

# Taking the Sting out of Asking (for money)

Stewardship Kaleidoscope September 26, 2023, 3:15-4:30pm

Rev. Dr. Rose E. Niles Ministry Relations Officer Northeast Region

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Luke 6:38 (The Message)

Give away your life; you'll find life given back, but not merely given back—given back with bonus and blessing. Giving, not getting is the way. Generosity begets generosity.

Prayer

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# Presbyterian Foundation

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A vital part of the Presbyterian Church (U.S.A), the Foundation was established in 1799 and cultivates, attracts, and manages financial resources of individuals and institutions to further Christ's mission.



Bringing People and Mission Together

# [www.presbyterianfoundation.org/churches/](http://www.presbyterianfoundation.org/churches/)



## Churches

Annual Stewardship & Generosity

Capital Campaigns

Endowments

Financial Literacy & Leadership

Ministry Relations Officers

My Account Login

Newsletters

Online Giving Program

Planned Giving Tools

Project Regeneration

Tools For Pastors

Wills & Legacy Giving

## Churches

### Partnering with Congregations to Fund Mission

The Presbyterian Foundation partners with congregations to help them gather and steward the funds they need for the mission and ministry God calls them to accomplish.

- Stewardship resources include themed materials, a monthly e-newsletter, and the annual Stewardship Kaleidoscope conference.
- Ministry Relations Officers (in regional offices across the country) work with pastors and church leaders to cultivate generosity and promote stewardship in congregations.
- The Foundation's online giving service is a secure and easy way for your church to accept contributions electronically.



Pastors  
Toolbox

AAA

## QUESTIONS?

Contact us today at [800-858-6127](tel:800-858-6127) or enter your zip code below to find a Ministry Relations Officer in your region.

Search

# Contact Information

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IS OUR VISION  
WE CAN HELP.

## Seminars/Workshops/Webinars/Consultation

- **Culture of Generosity** Begin the conversation
- **Leadership** Vital for building a culture of generosity
- **Pastoral Challenges in Stewardship** How to deal with the issue of stewardship and talk about money effectively
- **Visioning** Money follows vision. Vision and core-values are essential
- **Narrative Budget** Budget should speak your vision
- **Generational Giving** Learn to approach giving across generations
- **E-Giving** Ways to give are quickly changing
- **Build an Endowment** Help people give in perpetuity for future ministry
- **Planned Giving** Leaving a legacy to the next generation
- **Investments** Understanding the various investment options available through the Presbyterian Foundation, PCUSA
- **Consultation** Meet with individuals and groups regarding finance, stewardship best practices, giving trends today, how to build a year-long program, inspire and build a spiritual discipline for giving

### Reverend Dr. Rose Niles

*Ministry Relations Officer, NE Region  
Presbyterian Foundation*

As a life-long Presbyterian, Rose loves working with churches and individuals to help them flourish and further the mission of Christ.

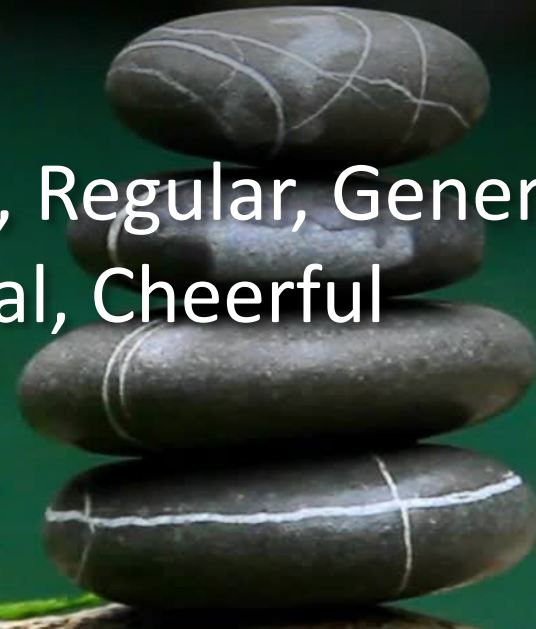
Rose helps cultivate generosity through seminars, workshops, legacy programs, creating fundraising plans, nurtures gift development, and provides finance coaching .



Presbyterian  
FOUNDATION 

# Spiritual Growth Paradigm

Biblical Giver: Intentional, Regular, Generous, First,  
Proportional, Cheerful





What is the “Sting?”





# Overcoming RESISTANCE

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Fear?

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Of offending?

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Of rejection?

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Of over-stepping?

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Of not having experience/  
resources?...and more!!!

Empathy  
Energy  
Enthusiasm

The three “E”s

+  
○ ●





# Individual/ Collective

Giving Propensity  
Giving Passions  
Giving Relationships

# Listening



When we don't listen...

We don't learn and don't allow  
the giver to talk through their  
objections and connections

# Givers Give to the Magic of an Idea

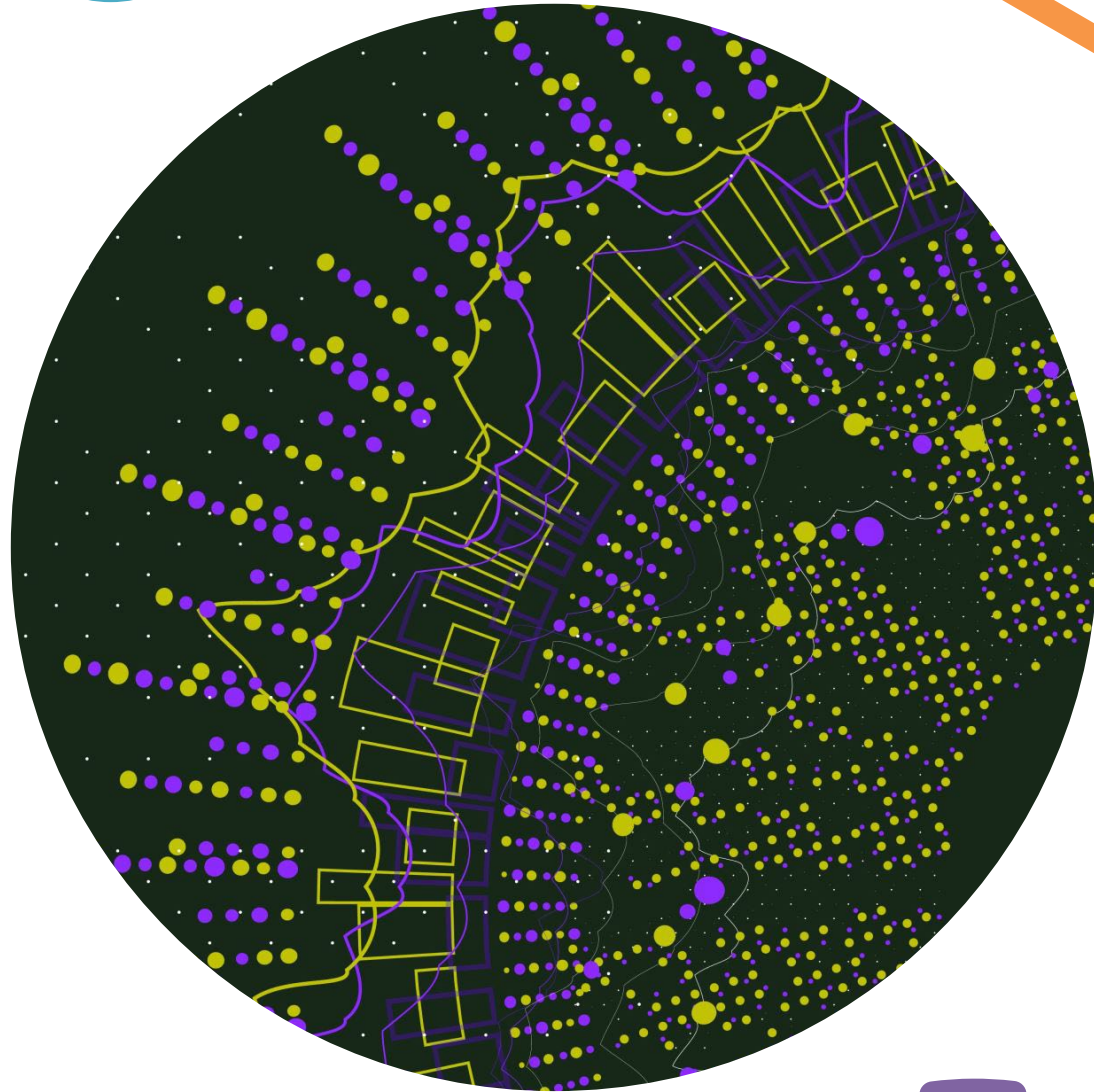
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1. Belief in the Mission

Underlying concerns:

1. Financial Stability
2. Regard for Leadership





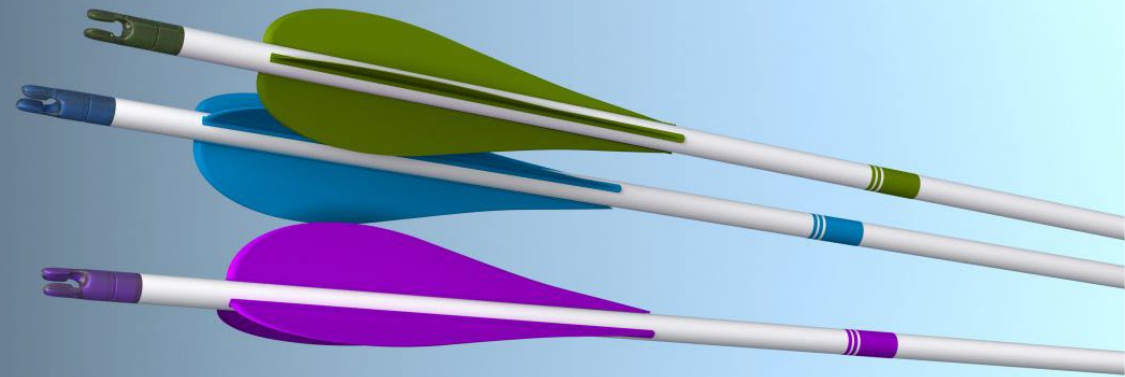
# Leading With Relationships:

Person centered curiosity  
Institution? Project? Amount?  
Timing?

# Archer Reaches the Target

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By Pulling  
And by Letting go  
Ask and provide space for  
silence





# Objections are Good?

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Indicate Engagement

Opportunity

Resist Defensive Explaining





# Annual Response Asking

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Make it a Mission/Vision  
Conversation; Relationships and  
Listening are again key!



# Check the Basics

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Biblical, Mission Impact (never use the line-item budget), Ask for growth (do the math), Ask for estimate of giving commitment, Be clear and direct, Show and Tell

Plan,  
Conduct,  
Follow Up,  
Thank

Always lead with the  
vision



## Role Playing:



Most successful asking approach?  
Welcoming objections? Securing the  
visit? Listening?



# Prayer/ Blessing: Meet me in that field

Where we: Overcome fear of asking  
with the joy of

Relationships that yield spiritual  
growth and awesome mission  
flourishes!!! (acknowledgment to  
the poet Rumi)....



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## Resources

- Ask, Thank, Tell: Improving Stewardship Ministry in Your Congregation by Charles R. Lane
- Asking: A 59 Minute Guide to Everything Board Members, Volunteers, and Staff Must Know to Secure the Gift by Jerold Panas
- A Spirituality of Fundraising: Workbook Edition by Henri Nouwen with Nathan Ball



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