



Recruiting & Training a Stewardship Team

Best Practices

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The Episcopal Network for Stewardship

Learning Objectives

- ▶ The role of a Stewardship Committee
- ▶ The jobs of committee members
- ▶ Theological Formation
- ▶ How to set goals for Pledge Campaigns

Introduction

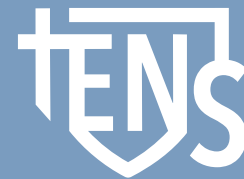


The Role of The Stewardship Team

The stewardship team is NOT the fundraising committee. As important as it is to raise money for church ministry, **the focus of the stewardship team is to encourage Christians to use their God-given gifts in ways that honor God.**

*Money will be raised because members understand the **relationship between gratitude and generosity***

Stewardship Team Tasks



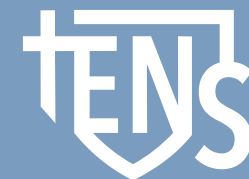
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The Role of The Stewardship Team

- ▶ A pledge drive campaign team is your practical team charged with **communicating** this year's theme and plan to raise the operating funds of the church.
- ▶ **Creating** materials for the case for giving – your mission goals
- ▶ Working with the Treasurer and the Communications team to **align messaging**
- ▶ **Plan** the roll-out of the campaign
 - ▶ Timeline
 - ▶ Structure and method
 - ▶ Acknowledgement and follow-up
- ▶ **Plan** Kick-off and Ingathering. *If these are events, this can take a lot of time and energy*



Stewardship Team Tasks



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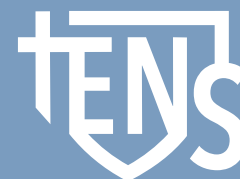
Personal Asks

A personal request to join the Campaign Committee is most effective. Recruit people who have time to do the work, and a real interest.

If someone says they hate talking about money, then they're not a good fit for the team. Recruit by phone, or even better, in person.

The more seriously you treat the recruitment process, the more you'll communicate the importance of this committee.

Stewardship Team Tasks



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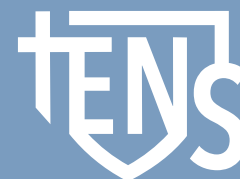
How big should the team be?

You'll want to recruit a team that is big enough that they can **reasonably reach every member of the congregation by email or phone** to invite them to pledge.



A reasonable case load over a four to six week-long campaign is **about fifteen households**. If you have 150 pledging units, you'll need a committee of ten.

Stewardship Team Tasks



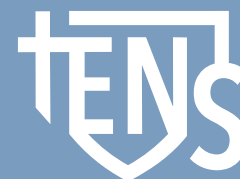
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Recruiting the Right Team

According to the Rt. Rev. Dan Edwards, Bishop of Nevada, **your stewardship committee should be in place by Easter.**

- ▶ An effective team will raise more money to *fund the church's mission.*
- ▶ They *engender support and appreciation* for all the other parish ministries.
- ▶ The project is a chance for the members of the team to *form or deepen relationships* that are the lifeblood of the congregation.
- ▶ They spread *a spirituality of grateful generosity*, thereby enriching the lives and enlarging the souls of the congregation.

Recruiting the Right Team

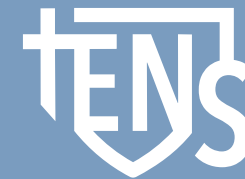


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People People

- ▶ *People who know people*
 - ▶ The team's strongest influence is on their friends. You need people who are well-connected.
 - ▶ Diversify the team according demographics like age, gender identity, and racial identity.
 - ▶ If the congregation has more than one worship service, include people from the different worship services on the team.

Recruiting the Right Team



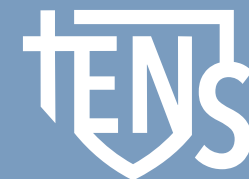
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Congregational Leaders

- ▶ *People who love the congregation*
 - ▶ The Campaign Team represents the congregation to the congregation.
 - ▶ How they feel about the congregation and its leadership, both lay and clergy, will come across.
 - ▶ Evangelists, ambassadors, high-energy folks



Recruiting the Right Team

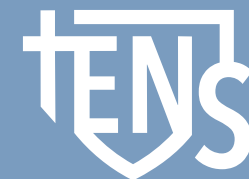


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Heart-Centered Leadership

- ▶ *People with a heart for stewardship*
 - ▶ Not everybody is born to raise money or is comfortable asking for it.
 - ▶ Find the people in your congregation who have such a heart for the mission that they can boldly ask their peers to support it.
 - ▶ Stewardship is about more than the pledge campaign; **it is the life of generosity and worldview of abundance that leads us into Christian community.**

Recruiting the Right Team

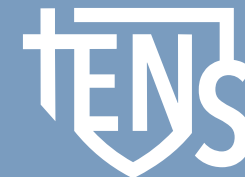


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Rounding out the Team

- ▶ **People with skills.** The chair needs organizational skills to get the job done – like running a meeting, ending with action steps, and setting up accountability.
- ▶ **People with credibility.** Who you appoint to the team tells the congregation whether this is important or not. You need someone on the team who has the respect of the congregation.
- ▶ **People with time.** Choose someone who can be freed up from some of his or her other church work for a year. Do not choose your wardens, your treasurer or your finance committee. *Counting money and raising it are usually incompatible.*
- ▶ **People who can give themselves.** These do not have to be your wealthiest members, but the team needs to be able to set an example of generosity.

Recruiting the Right Team



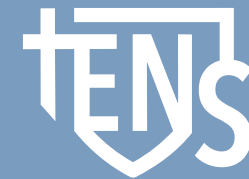
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Challenges in Stewardship

How to talk about money when there is economic fallout from pandemic-related unemployment

- ▶ There is **no shame** in a household pledging less this year than other years. Every gift matters.
- ▶ Remember, **some families are not struggling right now**, so some of your members may be able to increase their giving
- ▶ **Every conversation about pledges is a pastoral one**
- ▶ **Check in with clergy** about the people on your list, and follow up if **pastoral concerns** arise
- ▶ We remember the Great Recession in 2008-2009. We recovered, and we will recover again. **This too, shall pass.**
- ▶ Christians are people of Hope.
- ▶ **The work of the church is more acute in times of need**

Pastoral Conversations in Stewardship



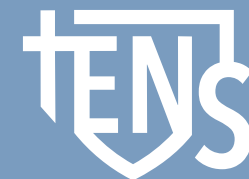
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Challenges in Stewardship

How to talk about stewardship if your congregation is facing budget cuts, program cuts, or staff reduction

- ▶ Keep your conversation **focused on the mission**
 - ▶ The work of the church continues because the needs of our neighbors are still present.
 - ▶ We may have fewer resources to spend on mission, so we find other ways to do the work of God
- ▶ Did your congregation receive an SBA/PPP loan?
 - ▶ Remind members that this insulated staff and programs from cuts for a period of time. Thank your staff and treasurer for completing the paperwork for these loans
- ▶ There may be some members who can make extraordinary gifts to cover these unexpected shortfalls
 - **ask them**

Pastoral Conversations in Stewardship



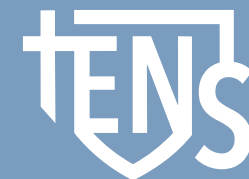
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Challenges in Stewardship

How to talk about stewardship in times of uncertainty

- ▶ Our times are often uncertain, it is our **Christian hope** and our prudent planning that can help us prepare and survive this uncertainty
- ▶ **Pledges can be changed** throughout the year if circumstances change – we are open and honest
- ▶ We can also make gifts from securities or other channels which **may be performing better**
- ▶ **The most important thing is to teach that all giving matters**, regardless of the amount. Be prayerful.

Pastoral Conversations in Stewardship



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Theological Formation of Generosity

The Money Autobiography

A good exercise for your team is to share common experiences of money and its role in their lives.

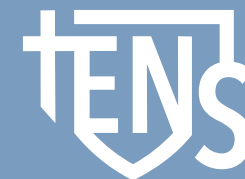
<https://www.tens.org/resource-library/spirituality-formation/a-money-autobiography/>

Forming your Team Theologically

GENEROSITY
LOVE GRATITUDE SISTER
STEWARDSHIP
HOMELESS KINDNESS MANAGE
LEARN WORSHIP TREASURE CONNECT CARE ORPHAN GRATITUDE PATIENCE
BROTHER TRUST HOPE SHARE LEARN
STEWARDSHIP CARE BELIEVE
THANKS HOSPITALITY JUSTICE PRAISE
GLADNESS CONNECT

WHERE OUR HEARTS ARE...

JOIN GRATITUDE GENEROSITY WORSHIP CONNECT
STRANGER BLESSINGS POOR WELCOME
GRATITUDE BLESSINGS JOY FORGIVE GRATITUDE ABUNDANCE LEARN
WORSHIP CARE LEARN CONNECT WIDOW PEACE IMMIGRANT HOPE
GIVE GENEROSITY HUMBLE
CREATION ACCEPT CONNECT
LITTLE ONES GIVE LEARN GRATITUDE CARE
CONNECT
WORSHIP STEWARDSHIP
GENEROSITY
CONNECT
JOY

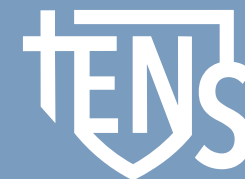


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Your Relationship to Money

- ▶ Our budgets and our finances are mirrors into ourselves.
- ▶ What do you see reflecting back at you when you gaze at your budget?
 - ▶ Buying choices
 - ▶ Saving choices
 - ▶ Priorities
 - ▶ Positive and negative experiences with money
 - ▶ Shame, pride, or struggle

Forming your Team Theologically



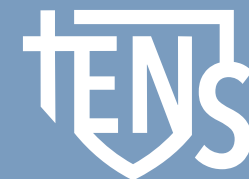
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Your Relationship to Money

- ▶ Why do we use a Money Autobiography as a tool for forming your committee?
 - ▶ Money is a shared tool – we can all relate to it
 - ▶ We use our money to express all sorts of things: emotions, security, preparedness, change
- ▶ What do our opinions and experiences about money say about us?
 - ▶ Are we generous? Cautious?
 - ▶ Are we joyful or bitter?
 - ▶ Are we afraid or hopeful?
 - ▶ How do we feel about people with differing experiences or views on money?



Forming your Team Theologically



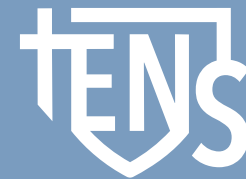
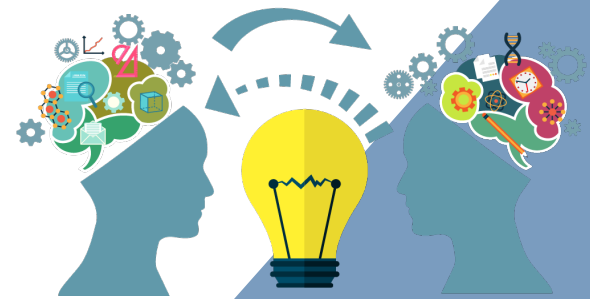
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Forming Your Team Theologically

Forming small groups, please discuss this question from the money autobiography:

What was your attitude toward money as a teenager? What role did money play in your life as a young adult? If you are one, as a parent? At age 45? 50? 65? Did your attitude or feelings shift at these different stages of your life?

Forming your Team Theologically

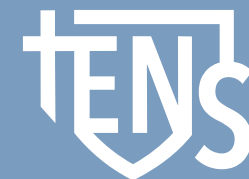


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Baptismal Covenant as Stewardship Formation

- ▶ *Continuing in the Apostles Teaching*
 - ▶ Bible Study on a parable about money or possessions
- ▶ *Persevere in resisting evil, repent and return to the Lord*
 - ▶ How do our financial decisions reflect our values? Have we ever made decisions about money that take us away from our faith values? **What do we do when we feel a conflict between our money and our values?**
- ▶ *Proclaiming the Good News*
 - ▶ When we talk about our giving as a sign of our faith and an action of our values, we invite others into this relationship. **People who give to their congregations are the best evangelists** in stewardship campaigns
- ▶ *Seeking and serving Christ in all people*
 - ▶ **How does our church serve our neighbors?** Do we raise funds for the care of our neighbors, or is our stewardship focused on our buildings and staff? How do we talk about what we do?
- ▶ *Respecting the dignity of all people*
 - ▶ **Every gift matters.** Every gift counts. Help everyone to be a grateful giver.

Forming your Team Theologically



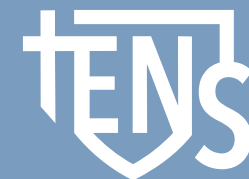
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Setting Goals for Success

Early in the year, **set your goal for next year's campaign.**

- ▶ **Based on what you learned** from your analyses, reflection, and pastoral questions
- ▶ **Broader** than the budget
 - ▶ Goals on new members?
 - ▶ Goals for volunteers?
 - ▶ Goals for new ministry or ministry renewal?
- ▶ **Make a plan** for how you will lead your congregation into next year's campaign

Setting Goals



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Setting Goals for Success

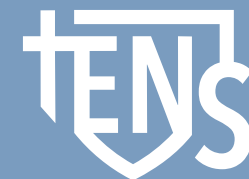
Goals should be

- ▶ Grounded in reality
- ▶ Achievable
- ▶ Aspirational, but not out of reach

Examples could be ...

- ▶ Fifty percent of our givers will increase their giving next year
- ▶ 5 people who have never given before will make their first gift

Setting Goals



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A few more thoughts about goals...

Not all your goals need to be about finances.

- ▶ Do you have a goal for how many new families you hope to welcome this year? Why not publish it? **When people know what the goal is, they can help to make it happen.**
- ▶ Other goals impact mission and fundraising:
 - ▶ Creating or refreshing your newsletter
 - ▶ Updating your website
 - ▶ Creating new brochures or materials about your church and your ministries

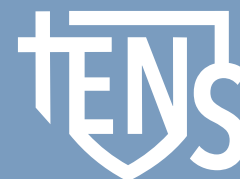
Setting Goals



Items in your plan

- ▶ I will check in with the five highest and five lowest givers this year
- ▶ I will ask the diocesan stewardship officer to make a presentation or give a sermon
- ▶ Our Stewardship Committee will read a book on generosity
- ▶ The newsletter will feature frequent updates on mission and outreach
 - ▶ Metrics, measures, and impact
- ▶ Pledge reminders and statements will go out quarterly

Setting Goals



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TENS Theme for 2023

The central act of Christianity is one of hospitality – invitation to abundant garden, the offering of that nourishment to all, and the reconciliation that comes by sharing a common act of love. Planted in such a garden of gratitude, we are Rooted in Abundance.

We are grounded in abundance, generosity, and welcome, and we share our gifts of wealth, works, and wisdom with the world in gratitude for having the opportunity to steward them.

They shall be like a tree planted by water, sending out its roots by the stream. It shall not fear when heat comes, and its leaves shall stay green; in the year of drought it is not anxious, and it does not cease to bear fruit. Jeremiah 17:8, NRSV

Keeping the Conversation Going





For more information, resources, and videos,
find us at www.tens.org

TENS 2023 Password: Jeremiah17:8

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