

Paul's Generous Givers System

2 Corinthians Chap:8-9



"If the life of a Christian Disciple is separated from the life of the Christian steward, spiritual maturity will not occur."

2 Corinthians 9

- ▶ Vs 2 "for I know your readiness and your zeal"
- ▶ Vs 7 "Each one must do just as he has purposed in his heart, not grudgingly or under compulsion, for God loves a cheerful giver. (Wrestle with God)
- ▶ Vs 8 an abundance for every good deed (Not scarcity)
- ▶ Vs 10 Now God supplies every need and multiplying your seed for sowing
- ▶ Vs 15 Thanks be to God for God's indescribable gift!

What are the financial values you currently live out in your life? What values would you like to develop?

- ▶ What materials or mentor do you use in guiding you financial values?
- ▶ Assignment:
- ▶ Write a one page Personal Financial Map. A strategy with your personal financial values, goals and timeline included.

What are the financial values our congregation currently holds?

- ▶ What value would you like to see developed in your congregation?
- ▶ What materials or mentor do you use in guiding their financial values as you develop generous givers and personal Christian stewards?

What aspects of this stewardship journey stand out for you?

- ▶ What principles can you utilize in building your comprehensive system of a year around strategy to, "Grow Generous Givers?"

Why do people give?

- ▶ Involved in leadership
- ▶ Serve as a leader
- ▶ History of being involved
- ▶ Gifts are recognized
- ▶ Get personal benefit
- ▶ Respect of church in community
- ▶ Regard/trust for lead minister
- ▶ Belief in church's mission
- ▶ Matching gifts
- ▶ To challenge others
- ▶ Uniqueness of project
- ▶ Church fiscal stability
- ▶ Tax Considerations
- ▶ Guilt feelings
- ▶ Interest in a program

Why do people give?

1. Belief in church's mission
2. Regard/trust for the minister
3. Church's fiscal stability

People give passionately when they are convinced there is something good happening through their gifts

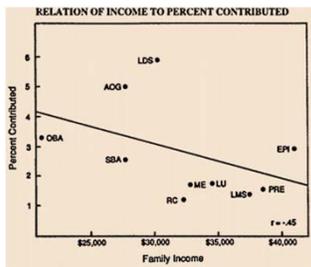
What is the Giving Potential in My Church?



Why do we need to determine capacity to Give?

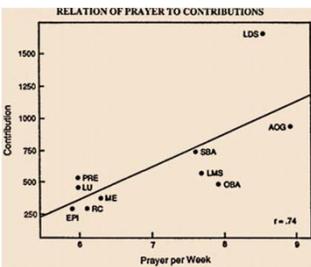
Luke 14:28-30: "Suppose one of you wants to build a tower. Won't you first sit down and estimate the cost to see if you have enough money to complete it? For if you lay the foundation and are not able to finish it, everyone who sees it will ridicule you, saying, 'This person began to build and wasn't able to finish.'"

Why do we need to determine capacity to Give?



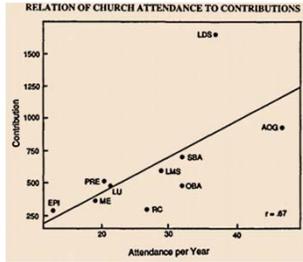
"Determinants of Religious Giving in American Denominations: Data from Two Nationwide Surveys" - Dean Hoge & Fenggang Yang

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Establishing an estimate of our Churches gross income

Number families/giving units _____
 Average annual income of families X _____
 Income from professionals + _____
 Estimated total income of members = _____

 Actual total church offerings _____
 Estimated total income of members ÷ _____
 Percent of income families are giving = _____

Household Income by Profession

- ▶ ND Median Household Income \$59,029
- ▶ ND Median Family Income \$75,221
- ▶ ND Per Capita Income \$33,071
- ▶ Most Medical and CEO \$200,000
- ▶ Lawyers, Sales Managers, CEO \$100,000
- ▶ Managers, Elevator Mechanics, School Administrators \$80,000
- ▶ Many other jobs \$35,000-\$55,000
- ▶ Service Industry \$20,000-\$30,000

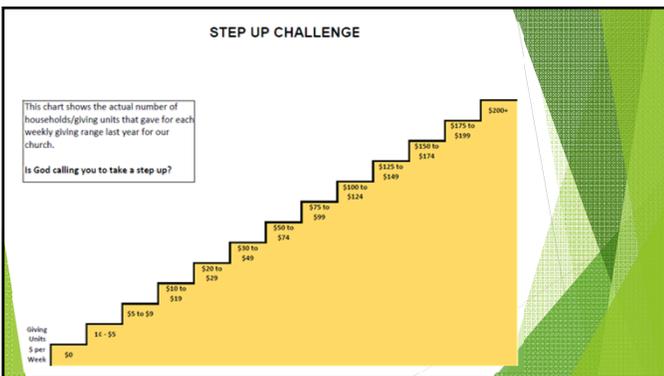
Example: Any town small UMC, average worship 45, 30 family/giving units, weekly offering \$450.00 or \$23,400 offering income per year

- ▶ Median Household Income \$43,383
- ▶ $\$43,383 \times 30 = \$1,301,490$ gross income
- ▶ $\$23,400 \div \$1,301,490 = 1.8\%$

- ▶ 10% giving \$130,149
- ▶ 5% giving \$65,075
- ▶ 2% giving \$26,030
- ▶ 1% giving \$13,015

Study of a medium sized UMC Churches giving pattern

- ▶ 10% of members give 50% of support
- ▶ 10% give 30% (thus, top 20% give 80% of support)
- ▶ 30% give 10%
- ▶ 50% give 10% (including 33% who give nothing)
- ▶ What is your congregational pattern based on your current research using these steps?



Year around strategy for growing generous givers.
 "Earn all you can, Save all you can, and Give all you can, "
 Wesley

4 th Quarter	1 st Quarter
3 rd Quarter	2 nd Quarter

Annual Stewardship Programs

- ▶ What have you used?
- ▶ How have they worked or not worked?
- ▶ If you don't invited people to "wrestle with God" concerning their giving they will continue to give you the same amount year after year
- ▶ Other thoughts and ideas?

All Members Are Not Equal

- ▶ "One of the most ridiculous but oft-heard expressions in a church is that all members should be treated equally" J. Clif Christopher
- ▶ If Jane has cancer and has been told she only has a few weeks to live should the pastor treat Jane equal to all other members?
- ▶ If Sally moves to town and the pastor understands she used to sing with the Metropolitan Opera in New York, should he treat her exactly like all other members?
- ▶ If John has been told he is going to be laid off at his job, should he be treated equal to all other members?
- ▶ Mary has been promoted to CEO of MegaCorp, where she earns a seven-figure salary, should she be treated exactly like all other members?

Read the Story of Zacchaeus Luke 19:1-10 Zacchaeus was a rich man!

3-4 Generations are in your church

- ▶ Each Generation Grandparents, Parents and Children need to get a different letter during any appeal for funds.
- ▶ Son letter- Encourage him to give to annual fund
- ▶ Parents letter- give at a higher level
- ▶ Grandparents-Estate giving

People who tithe shouldn't get a letter encouraging them to tithe because they are already doing it!

WWII Group very loyal to institutions

Baby Boomers they are not quite as trusting of institutions

Gen X have lost confidence in about everything

Millennials Worry about finances and not sure who to trust

Top Ten Things to encourage generous giving

- 1) Pray, Study and get my act together first
- 2) Build a high-expectation culture
- 3) Have weekly testimonies before the offering
- 4) Have regular, ongoing Christian Financial Planning Classes
- 5) Preach directly 4 times a year about money
- 6) Target Market you correspondence
- 7) Spend more time with major donors
- 8) Write ten thank you notes a week
- 9) Figure out a process of encouraging giving each month or quarter
- 10) Never send out a budget line item in your letter ever again!

Questions/Discussion

- ▶ "Do all the good you can.
- ▶ By all the means you can.
- ▶ In all the ways you can.
- ▶ In all the places you can.
- ▶ At all the times you can.
- ▶ To all the people you can.
- ▶ As long as ever you can."
- ▶ John Wesley
