




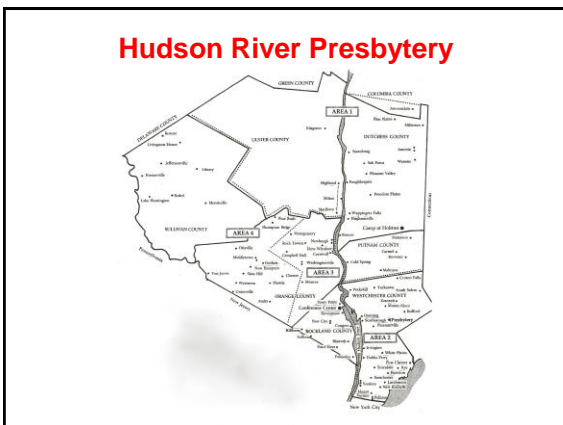
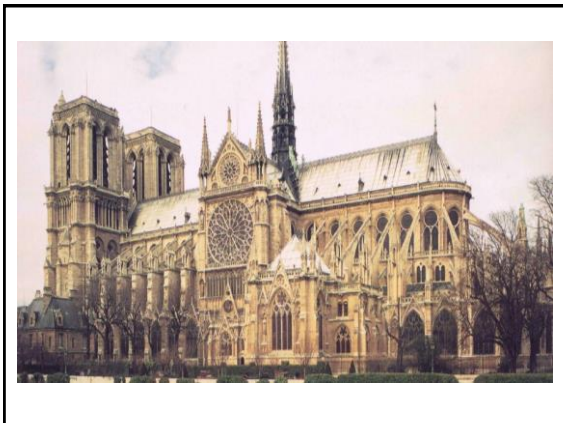
**Stewardship 101 (Part 1)**  
**2017 Kaleidoscope Conference**  
**Workshop A-11**  
**September 25, 2017**

**The Hudson River Presbytery**  
**Stewardship Team**  
**Rev. Charles Barton**  
**Robert Black**  
**Emily Monk**  
**Janis Upešlacis**

**The Stewardship Team**



**"Our highly skilled and talented team is eager to serve your church!"**



**Our Commitment**  
**Trust, Worship, and Serve: Practicing Stewardship**  
**Opening Unison Prayer:**

*In life and death we belong to God.  
 Through the grace of our Lord Jesus Christ,  
 the love of God  
 and the communion of the Holy Spirit,  
 we trust in the one true God, the Holy One  
 of Israel  
 whom alone we worship and serve.*

### Our Commitment (cont.)

*We trust in God alone*

*Who loves us and enriches us with abundant gifts.*

*And so we will seek to move . . .*

*In attitude from scarcity to abundance*

*In lifestyle from consumption to renewal*

*In finance from debt to freedom*

### Our Commitment (cont.)

*We worship God alone*

*Who empowers us to celebrate the grace of the Lord Jesus Christ.*

*And so we will seek to move . . .*

*In liturgy from avoidance to celebration*

*In giving from funding to offering*

*In emphasis from annual to year-round*

### Our Commitment (cont.)

*We serve God alone*

*Who calls us to a life of thanksgiving to the Spirit, loving God, neighbor, and self.*

*And so we will seek to move . . .*

*In practice from maintenance to mission*

*In outreach from parochial to global*

*In relationships from domination to interdependence.*

### Our Commitment (cont.)

*In gratitude to God, empowered by the Spirit,*

*we strive to serve Christ in our daily tasks and live holy and joyful lives,*

*even as we watch for God's new heaven and new earth,*

*praying "Come, Lord Jesus!"*

### Getting Started

- What barriers to effective Stewardship Commitment is your church confronting?
- What do you hope to gain from this Workshop?

### Why People Give to the Church

(C. Clif Christopher)

#### People Give:

- When they believe in the mission of the church
- When they see a difference created that they value
- Because they have a high regard for staff leadership
- Because of the fiscal responsibility of the church
- To people!

### Why People are not Giving:

- They have never been asked directly
- They believe they don't have enough to give
- They don't trust the leadership
- They don't give to a church that wastes their money or always seems to be short of money

### How to Decrease Funding

(from *Creating a Climate of Giving* by Don Joiner)

- Send everyone a copy of the budget
- Put statistics on giving in the bulletin and/or newsletter each week
- Believe that giving is only between the giver and God
- Keep records of giving secret from the pastor and lay leaders
- Discuss finances at one set time each year

### How to Decrease Funding (cont.)

- Encourage support of the *institutional church*
- Designate little for mission
- Discourage designated giving and donor control
- Talk about only giving to the church and not those outside the church
- Speak often about "loyalty and obligation"

### How to Decrease Funding (cont.)

- Mail out statements no more than once a quarter and only to pledgers
- Believe that members are giving the most they can
- Do not discuss concrete giving with the members until the annual campaign so as not to discourage them

### How to Decrease Funding (cont.)

- Discourage planned giving so members don't think you are eager for them to die or you don't want to hurt annual giving
- Put financial people in charge of controlling the funds to keep the church solvent
- Have a stewardship Sunday each year

### PRACTICAL IDEAS TO HELP INCREASE STEWARDSHIP

**J. Clif Christopher**

(from the 2012  
Stewardship Kaleidoscope Conference,  
Charlotte, NC)

**Pastor must tithe, at a minimum, and testify specifically about it**

Pastor has to tithe or the sheep won't follow!

**Have high expectations and require them to be met for membership**

Hold New Member Classes before joining

**Have at least 25% of your worship attendance involved in "hands on" mission**

The more churches give away, the more they will receive

Put more effort into mission involvement

**Report accurately regarding amount expected**

"When half way through the year, 42% receipts"---honest, real, accurate

Always talk ministry when talking money

Tell life changing stories---that's what motivates giving!

**Don't publish financial information in the bulletin or on website**

Do not give financial report during Worship

Put financial report in mailings that only go to members

**Pastor must know about the giving of their members**

Some lay leaders should also know

**Seek gifts from all "three pockets"**

Annual

Capital

Planned (Estate)

**Enliven Offering**

Have staff or a lay person share a one minute stewardship witness each week (more effective than sermon)

Make the presentations "personal"

**Who's leading the flock---Wall Street or Emmaus Road?**

The Church is not in the balancing budget business but in the disciple making business

**Mission Budgets (Narrative Budgets) not Line Item Budgets****Make it convenient to give!**

Electronic Funds transfer

Brokerage accounts

Online Giving

Kiosks

**Don't treat members equally**

Tithers vs. "welfare" religionists

Builders vs. boomers

Different Stewardship letters to different levels of givers  
"One letter does not fit all!"

**Strongly encourage members to attend regular on-going Christian financial planning classes**

Create a new tradition

**START SAYING THANKS!****Basics of Stewardship**

- Useful books about stewardship
- Establish Stewardship Principle for your congregation and include it in all your Stewardship materials
- What Stewardship is not
- What Stewardship is

## Recruiting a Stewardship Team

- Pastor needs to be a key member but not the leader
- Membership should be intergenerational
- Chair is a respected leader/committed giver in the church
- Session must sanction team
- Members identified to congregation

## The Session's Role

- Sanction the Stewardship Team
- Approve the annual campaign
- Establish a challenge giving goal
- Tell their own stewardship journeys
- Encourage tithing
- "Walk the walk"—pledge first!

## The Pastor's Role

- Provide monthly stewardship sermon
- Be essential part of stewardship team
- Model effective stewardship
  - Tell congregation personal level of giving
- Should know what each member gives!
  - Choosing not to know what members give constitutes [clergy malpractice](#)

Patrick Lencioni: "The single biggest factor determining whether an organization is going to get healthier is the genuine commitment and active involvement of the person in charge. For the company that's the CEO...for a church, it's the pastor."

## The Presbytery's Role

- Sanction a Stewardship Team
- Supply helpful stewardship tips on [website](#)
- Encourage "5 for 5" giving
- Support the Stewardship Kaleidoscope Conference and encourage attendance

## Year-Round Stewardship

- Why?
- What does this involve?
- How is the pastor involved?
- The role of members
- Stewardship Commitment Timeline

## Stewardship Programs

- Direct Mail
- Personal Delivery
- Consecration Sunday
- Sunday Worship
- Congregational Dinner
- Small Group Meetings
- Every Member Visitation

**What works best?**

## Keys to Stewardship Success

- Be prayerful
- Celebrate your church
  - What it does
  - Who its people are
- Be visionary
- Communicate
- Involve many
- Fund ministry, not raise funds

## Keys to Stewardship Success (cont.)

- Be inviting, not threatening
- Challenge your congregation
- Ask the right questions
- Focus on the giver's need to give, not on the church's need to receive
- Try a new approach
- Foster e-giving
- Be willing to give time and energy

## Generational Realities in Financial Discipleship

- GIs (1901-1914)
- Silents (1915-1941)
- Boomers (1942-1960)
- Gen Xers (1961-1981)
- Millennials (1982-2003)
- Our children and grandchildren

## Some Do's

- Recruit a Stewardship Team
- Develop a narrative budget
- Include the children
- Show levels of giving in congregation
- Use an outside preacher
- Tell your story
  - Minutes for Mission
  - Cardboard Testimonies
- Inform the congregation on progress
- Thank the pledgers
- Follow up with those who don't respond

## Some More Do's

- Include stewardship commitment in new member classes
- Tell members what is expected, i.e. financial commitment
- Tell!
- Ask!
- Thank!
- Have a catered congregational celebration meal on Commitment Sunday
- Give it your absolute best!

## Some Don't's

- Do it yourself
- Cut corners
- Be afraid to spend some money
  - "Do it First Class or don't do it at all"
- Neglect to ask the congregation to increase their pledges
- Use a "line item" budget
- Use a "One Letter Fits All" mailing

## Other Stuff We Present

### How to Develop a Narrative Budget

Useful PowerPoint document on our  
Presbytery [website](#)

### A Stewardship Case Study

(Stewardship 101, Part B,  
Tomorrow)

### Planned Giving 101

## Closing Devotions

**Leader:** *Let us praise the Lord, who is good.  
God's love is everlasting.*

**People:** *We trust in God, who will guide us  
as we move . . .*

*In attitude from scarcity to abundance*

*In lifestyle from consumption to renewal*

*In finances, from debt to freedom.*

## Closing Devotions (cont.)

**Leader:** *Let us come to God with  
thanksgiving, let us complete our promise  
to the Lord.*

**People:** *We worship God, who empowers  
us as we move . . .*

*In liturgy from avoidance to celebration*

*In giving from funding to offering*

*In emphasis, from annual to year-round.*

## Closing Devotions (cont.)

**Leader:** *We celebrate the signs of hope in  
our midst. We dedicate ourselves as  
God's faithful servants.*

**People:** *We serve God, who calls us to  
move . . .*

*In practice from maintenance to mission*

*In outreach from parochial to global*

*In relationships from domination to  
interdependence.*