“It’s Not About the Money… It’s About Relationships!”

Rev. Canon Timothy M. Dombek

Episcopal Diocese of Arizona

Stewardship University 2017

For wise financial stewardship

- Lord Jesus Christ, by taking human flesh you sanctified material things to be a means of your grace; grant us wisdom in our attitude to money, and a generous heart in the use of the resources entrusted to us, that by faithful stewardship we may glorify you. In your Name we pray. Amen.

What Do You Want for Your Members…

- Living an intentional Christian life
- Seeking increased faith engagement
- Going deeper in Discipleship
- Growing the Body of Christ
- Creating a better and just Neighborhood
  - …Community of faith
  - …City or Town
  - …World

Then What You Need to Know…

- It's not about your programs or worship
- It's not about church marketing
- It's not about branding, labels, logos, clever titles, websites or phone apps
- It's not even about institutions

- *It's about relationships!*

How Are Your Relationships?

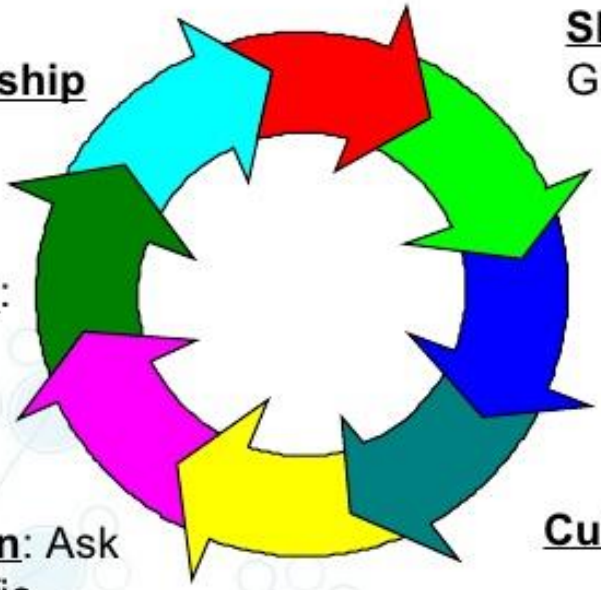
"I just wanted to confirm you aren't interested in me."

Others Are Interested…

Relationships are Essential

it just takes one.

The Development Cycle



Provide **Stewardship**

Share your Boys & Girls Club story

Donor Recognition: Say Thank You

Learn about the donor

Solicitation: Ask for a specific amount based on mission

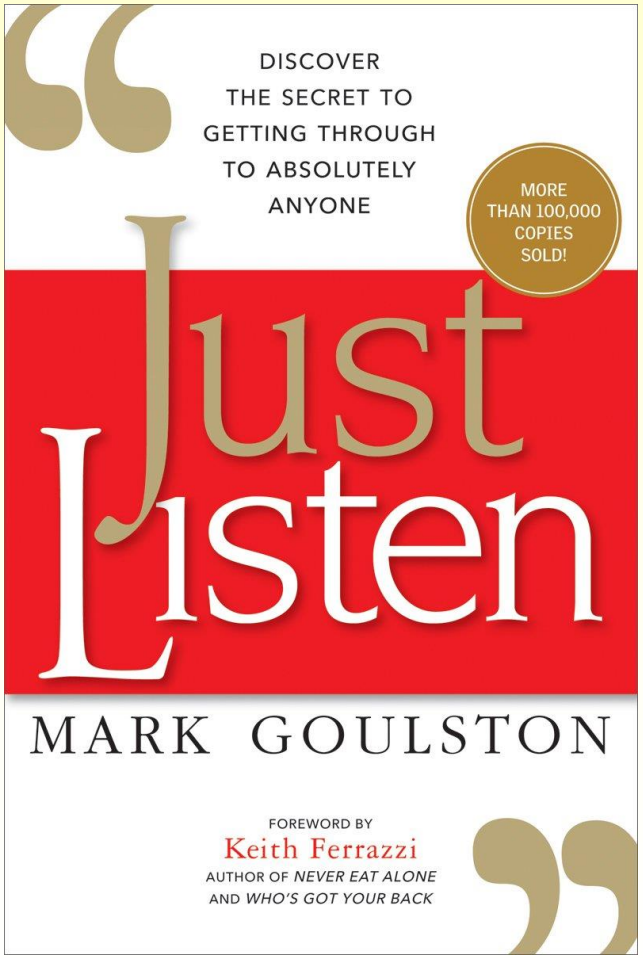
Cultivate & Engage

BOYS & GIRLS CLUBS OF AMERICA

Relationships: Heart of Stewardship

To Build Relationships

- Start with ***listening***
  - Appreciative Inquiry Summit
  - Gratitude boxes – *easy entry to listening*
- *Seek to Understand*
  - *"Just Listen!"*
    by Mark Goulston
    - *Helping others "feel felt"*
    - *Genuine engagement*



"May I ask you a few questions?"

See the *Appreciative Interview Guide for Congregations*

- "Tell me about your best experience…"
- "What is the core value of your church?"
- "If you had three wishes…"

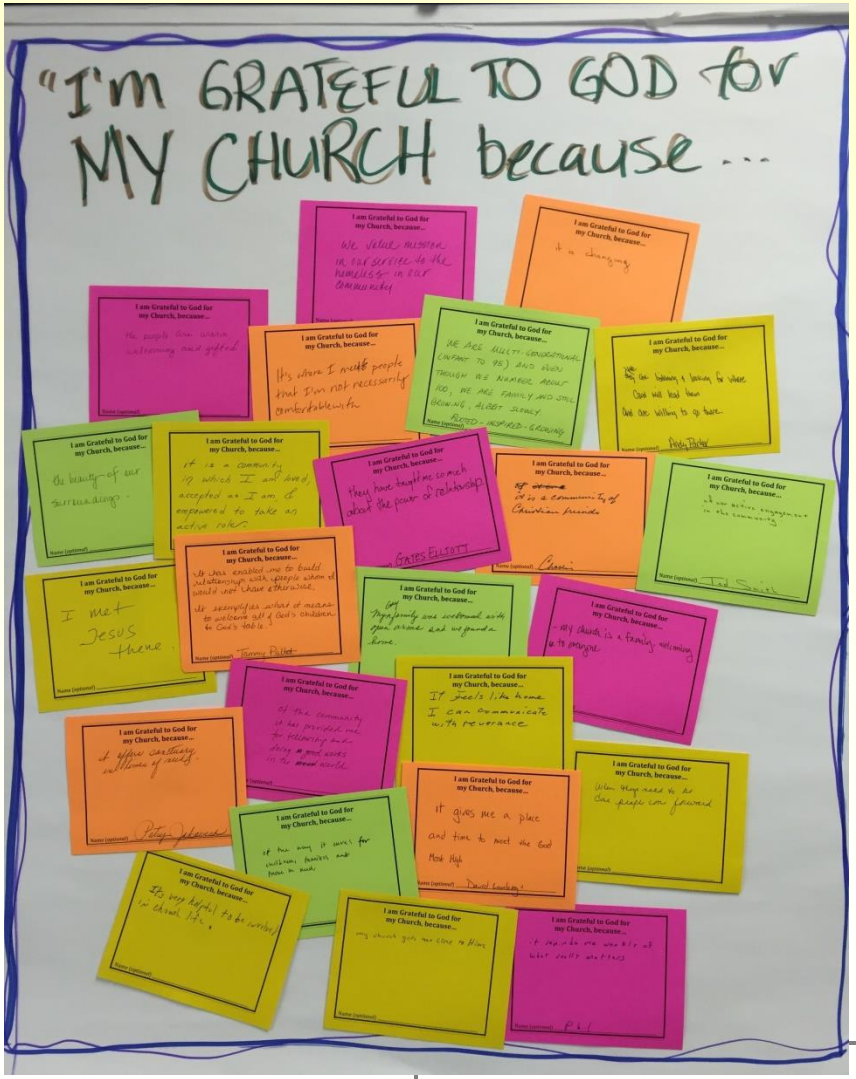
www.appreciativeway.com

Gratitude Boxes

I am grateful to God for my Episcopal Church, because…

Name (*optional*) _____

Gratitude Boxes



- Have your people complete the sentence
- Use bright colored cardstock and post them in a random way to draw attention to them
- People will be amazed…

Listening Builds Stronger Relationships

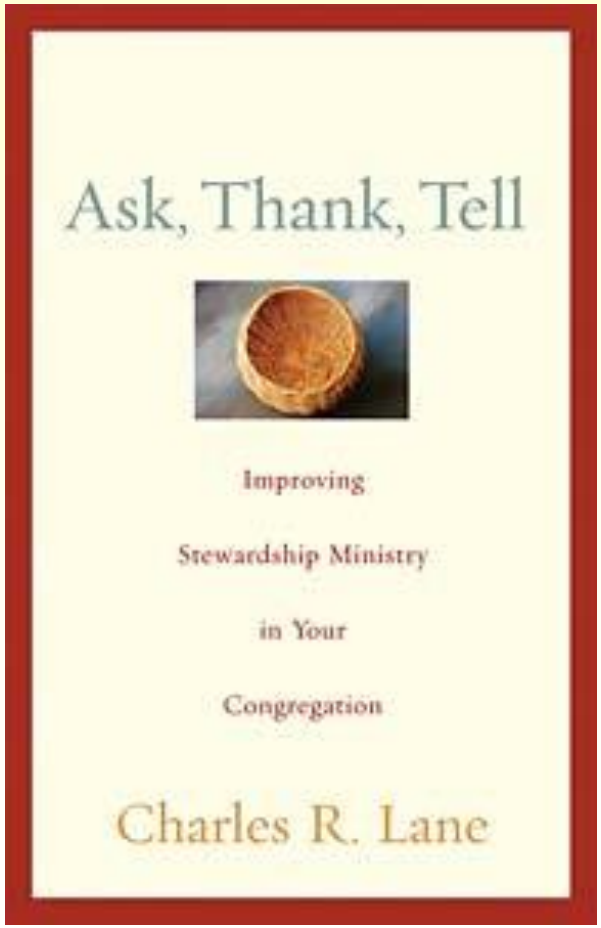
- *Listening* is ***the most powerful form*** of acknowledgment

  …a way of saying, "You are important to me."

Listening Builds Stronger Relationships

- ***Listening*** creates a desire to cooperate among ***people*** because they ***feel accepted and acknowledged***

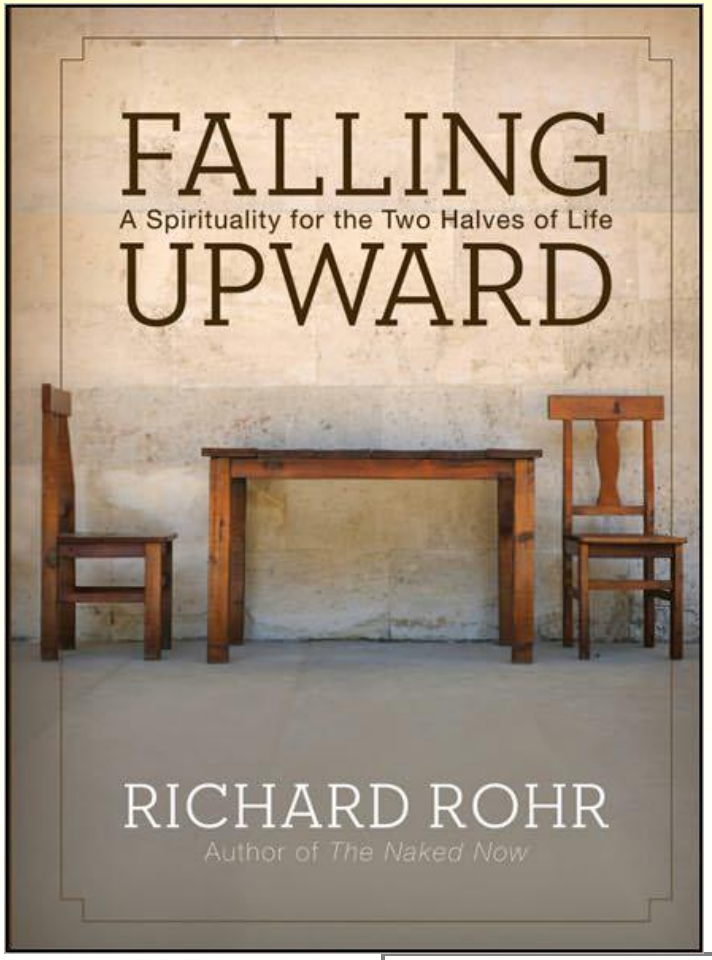
The Most Important Relationship…



"The goal of our stewardship ministry is to help people ***grow in their relationship*** with Jesus through the use of the time, talent, and finances that God has entrusted to them."

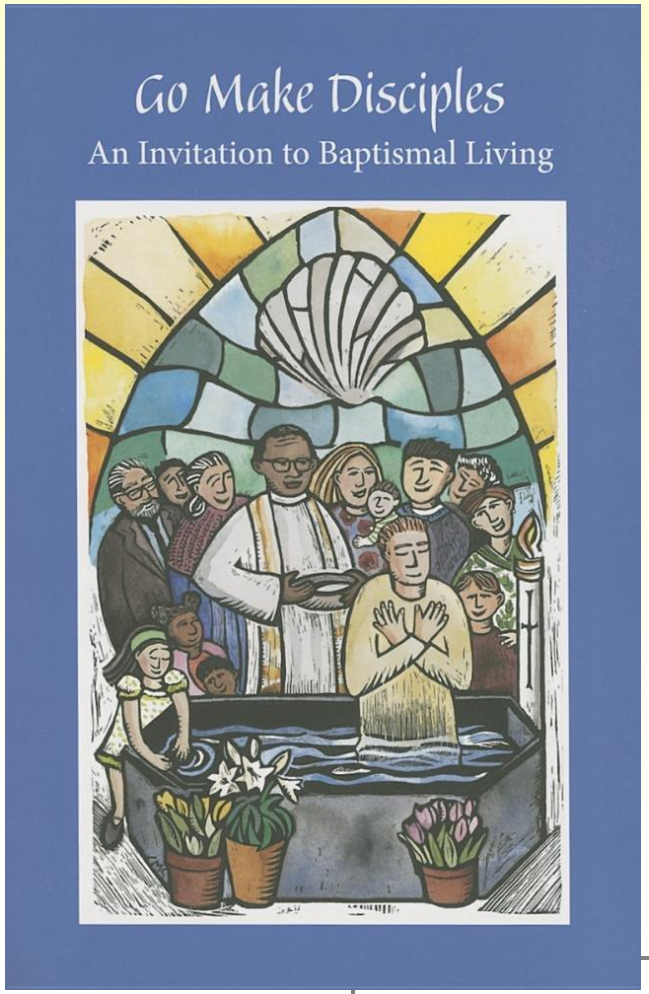
--Charles Lane,

Grow People's Relationship with God



- Help people develop life-long habits of spiritual practices
- ***Giving*** and ***generosity*** are spiritual practices

Grow People's Relationship with God



- Help people develop life-long habits of spiritual practices
- ***Giving*** and ***generosity*** are spiritual practices
- Help people discover the joy of ***baptismal living***. Live Wet!

“A More Excellent Way…”

- Stewardship entails all areas of life, not just our money life
- Pull back to a bigger picture
- “The glory of God is a human being fully alive.”

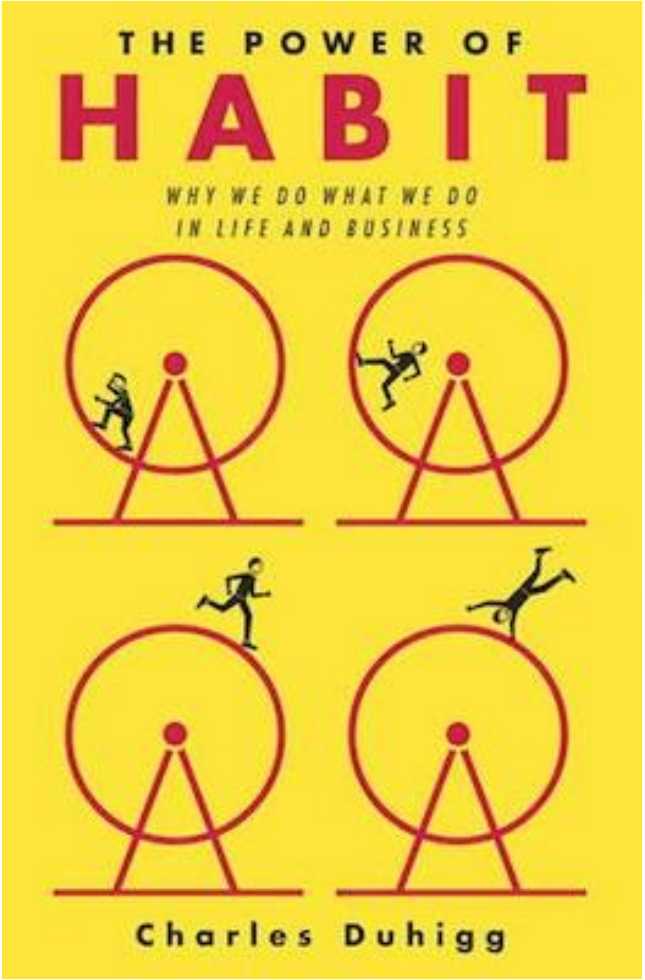
--*Irenaeus*

How Are We Spiritually Gifted?

- People don't know about spiritual gifts
  - Many unaware they HAVE spiritual gifts
- Yet people ***truly desire*** a deeper walk with God

God is Calling *You*!

- The Church needs ***ministers***, not simply volunteers
- **Keystone Habit**: Help people learn their gifts and *put them to use*
- *A critical path to spiritual growth!*



Discovering Our Spiritual Gifts

- Self-scoring inventory
  - Vestry or Bishop's committee
  - Adult Ed. classes
  - Confirmation
- Serve from ***strengths***, not only willingness

Why Use Our Gifts?

- Discovering and using Spiritual gifts brings out the "image of God-ness" in us
- If we truly mean "Thy Will be done," then using our God-given gifts will bring us joy!

Relationships with Others

"No one leaves church when they feel connected."

Keith Hudgins
ACS Technologies

Create a Culture of Thanking

- Do more thanking
  - *Use a creative, personal thank you*
  - *Begin with Sunday servers, acolytes, lectors, etc.*
- Thanking people affirms their gifts!
- Write six a week for six weeks

Connect Giving *to Changed Lives*

- People want to know their giving **makes a difference**
- Send thank you notes 3x yr. for people's estimate of giving
- Offer *transcendent experiences* in multiple ways

Relationship with Community/World

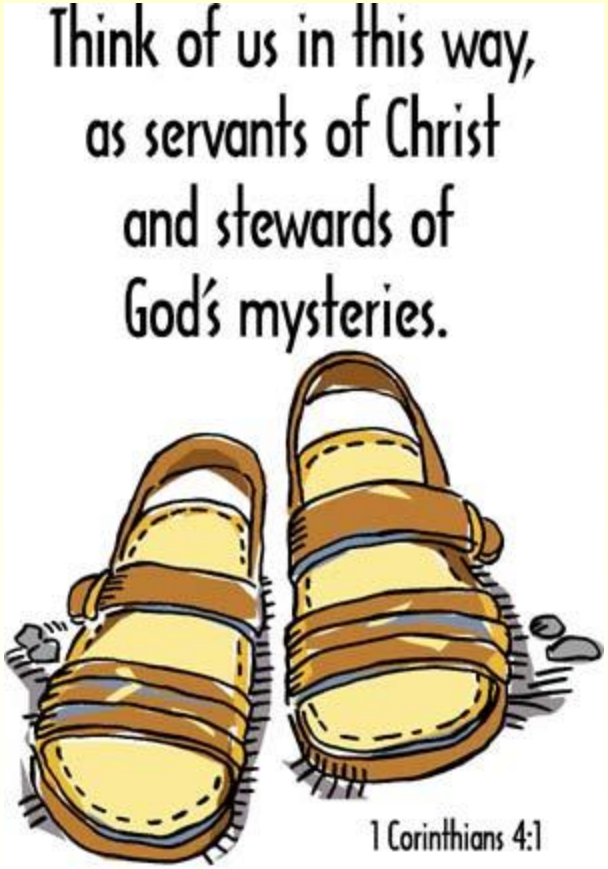
- To connect with local missions & agencies, give away the "plate"
- Little money spent abroad on missions, development, poverty relief: 1 – 2% of giving

Passing The Plate
(Oxford University Press, 2008)

- *Short-term* **mission teams**, not "trips"

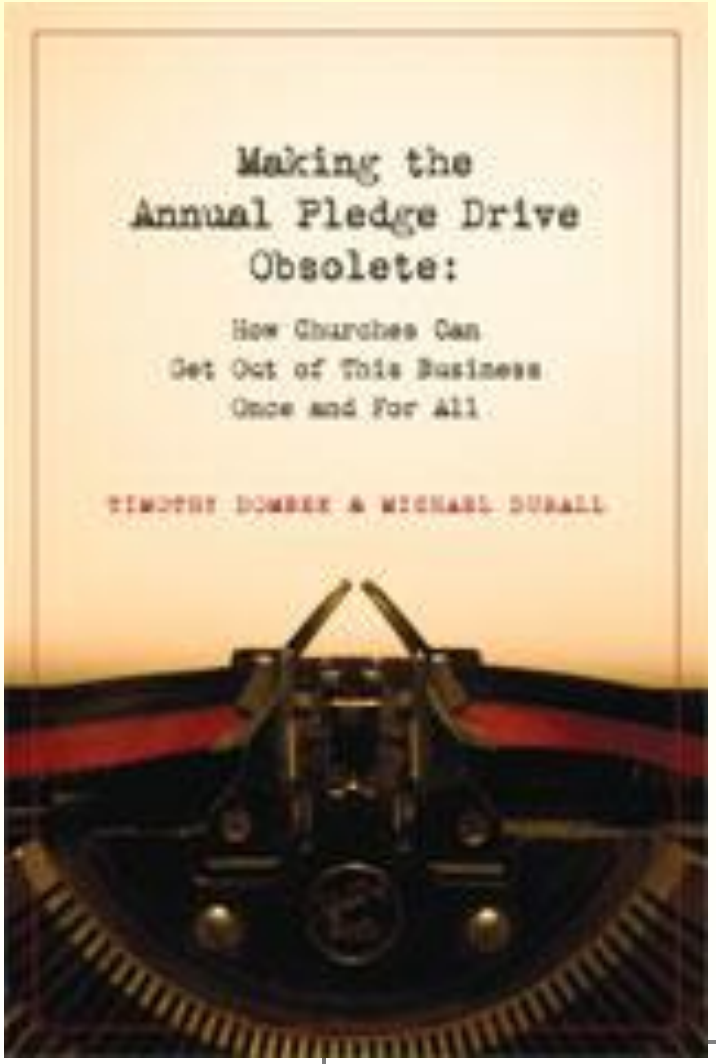
SOUPER BOWL OF CARING℠

Relationship with God



- Help people see themselves as a "steward"
- Uphold "stewardship" as desired way of life
- Teach about it!
  - Adult formation classes
  - Book studies
  - Adult Journey

Relationship with God



- Move from Membership to ***Discipleship***
  - Raise expectations of membership
  - Membership in Good Standing: Really?
  - "Membership with Integrity"

Relationship with God

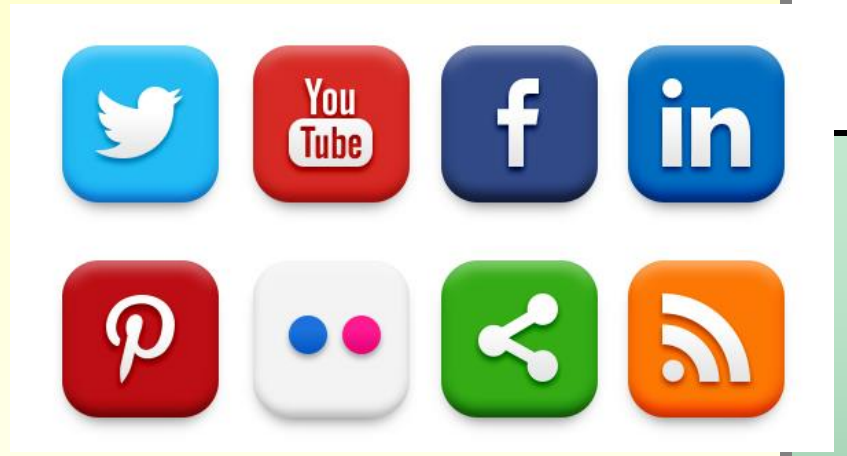
- Create parishioners who understand *they have a stake… in forming a church deserving of people's charitable giving*—especially ***their own!***

Tell Your Mission Story

- Be *interesting*
  - It is ***SINFUL*** to be boring
- Connect story to a response
  - ***Be clear*** how to give money or get involved

Tell Your Mission Story

- Use Social Media regularly, consistently
  - Gen-next gets all their info here!
  - “Word of Mouth on Steroids”
- Ask youth and young adults to create content
- Monitor closely; praise frequently and loudly!



Deep Relationships Lead to Planned Gifts

- Make it easy for Legacy Giving
  - Wills, beneficiary
  - Some people give this way rather than to operating
  - *Go figure*

Keys to Implementing

- Build relationships with your people
- Begin with the skill we under utilize:

  Listening

- Don't guess what people think: *Ask*
- **Use response boxes**

Keys to Implementing

- One on one is best, face-to-face early on
- Everyone's involved: staff, vestry, volunteers, recipients
- Tell stories of *transformation* and *changed lives*: Share the good news

Tele-care = Deep Relationships

- Calling ministry of care:
  - Check in on household
  - "Any prayer requests?"
- Call through directory from the church
  - Caller I.D.
  - Nothing about church
  - *"A phone call of love."*
- People feel *connected* and *in relationship*

The Key Benefit for You

- *Relationship building* extends your ministry of Pastoral Care in the best possible way
- It's what Jesus calls us to do…

Never forget that…

- It's not about your programs or worship
- It's not about church marketing
- It's not about branding, labels, logos, clever titles, websites or phone apps
- It's not even about institutions

It's about relationships!

Always Remember…

The glory of God is a human being fully alive”

-- *Irenaeus*

Last but not least…