

Nurturing Generous Giving In Your Congregation

A 2-day seminar to help pastors and elders sleep at night.

January 28 & March 10, 2012

Dear Pastor or Elder,

The way people give has changed radically over the past decade, and it's time for churches to catch up! This seminar with Bill Enright will help your leaders sleep at night, knowing that you have done everything in your power to nurture generous giving in your congregation.

Presbyterians are HUGE givers, and this seminar will help your members live up to their potential when it comes to funding your church's mission. Just read the testimonies from Los Ranchos pastors on the attached brochure, and you will see how powerful this event can be for your church.

Unlike other seminars, this one requires a TEAM EFFORT. **Four-person teams will be made up of (1) the pastor, (2) a member of the team responsible for stewardship development, (3) the elder on session most responsible for stewardship development, and (4) a lay leader with an entrepreneurial mindset.** Teams who attend without a pastor, or who attend without a full complement of congregational support, won't benefit from the seminar as it is designed, so put your team together soon! Enrollment will be limited to 12 teams.

The dates for this two-day seminar are January 28 and March 10, 2012 (agenda included below) and the cost is only \$175 for both days! Think of the difference it will make to have an expertly-equipped team from your church lead your congregation in this area of your life together. I hope you can join us.

If you are interested in attending, just let me tcramer@losranachos.org or Bonita Carr bcarr@losranachos.org know, and we'll add you to the list.

In Christ, the hope of the world,
Tom Cramer, Associate Presbytery Pastor

Register by contacting Tom Cramer tcramer@losranachos.org (949) 292-6562 or Bonita Carr bcarr@losranachos.org (714) 956-3691 xt 122.

Nurturing Generous Giving in Your Congregation

“We’re worthy; give to us!” doesn’t work anymore . . .

So what do you do now?

WHAT: Be one of 12 teams to participate in a two-day seminar with Bill Enright, the Director of the Lake Institute on Faith and Giving (Center on Philanthropy at Indiana University) and a Director of the Lilly Endowment. The goal is to think beyond fundraising and annual stewardship campaigns to nurture cultures of generosity in Los Ranchos congregations. Teams will be made up of the pastor, a member of the team responsible for stewardship development, the elder on session most responsible for stewardship development, and a lay leader with an entrepreneurial mindset.

WHEN: January 28 and March 10, 2012

WHERE: Irvine Presbyterian Church, 4445 Alton Parkway, Irvine CA 92604

COST: Best DEAL ever! Only \$175 per team of four for two days and lunch!!!

Testimonies from the 2011 consultation with Bill Enright:

“Without a doubt, this is the best stewardship presentation I have ever attended as a pastor.” ~ Ken Kalina, First Presbyterian Church of Anaheim

“Bill transformed my thinking on what the role of a pastor is in encouraging giving. It is about building relationships with people, hearing their stories, and listening to their hearts. The pastor’s role is to teach about money from a theologically informed and biblically convicted foundation.” ~ Scott Bullock, Pastor, Irvine Presbyterian Church

“I came because only one other person on our Session was willing to come, and even though I have a broken leg, and it is difficult to get around, I am so very glad I did. I learned sooo much and had many questions answered. This information will be vital to our congregation as we move forward with forming a Stewardship Committee.” ~ Martha Carrier, Irvine Presbyterian Church.

“I appreciated learning so much from Bill, especially about the importance of building and sustaining relationships and celebrating successes in our church family as a key to financial success.” ~ Linda Clinard, Irvine Presbyterian Church

“What an eye-opening, challenging, motivating seminar. It was a real privilege to sit at this speaker’s feet!” ~ Diane Woollett, Elder, First Presbyterian Church of Orange

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Questions to be Addressed in the Generous Giving Seminar with Bill Enright

- What is the role of the pastor, the session, and the stewardship team in the care and feeding of donors?
- What is the difference between “talking about money” and “teaching about money”? How and when do you ask for money?
- How do “when the need came we stepped up” stories help or hurt your stewardship efforts?
- Should small churches approach giving differently than large churches?
- How is giving a discipleship issue?
- How do you help disciples enter more fully as partners in God’s generosity to all of us?
- What is the church’s place in America philanthropy?
- Is there a place for donor segmentation (identification and nurture of donors) in Christian financial giving?
- What are the fundamentals your congregation should have in place for planned giving?
- What should your leadership know about the different types of planned giving?

Day #1, January 28, 2012 Content Areas

9:00—9:15 AM	<i>Welcome and Introduction</i>
9:15—10:30	<i>The Altered Landscape of Religious Giving</i>
10:30—10:45	<i>Coffee Break</i>
10:45—12:00 PM	<i>Generosity: A Key to Congregational Renewal</i>
12:00—12:45	<i>LUNCH</i>
12:45—2:00	<i>Generosity as Leadership with Theological Integrity</i>
2:00—2:15	<i>Refreshment Break</i>
2:15—3:15	<i>Donor Sensitivity as the Practice of Pastoral Care</i>
3:15—4:00	<i>Implementation Exercise Congregational teams create a work plan for the coming month. Everyone will be expected to produce their Giving Pyramid at Session Two.</i>

Day #2, March 10, Content Areas

9:00—9:15 AM	<i>Welcome and Review—Introduction to Day Two</i>
9:15—10:00	<i>Congregational Teams Report on their Findings and Experience</i>
10:00—10:30	<i>The Pastor as Inn Keeper</i>
10:30—10:45	<i>Coffee Break</i>
10:45—12:15 PM	<i>Donor Care: Nurturing the Supply Side of Fundraising</i>
12:15—1:00	<i>LUNCH</i>
1:00—2:30	<i>The Roots of Generosity: Transparency and Accountability</i>
2:30—2:45	<i>Refreshment Break</i>
2:45—4:00	<i>Implementation Exercise Congregational teams create a work plan for the coming month. Everyone will be expected to produce their Giving Pyramid at Session Two.</i>

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