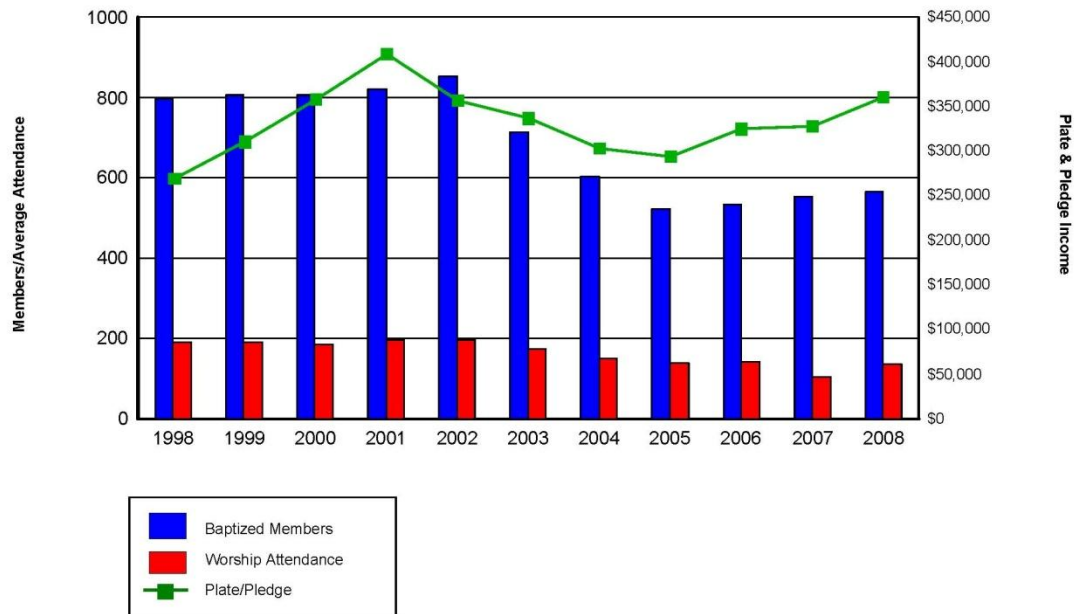
- ◆ Review the numbers for your congregation
  - ◆ What is the story behind the numbers?
  - ◆ What do the projections tell you?
  - ◆ What should we do?
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## Participation & Giving Trends Diocese of Olympia (6131-5875)



## Participation & Giving Trends

### St Barnabas Episcopal Church, Bainbridge Island, WA (7044-2157)




# STEWARDSHIP DEFINED


- ◆ Everything you have is a gift from God. Christian Stewardship is then what we do with all that God has given us, after we say, “I believe.”

The Rev. Dr. John Westerhoff, from  
Grateful & Generous Hearts

# FOUR FIELDS OF GIVING

- ◆ Annual Giving
  - ◆ Capital Giving
  - ◆ Mission Giving
  - ◆ Legacy Giving
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# WHY DO PEOPLE GIVE TO THE CHURCH?

- ◆ Because they love Christ
  - ◆ For mission and ministry
  - ◆ To share the Good News
  - ◆ Because they were asked
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# BEST PRACTICES FOR STEWARDSHIP

- ◆ Every church has its own culture around stewardship
- ◆ Pick and choose which of these practices will work, all of them are valid, the more of these practices you use, the more likely you will have transformational success



# #1 SCRIPTURE BASED THEME

- ◆ Base the campaign around a biblical theme or scripture
- ◆ Train volunteers, utilize bible study in doing so
- ◆ Recruit 20% to 30% of congregation to help in the campaign

# #2 WITNESS TALKS/SHARING

- ◆ Short vignettes on why I give to God
- ◆ One page or less
- ◆ Reviewed by Volunteer leaders
- ◆ Can be shared live, printed in newsletter, bulletins, used as an insert

# #3 PERSONALIZE THE APPEAL

- ◆ No more one size fits all letter
- ◆ Segment your donor base
- ◆ Divide into at least two groups:  
Those who pledge and those who don't
- ◆ Address the top 20% who give 80% very personally, letter from clergy works best

# #4 SERMONS/TEACHING

- ◆ Scripture based sermons by clergy and/or lay people
- ◆ Small/large group teaching and discussion about what the Bible tells us about stewardship

# #5 YEAR ROUND STEWARDSHIP

- ◆ Not just the annual campaign
- ◆ Honor time, talent, environment at different seasons of the year
- ◆ Thank ministries and volunteers throughout the year in public

# #6 THANK FOLKS ALL THE TIME

- ◆ Thank and acknowledge a new pledge within a week upon receipt
- ◆ Thank each person with card or note when you send out statements during the year – it's not a dunning statement
- ◆ Offer special thank you's (cards, or events)

# #7 CELEBRATE ABUNDANCE

- ◆ Hold an ingathering of commitment cards as part of worship
- ◆ Hold a brunch, dessert, or festive meal to celebrate

# #8 TRANSPARENCY

- ◆ Make available financial, budget, salary information
- ◆ Be honest and upfront with the reality of finances and giving
- ◆ People need to know sooner, rather than later, no cover ups
- ◆ Be clear about God's mission and ministry for the congregation



# #9 PUBLISH A GIVING LADDER

- ◆ Publish, by levels, how many give at what level (no names, just numbers)
- ◆ Tell people what the average pledge is for the congregation

# #10 NARRATIVE BUDGET

- ◆ Use a simple, straightforward pie chart outlining expenditures
- ◆ Use a format/categories that is mission focused: divide expenses into worship, outreach, pastoral care, youth, music, etc.
- ◆ Have a detailed budget available upon asking, most don't want it


# #11 PLANNED GIVING

- ◆ Use the commitment card to introduce planned giving
- ◆ Add a question “Have you remembered the church in your will?”
- ◆ “Would you like more information about how to make a legacy gift?”
- ◆ Follow up, acknowledge those who have made a legacy gift

# #12 PUBLISH NAMES

- ◆ Publish the names, alphabetically, of all who have made a commitment
- ◆ Use the newsletter to do so, or an insert in a Sunday bulletin, or both
- ◆ Honor the very few, if any, who may wish to be anonymous, provide check of anonymity on card

# #13 TEACH PROPORTIONAL GIVING/TITHING

- ◆ Proportional Giving accepts people where they are, and invites them into a deeper relationship & giving
  - ◆ Tithing is one of the four Holy Habits adopted by our church
  - ◆ The Gospel is not about staying in one place, but responding to God's call for a deeper relationship
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- A decorative silhouette of a mountain range in a teal color, located at the bottom right of the slide.

# #14 BE CREATIVE

- ◆ Utilize the wealth of resources available from diocese of olympia stewardship program
- ◆ Visit the TENS website:  
<http://tens.org/>
- ◆ Never do the same program two years in a row

# PRACTICE THE HOLY HABITS Adopted by General Convention

- ◆ Daily Study/Prayer
- ◆ Regular Corporate Worship
- ◆ Sabbath
- ◆ Tithing

These are the basis of a pilgrim's healthy living into God's Kingdom.



# DISCERN YOUR LEADERS

- ◆ Use discernment in picking those to lead your stewardship ministry
- ◆ A mix of people giving at various giving levels is healthy
- ◆ Make it a year round ministry, it is spiritual and connected to our faith journey



# SIX STEPS IN CHRISTIAN GIVING

- ◆ Survival
- ◆ Supermarket
- ◆ Support
- ◆ Subscription
- ◆ Submission
- ◆ Sacrifice

Is it time you took another step to  
where God is calling you?



All things come of thee O Lord, and  
of thine own have we given Thee!