

## THE 2008 STEWARDSHIP CONFERENCE

APRIL 11 – 12, 2008 KANSAS CITY, MISSOURI

### Building Relationships: A Key Ingredient in Stewardship Growth



#### Workshop Description:

During this session, John Hoskins will explore the differences between fundraising, development, and stewarding relationships for maximum benefit to the donor and the parish or institution.

He will cover the effective use of direct response marketing as a stewardship resource and as a tool for building relationships.

If your stewardship efforts leave you wondering why it doesn't get easier from year to year, the insights from this session will open the door to new thinking.

FACILITATOR'S BIO: [John M. Hoskins](#)