

12. PUBLISH THE NAMES OF ALL WHO MAKE A COMMITMENT – Publish the names of all those who make a commitment, in alphabetic order, in the Sunday bulletin or in your newsletter, thanking each individual/family for supporting the mission/ministry of the church with their gift. Allow for anonymity with a line on commitment card ___I wish to remain anonymous.

13. TEACH PROPORTIONAL GIVING /TITHING/ HOLY HABITS – Include information about proportional giving and a chart to help people determine the percentage they are giving. Provide information about tithing as the standard of the Episcopal church and invite them into a deeper relationship with Christ. Use the Holy Habits and Six Steps to Christian Giving models.

14. BE CREATIVE - Utilize the wealth of written resources available to help you plan and execute your campaign; contact the diocesan Stewardship office for help and resources; visit The Episcopal Network for Stewardship website <http://tens.org/> Talk to other congregations and share ideas.

Last, but not least, pray and ask for God’s help to open the hearts and minds of your congregation to the abundance present, inviting every one to give of one’s time, talent, and treasure in gratitude for all the blessings God has showered upon us.

FOR MORE INFORMATION CONTACT:

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206-325-4200 OR 800-488-4978
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WHAT CHRISTIAN STEWARDSHIP IS AND IS NOT - BETTER PRACTICES FOR ANNUAL CAMPAIGNS



In his book “The Passionate Steward, Recovering Christian Stewardship from Secular Fundraising,” Michael O’Hurley Pitts of Toronto, Canada, outlines some of the differences.

He says Christian Stewardship is:

- the proper and generous use of our time, talent and money;
- all that we do with our lives after our baptism;
- about joyfully returning to God a portion of all the gifts which God has so generously showered upon us

He also says Christian Stewardship is not:

- Solely about financial giving;
- about who gives the most money;
- about who can give “enough money” to be recognized more than others;
- giving time without money;
- giving money without talent;
- primarily concerned about a parish meeting its financial goals

We’d like to offer the following list of components as “Better Practices” for developing the stewardship ministry of the congregation. We believe each deserves to be considered as part of any year round program, with particular focus on the annual campaign.

Your congregation may use some or all of these. Each church has its own culture. Maybe you can work on just two or three things a year, but change we must. If you always do what you've always done you'll always get what you always got.

1. **SCRIPTURE-BASED THEME** - Base the theme of your campaign around scripture; offer training to the volunteers involved that includes bible study; recruit as many volunteers as possible to help with the campaign (up to 20 to 30 percent of the congregation is best)
2. **WITNESS TALKS** – Short vignettes from lay members of the congregation on why they give to God – Use an outline for putting these together and have them reviewed and edited if necessary.
3. **PERSONALIZE THE APPEAL** – Use personal letters/approaches as individualized as possible (no more one size fits all; segment the donor base). At the minimum use different appeals to those already giving and those yet to make a commitment. Use the Rev. Kevin Martin “Stewardship & Giving” resource book.
4. **SERMONS/TEACHING** – Use scripture-based stewardship sermons given by clergy and lay folks and provide opportunities for teaching in small and large groups around what the Bible and Jesus tells us about giving.
5. **YEAR ROUND STEWARDSHIP** - Practice year-round stewardship, not just the fall campaign for funds; honor time, talent, the environment, thank ministries and honor those involved regularly at worship services.

6. **THANK PEOPLE ALL THE TIME** - Thank people for their contributions of time and talent and treasure; thank you's from clergy mean much to lay folks; a thank you should go out within a week for every commitment card that comes in. When sending financial statements always include a thank you.
7. **CELEBRATE** – Hold an ingathering of the commitment cards, bring the cards to the altar and give thanks for the abundance in your church; hold a festive meal/brunch/celebrate and give thanks together.
8. **TRANSPARENCY** – Financial, budget, salary information needs to be available and congregations need to be honest and upfront with the reality of finances and giving. Honesty is the best policy, people need to know sooner rather than later. Be clear about the mission and ministry of the congregation.
9. **PUBLISH A GIVING LADDER** - Publish a giving ladder, by levels, showing how many folks give at various levels; tell people what the average pledge is for your church and how it stacks up with the average nationally and for the Diocese of Olympia.
10. **NARRATIVE BUDGET** – Include a simple, straightforward, low-level format budget that outlines in a pie chart where the money goes, with a mission orientation, i.e. outreach, pastoral care, worship, youth, music, etc. Have a detailed budget available for the few who ask, most won't ask.
11. **PLANNED GIVING** – Introduce legacy giving with this question on your commitment card: “___ Have you remembered the church in your will or estate plans? If not, would you like more information about how you can do this? ___ yes” Thank those who have made legacy gifts, start a planned giving ministry.