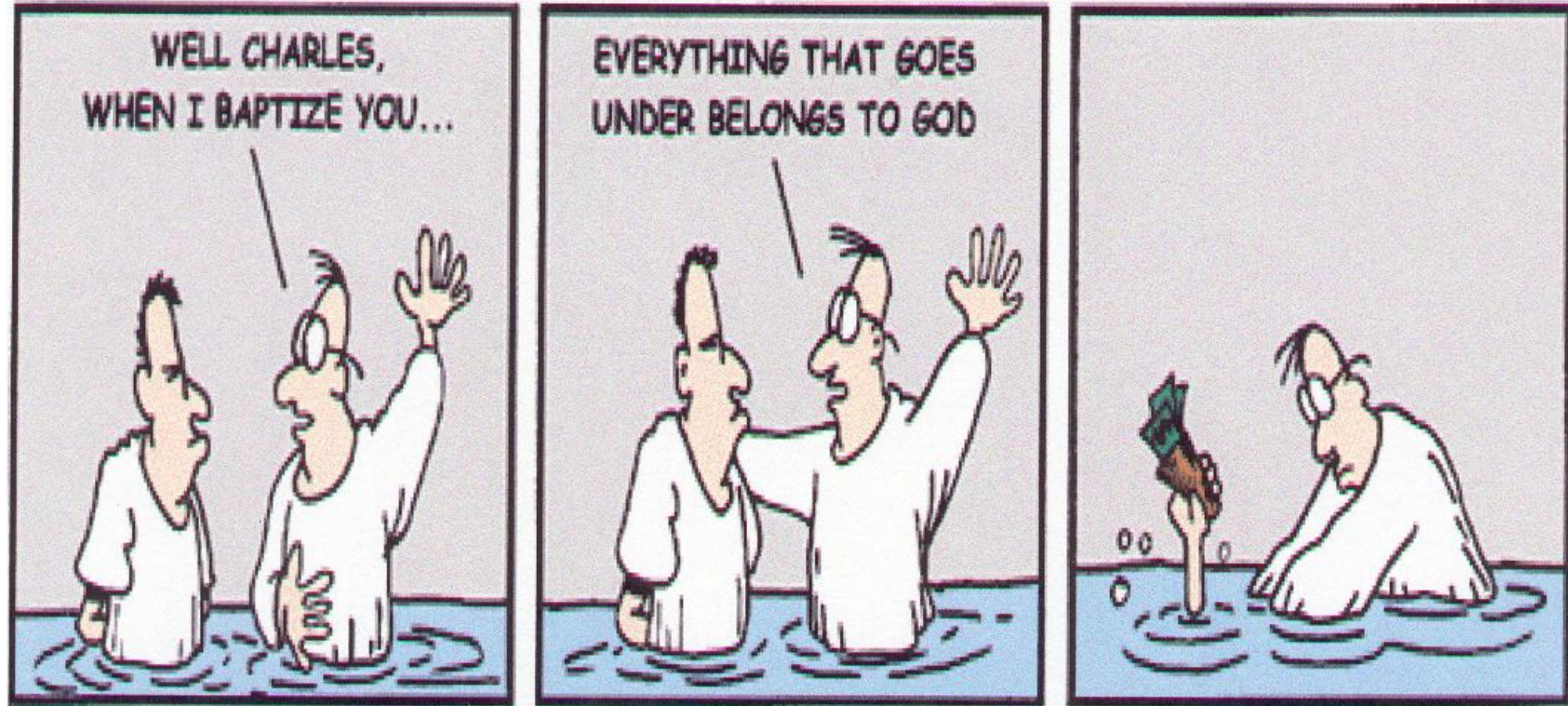




Coaching the Habit of Giving

Stewardship Kaleidoscope
September 14, 2021

Christian Commitment



Where to begin?

- Core Values
- Faith Values
- Spiritual Discipleship
- Abundance vs. Scarcity



Core Values

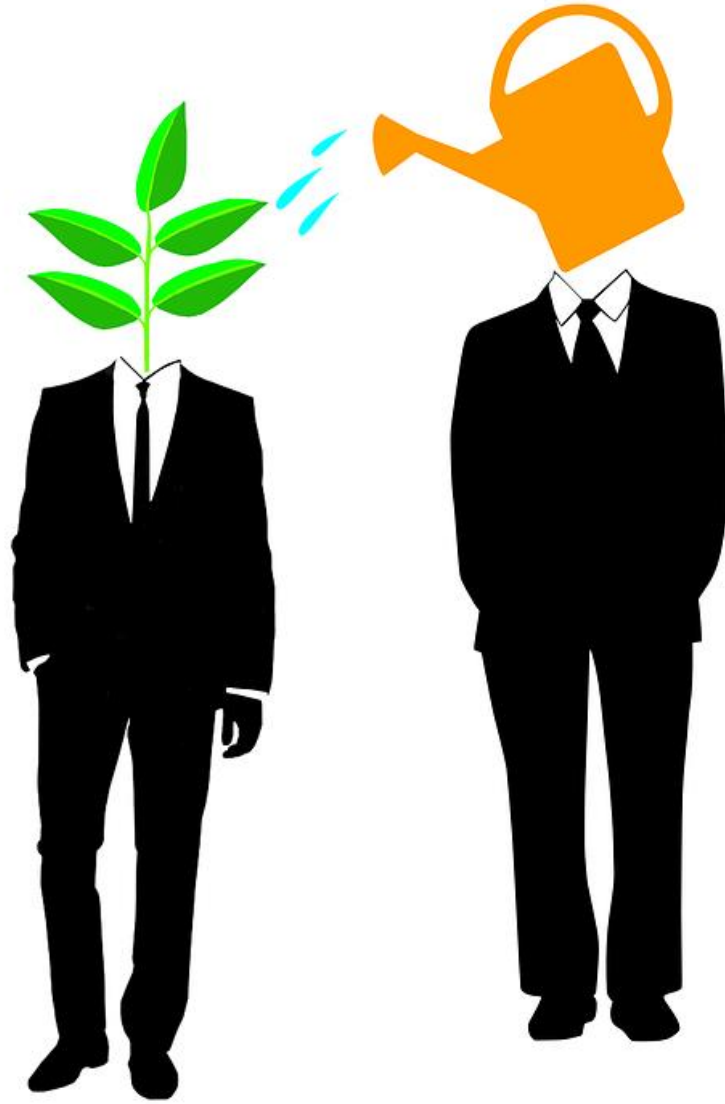
- Who are you? Where are you going? And what do you have to declare
- What topics would keep you talking till 2:00am?
- Imagine the world in fifty years or a hundred years: what critical message do you have for the people in that time?
- If you could whisper in the ear of your 20-year-old self, or all of a sudden be 20 years old in this time what would you do differently, what would you do the same?
- Do you feel you're repeatedly drawn or called to particular roles? If so what value is expressed in that?
- If you had to describe your life as a metaphor what would that be (e.g. roller coaster, circus, hamster wheel, race, etc.)

Coaching Maxims

- People remember more of what they say, than what you say
- People believe what they say, more than what we say
- People enjoy conversations in which they speak the most.
- We want to tell US whatever we want them to REMEMBER.
- We often need coaches to show us a path to that best version of ourselves. Ted Lasso Show
- Getting disciples from point A to point B

“A true friend (coach) see the first tear...catches the second...and stops the third”

Angelique Arnald





Faith Values

- When did you feel the first time God loved you?
- When do you most struggle with God?
- How do you feel about God now?

Spiritual Discipline

- How comfortable do we talking about money?

Abundance vs. Scarcity

We start to believe the profit-driven commercial and cultural messages that suggest money can buy happiness, and we begin to look outside of ourselves to be fulfilled. Intuitively, we know it isn't so, but the money culture shouts down the wiser inner voice, and we feel compelled to seek even the most transient relief and comforts that money can buy.

Twist, Lynne. The Soul of Money: Transforming Your Relationship with Money and Life (pp. 45-46). W. W. Norton & Company. Kindle Edition.

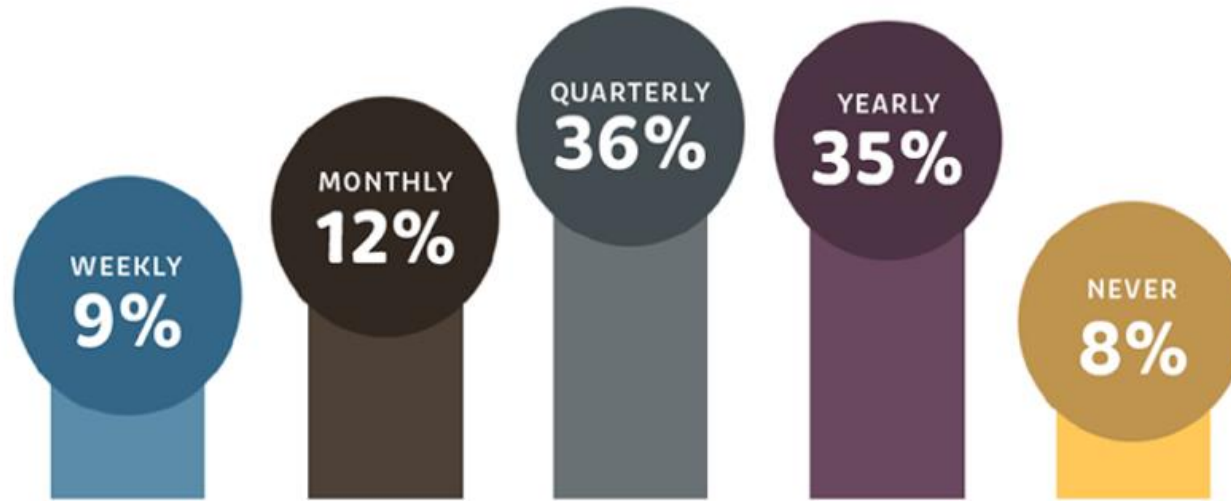
When we step out of the shadow of this distorted and outdated system and the mindset it generates, what we discover is this: Scarcity is a lie. Independent of any actual amount of resources, it is an unexamined and false system of assumptions, opinions, and beliefs from which we view the world as a place where we are in constant danger of having our needs unmet.

Twist, Lynne. The Soul of Money: Transforming Your Relationship with Money and Life (p. 47). W. W. Norton & Company. Kindle Edition.

Reasons People Choose to Give

- IMPACT!
 - Belief in Mission
 - Respect for Leadership
 - Fiscal Responsibility

Frequency of Teaching About Giving



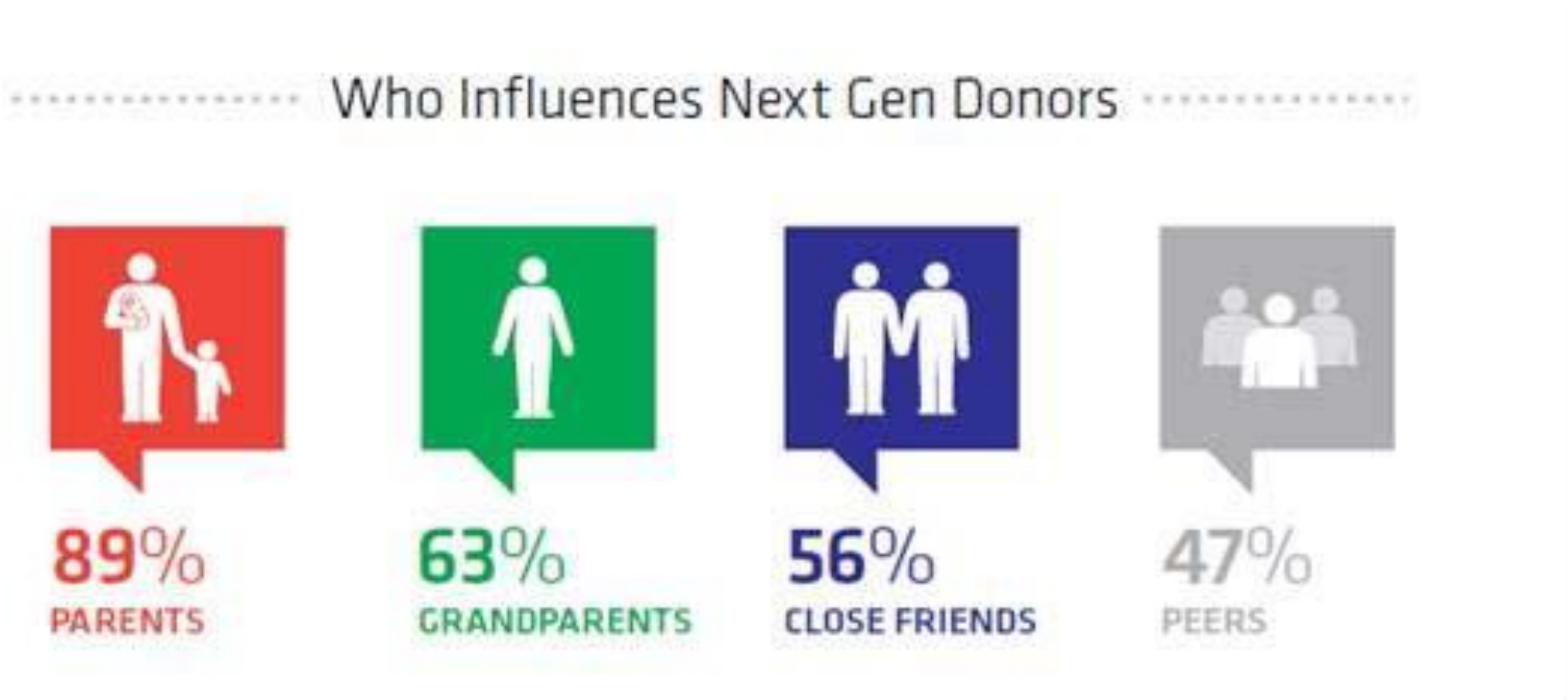
Significantly, revenue growth was more prevalent among congregations that regularly discussed the theological importance of giving, whether through biblical passages, sermons or personal testimonies

Toward a Reformed Theology

- Generosity recognizes receiving before giving.
- Generosity concentrates on abundance rather than scarcity.
- Grace before law
- Indicative before imperative

Generosity Nurtured




Next Generation Donors
Nurture peer-to-peer engagement with family and friends



Six sources for Giving

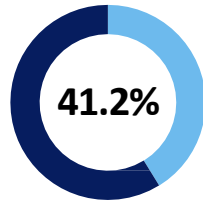
	Well in place	Year 1	Year 2	Year 3
Spontaneous Giving	?			
Major Community Giving	?			
Special Planned Giving	?			
Short-term Major Projects	?			
Annual Giving	X			
Enduring Giving	?			

Positive Reinforcing “Thank You”

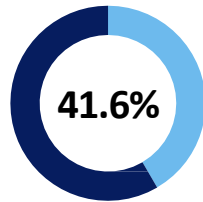
	Well in place	Year 1	Year 2	Year 3
Confirmation of Pledge/Giving	X			
Increase Pledge/Giving	X			
First time Pledge/Giving				
New Member				
“Thank you” Statements				
Recorded Contributions				
Special Gifts “Thank You”				
Newsletter/Bulletin				
Encouragement Letter before slump				
Reports in Meetings				
Finance Committee Meetings				
End of year “Thank You”				

Volunteering and Giving

Top reasons why people volunteer

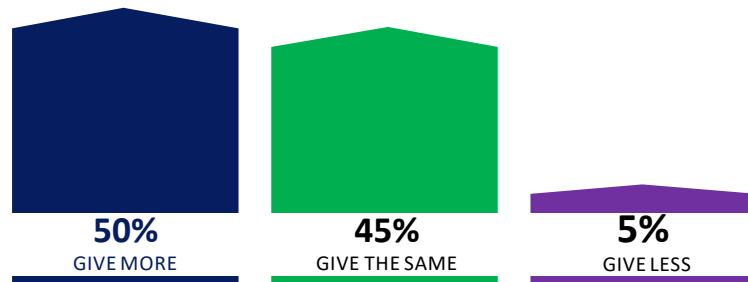


Asked by the organization

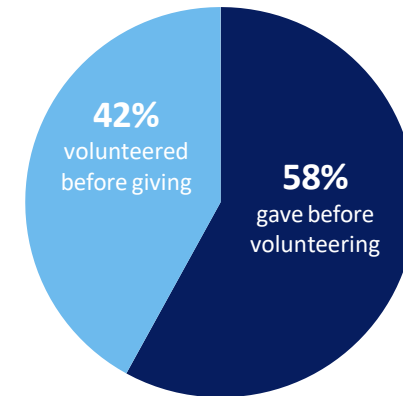


Became involved on their own

After volunteering, those surveyed said they,

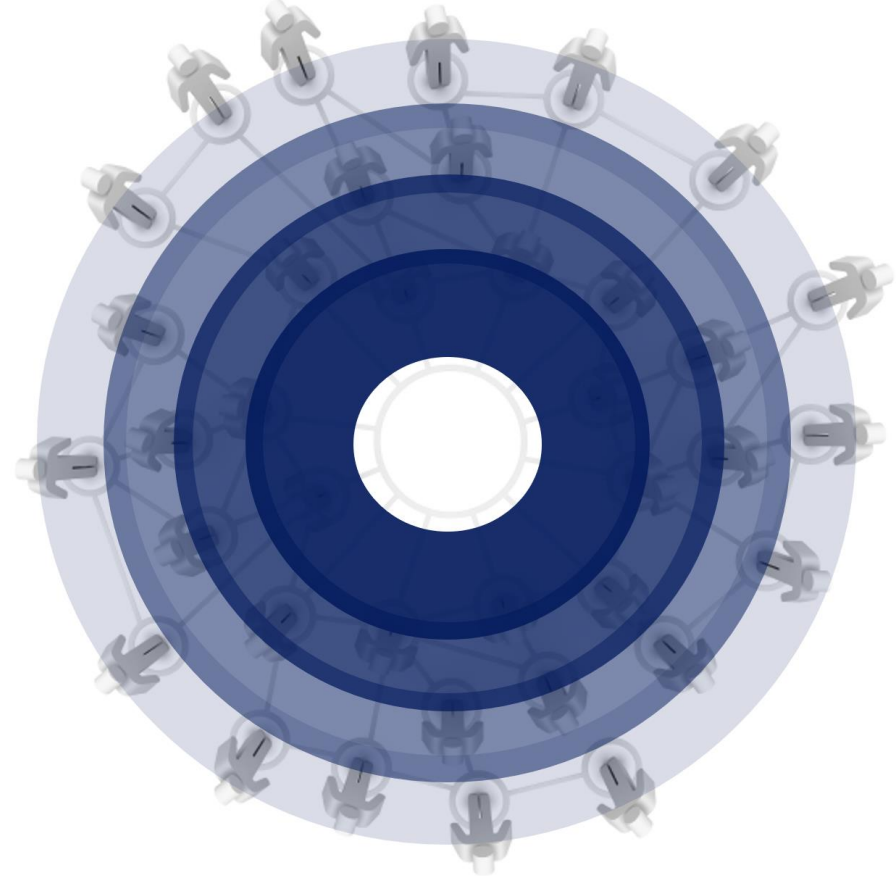


Americans are more likely to give first than volunteer



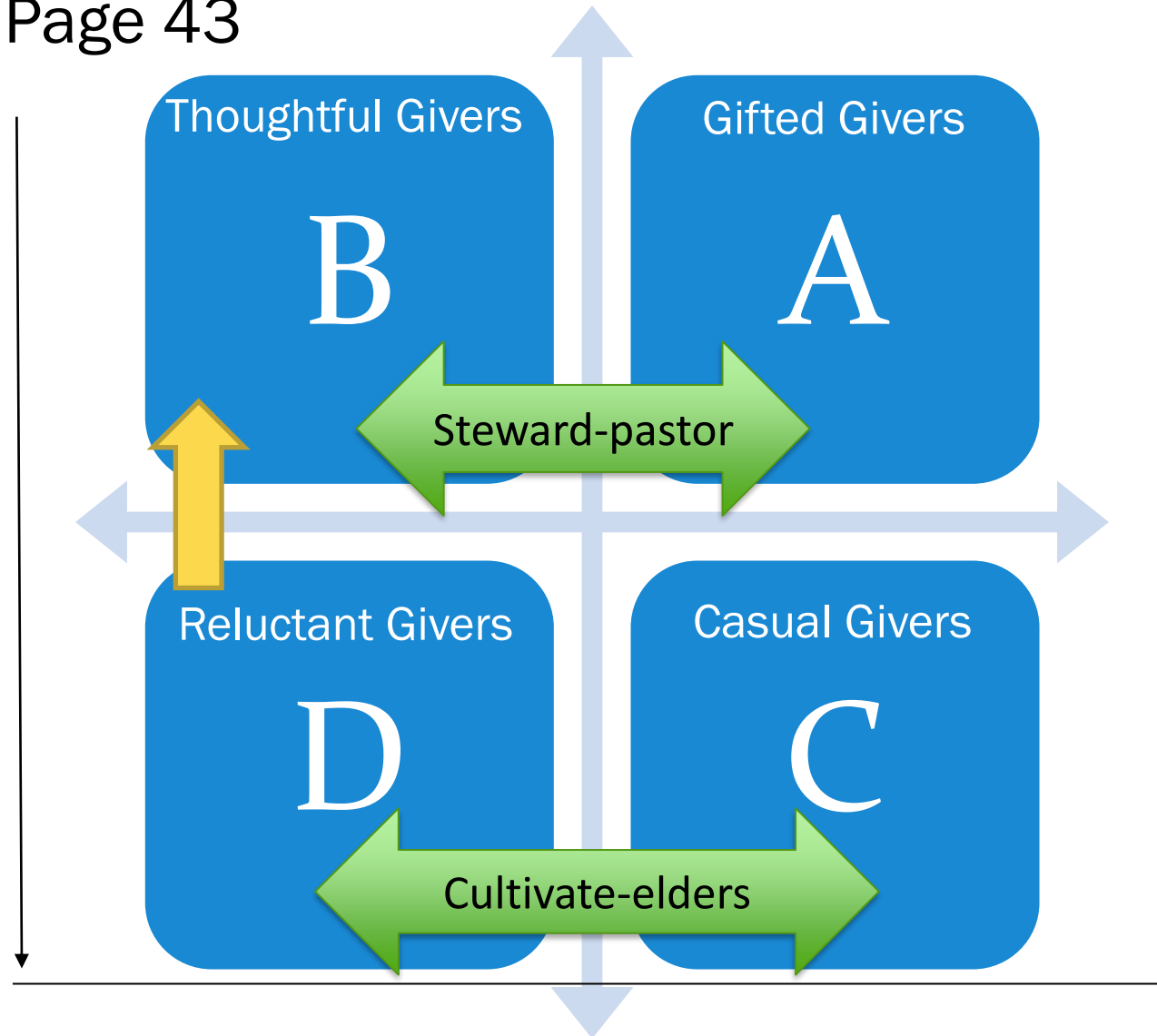
WHO are your givers?

- A. Gifted givers,
- B. Thoughtful givers,
- C. Casual givers, and
- D. Reluctant givers



Pastor as CSO (CEO): With whom do we spend time as we cultivate generous givers with vision? Page 43

Ability:
Financial
Giving
Pattern
To help
The vision
Achieve its
purpose



Affinity- they have a passion for the vision and give you access to share with them the vision

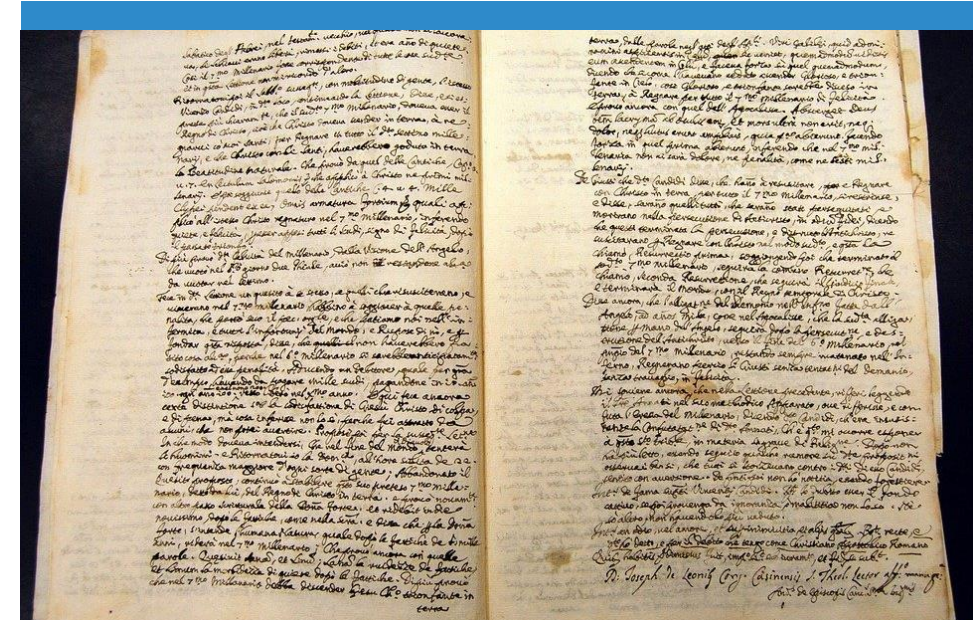
Gifted Givers

- Who are they?
- What motivates them?
- Engaging the Gifted Givers?



Money Scripts

- Money Avoidance- Reluctant Givers and Casual Givers
- Money Worship- Reluctant Givers
- Money Status- Casual Givers
- Money Vigilance- Thought Givers and Gifted Givers



Thoughtful Givers

- Who are they?
- What motivates them?
- Engaging the Thoughtful Givers?



Casual Givers

- Who are they?
- What motivates them?
- Engaging the Casual Givers?



Reluctant Givers

- Who are they?
- What motivates them?
- Engaging the Reluctant Givers?



Giving Path (Casual and Reluctant Givers)

- Step one is to give something
- Step two is to plan what to give for a year
- Step three is to give regularly throughout the year
- Step four is to increase giving each year
- Step five is to begin to give a tithe
- Step six is to encourage others to tithe
- Step seven is to give beyond your tithe

Presbyterian

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