



The Episcopal Diocese of DALLAS

# **Ministry and Money**

## **March 4, 2017**

# Things rarely heard from Clergy:

*I love* raising money, it's easy!

*I love* raising money, so I am going into the priesthood!

I don't have to ask for money, it just keeps coming!

Our church always has enough to do the extra stuff!

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# What They Say:

“If I part with my money will I have enough left?”

INSECURITY

“All you ever want from me is my money!”

ANGER

“If I ask and they say ‘no’, will they like me  
anymore?”

LONELINESS

# What God Says:

17 of 38 parables

Topic mentioned in Scripture more than  
any other:

3 x more than love

7 x more than prayer

8 x more than belief

15% (2,172) verses deals with possessions

Larry Burkett, *The Word on Finances*, (Chicago, Ill.: Moody Press, 1994).

# Clergy's Role

What's your job?

*To lead a community to become God's people through worship, preaching and teaching in a particular time and place*

What are its outcomes?

*Discipleship & Changed lives*

# Stewardship Foundations

## Who's Stuff is This Anyway?



# DISCIPLESHIP

## **RULE OF LIFE (BCP P. 555)**

*“Every Christian man or woman should from time to time frame for himself a Rule of Life in accordance with the precepts of the Gospel and the faith and order of the Church; wherein he may consider the following:*

- *The regularity of his attendance at public worship and especially at the holy Communion.*
- *The practice of private prayer, Bible-reading, and self-discipline.*
- *Bringing the teaching and example of Christ into his everyday life.*
- *The boldness of his spoken witness to his faith in Christ*
- *His personal service to the Church and the community*
- *The offering of money according to his means for the support of the work of the Church at home and overseas”*



# Us, Money & The Kingdom of God

“The Kingdom is where God provides for all that we need. It is the realm of sufficiency where we are no longer pulled here and there by anxiety about having enough”

- Henri Nouwen

# Attitudes About 'Stewardship'

One more job to do!

Hallmark vs. Job

I'm afraid of (hate) asking for money! I feel pushy!

Listening then asking

It's too complicated! Too much to manage!

Simple Story, Simple Plan

It's not sustainable in my parish!

If Discipleship is sustainable, Stewardship is also

# What's Going on Out There?

## **Pre- 1900 – early 'Charity' outside of the Church**

Informal “help thy neighbour”

## **1900-1929 Philanthropy formalized**

Today's institutions begin to emerge (United Way, Community Foundations). United Way origins in Canada start in Montreal and Toronto in 1917. Canadian charitable work still very much seen as the work of government and the church

## **1950-1990 Philanthropy democratized**

Organized philanthropy spreads and diversifies

## **1991- Present Philanthropy commercialized**

Mass appeals; your walks, runs and ribbons

# What's Going on Out There?

Church fundraising is now <33% of marketplace.  
Why?

Formerly, the only game in town

Spinoff agencies: Shelters, Hospitals, School, Drop-in  
Centres

How is the Church to *compete* today?

# What People are Saying?

## Competition?

Quotes from donors on why they don't give as much to church as to other charities:

*"They wouldn't know what to do with all my money"*

**NO PLAN**

*"I will give money to places where I'm going to get results"*

**NO RESULTS**

*"No one ever treated me at Church like they did at Charity X"*

**NO RESPECT**

*This is what we will do. Here's how we did it. Thank you!*

# What's Going on Out There? 1997-2012

## # Donors By Age (from 1997-2012):

|              |            |
|--------------|------------|
| <b>65+</b>   | <b>+3%</b> |
| <b>55-64</b> | <b>+7%</b> |
| <b>35-44</b> | <b>-8%</b> |
| <b>25-34</b> | <b>-2%</b> |

## % people who filed donations

|                |              |
|----------------|--------------|
| <b>in 1997</b> | <b>25.7%</b> |
| <b>in 2012</b> | <b>22.4%</b> |

*\*Men giving less*

# **What they Want-**

## **Motivations for Builders and Boomers**

- **44% Ask less often**
- **42% Offer specific information on what gifts are for**
- **38% Provide measurable results of previous gifts**
- **20% Create asks that are less impersonal**
- **19% Craft acknowledgments that make donors feel appreciated**

**Penelope Burk, Donor Centered Leadership (Cygnus Applied Research Inc. 2013, 16)**

# WHY DO PEOPLE GIVE?

## **Top 3 Reasons:**

1. Belief in Mission
2. Regard for Leadership
3. Fiscal responsibility



# The Four Pillars of Fundraising

- **CASE**
- **LEADERSHIP**
- **PROSPECTS**
- **PLAN**

# The Cycle of Stewardship

THIS IS  
WHAT WE  
WILL DO  
  
HERE IS  
HOW WE  
DID IT  
  
THANK  
YOU!



**ASKING FOR MONEY**

**PEOPLE GIVE TO PEOPLE  
MAKE IT PERSONAL**

# ASKING FOR MONEY

## Constant Objectives:

- Raise Sights
- Make sure *they* feel heard
- Make sure *you* feel heard
- Speak with the 'decision maker'

# Joyful Giving?

## THE QUESTION:

2 Cor 9:6-7

“Each one must give as he has decided in his heart, not reluctantly or under compulsion, for God loves a cheerful giver. “

**Will it be Cheerful?**

# Joyful Giving?

1. Happiness – like receiving a gift
2. Social attachment – esp. when witnessed

Neural rewards located in areas where

1. see the point of view of another
2. feel what it's like to receive

EMPATHY

Russell James III – Advancing Philanthropy, Winter 2014

# Joyful Giving?

*We show:*

- 1. Dominion over money*
- 2. We trust God*
- 3. We encourage this in others*

*CHRISTIAN WITNESS*

I *love* raising money, it's easy!

***Is listening easy?***

I *love* raising money, so I am going into the priesthood!

***Is disciple-making not part of my ministry?***

I don't have to ask for money, it just keeps coming

***Is telling your story effectively easier than asking for money?***

Our church always has enough to do the extra stuff.

***Abundance & Grace vs. Making Budget?***



# What are we doing?

“but let those who boast, boast in this, that they understand and know me, that I am the LORD; I act with steadfast love, justice, and righteousness in the earth, for in these things I delight, says the LORD.”

**Jeremiah 9:24**

# FINAL WORDS

1. Preach on money – don't apologize
2. Teach about money –small groups
3. Account for parish need
4. Account for dollars spent
5. Celebrate and give thanks for wins - quarterly!

*SAY IT!*

# FINAL WORDS – Teach/Remind

*“Taking up an offering is one of our spiritual practices here at CHRIST CHURCH as we learn how to follow Jesus together. Some give weekly to the plate, some give using preauthorized giving but if you are new or visiting today, you are our welcome guest, so please feel free to let the plate pass you by - of course the opportunity to cultivate the practice of generosity is open to everyone. The offering is part of our celebration where we have a tangible opportunity to co-operate with ( and contribute to) what we believe God is doing in our neighborhood and around the world.”*

# **The LAST WORD: 2 Corinthians 3:5**

“Not that we are competent in ourselves to claim anything for ourselves, but our competence comes from God.”