



Presbyterian Stewardship Conference

# Life in Abundance

*Growing Disciples*



**February 28 – March 2, 2011**

**Hilton Phoenix Airport Hotel**

Sponsored by the Presbyteries of Giddings-Lovejoy, Grace, Grand Canyon, Heartland, Hudson River, Northern Kansas, Ohio Valley and San Jose; the Synod of Rocky Mountains; the Presbyterian Foundation; the Texas Presbyterian Foundation and [PresbyterianEndowment.org](http://PresbyterianEndowment.org).



*Stewardship*  
**Kaleidoscope**

for elders, pastors, presbytery staff and volunteers

Visit [www.stewardshipkaleidoscope.org](http://www.stewardshipkaleidoscope.org) for conference updates, a downloadable registration form and information about online payment.

# WORKSHOPS

## Workshop Session 1 Monday, February 28

### I-A: Stewardship in the Small Membership Church

How are decisions made? Do “when the need came we stepped up” stories help or hurt? Is there more or less money talk? We’ll have conversation about these and other unique questions of financial discipleship in the smaller church. Charles Spencer is executive presbyter of Heartland Presbytery.

### I-B: Getting Gifts from Presbyterians

This workshop will teach you how to identify Presbyterians who are major gift prospects, how to cultivate them and then how to effectively get them to commit to an investment. **Kevin J. Garvey** is chief development officer for the Assistance Program of the Board of Pensions.

### I-C: Planned Giving 101

In this workshop we will explore the basics of practical planned giving programs, including: what fundamentals should your congregation have in place for a planned giving program? What should your congregation’s leadership know about the different planned gift types? Where do you turn for help? **Karl Mattison** is the executive director of PEER Network, better known as PresbyterianEndowment.org. Repeated during Session 4.

### I-D: Curriculum on Generosity

Use teachings of Jesus to explore ways (1) to counter the prevailing and destructive myths: there is not enough, more is better, and this is just the way it is and (2) to find ways to enter more fully as partners in God’s generosity to us all. **Laura Mendenhall** is senior philanthropy advisor for the Texas Presbyterian Foundation and former president of Columbia Seminary.

### I-E: Annual Campaigns That Really Work!

This is an innovative annual stewardship program that will assist pastors and church leaders in their annual stewardship campaigns. Using a variety of new approaches, it emphasizes meaningful ministry and the joy of supporting it. **Bob Sheldon**, stewardship guru, has been a synod executive as well as local pastor. Repeated during Session 4.

### I-F: Rethinking Stewardship: New Strategies for Changing Times

These are challenging times for church stewardship programs. Unfortunately many churches continue to have a “we’re worthy, give us money” mentality with the predictable result that they struggle to fund their missions. This workshop will offer new strategies to change this dynamic and lay the foundation of successful stewardship campaigns. Among the topics to be covered are the church’s place in American philanthropy, making the case for support, donor segmentation, the roles of the pastor and session, and the care and feeding of donors. **Tom Norwood** is a Presbyterian pastor and fundraising consultant.

### I-G: Stewardship for Children

This workshop will explore the critical role the church fills with children learning and experiencing stewardship in their formative years. **Dian McCall** is a retired Christian educator.

## Workshop Session 2 Tuesday, March 1

### 2-A: What’s Age Got to Do With It?

One-size-fits-all stewardship efforts are no longer effective. One way to tailor them is to speak a familiar language to each of the church’s generations. This workshop will explore generational experiences of and instincts towards money as a way to deepen the disciple’s experience of joy and generosity. **Karl Travis** is pastor of First Presbyterian Church of Fort Worth, Texas, and serves on the committee to study the denomination’s special offerings.

### 2-B: Stewardship in Such a Time as This

This workshop will explore stewardship in light of the economy and other issues of our time. Do these change our message or our method? Do we put conversations about financial discipleship on hold for such times? We’ll discuss the issues you face in stewardship ministry in such a time as this. **Charles Spencer** is executive presbyter of Heartland Presbytery.

See more workshops on reverse side

# Schedule at a Glance

## Monday, February 28

Noon – 2 p.m.

Registration, Grand Ballroom Foyer

2 – 2:30 p.m.

Welcome & Introductions, Grand Ballroom

2:30 – 4 p.m.

Plenary Session 1, Grand Ballroom

4:15 – 5:30 p.m.

Workshop Session 1, Meeting Rooms

6 – 7 p.m.

Dinner, Grand Ballroom

7:30 – 8:30 p.m.

Opening Worship, Grand Ballroom

8:30 – 10 p.m.

Dessert & Hospitality, Restaurant & Patio

## Tuesday, March 1

7 – 8 a.m.

Breakfast

8 – 8:30 a.m.

Morning Prayer, Grand Ballroom

8:30 – 10 a.m.

Plenary Session 2, Grand Ballroom

10:30 – 11:45 a.m.

Workshop Session 2, Meeting Rooms

Noon – 1 p.m.

Lunch, Outside by Pool

1 – 2:15 p.m.

Workshop Session 3, Meeting Rooms

2:30 – 4 p.m.

Plenary Session 3, Grand Ballroom

4:15 – 5:15 p.m.

Immigration Panel hosted by Grand Canyon Presbytery, Grand Ballroom

6 – 7 p.m.

Dinner, Grand Ballroom

7:30 – 8:30 p.m.

Worship, Grand Ballroom

## Wednesday, March 2

7 – 8 a.m.

Breakfast

8 – 8:30 a.m.

Morning Prayer, Grand Ballroom

8:30 – 9:45 a.m.

Workshop Session 4, Meeting Rooms

10:15 – 11:45 a.m.

Plenary Session 4, Grand Ballroom

11:45 a.m. – Noon

Wrap-Up, Grand Ballroom

Noon – 1 p.m.

Box Lunches, Grand Ballroom

Please refer to the registration form for conference rates and hotel information



**PLENARY**

**Jana Childers**

**Living Out of the Overflow:  
Teaching and Preaching  
Stewardship**

Why do some sermons fly – and some just dribble down the pulpit and out into the aisles? Why do some sermons on abundant

living sound anemic? This presentation explores sources of energy and power in preaching.

The Rev. Dr. Jana L. Childers, Professor of Homiletics and Speech-Communication at San Francisco Theological Seminary, is a Presbyterian minister who served congregations in Kansas and New Jersey before joining the seminary faculty. She holds a B.A. from Wheaton College, an M.Div degree from Princeton Theological Seminary and a Ph.D. from the Graduate Theological Union in Berkeley, Cal. She is the author and editor of a number of books and articles and has appeared several times on “Thirty Good Minutes,” the television program produced by the Chicago Sunday Evening Club, moderated Mosaic for the CBS affiliate in San Francisco KPIX, and was featured as one of the country’s top twenty preachers on the Hallmark Channel’s Great Preachers series.

# Life in Abundance

## *Growing Disciples*

**PLENARY**

**Karl Travis**

**Stewardship With Older Brothers**

The prodigal is safely home. The fatted calf is on the grill. What about those people who stayed home and paid the bills? How are we to talk about the joy of generosity when a good portion of American Presbyterians remain paralyzed with the older brother at the party’s entrance, conflicted and worried that there won’t be enough?

The Rev. Karl Travis is senior pastor of First Presbyterian Church in Fort Worth, Texas. He is a frequent conference speaker and preacher, particularly in the areas of Christian stewardship and generations theory. Active across the church, he currently chairs the Special Offerings Advisory Task Force reviewing the Presbyterian Church (U.S.A.)’s four churchwide special offerings. He is a magna cum laude graduate of Trinity University and the

University of Edinburgh, Scotland. He received a Doctorate of Humane Letters from Austin College. Karl loves to bicycle and read. He parents three school age children whom he adores, most of the time.



**More than ever before, leaders need resources that will help them teach, preach and practice successful stewardship. Join us as we learn how to make stewardship ministries come alive in our congregations and presbyteries. Register by February 10 and save!**

**PLENARY**

**Bill Enright**

**Navigating the New  
Landscape of Religious  
Giving**

The world of religious giving has experienced a seismic shift in the last quarter of a century. While the dollars given to religion have increased nearly every year the contours of religious giving have shifted. The challenge for faith-based

communities is to adjust to these changes and creatively embrace the opportunities the new



world of religious giving has dropped on our doorstep.

William G. Enright, Ph.D., is executive director of the Lake Institute on Faith and Giving at the Center on Philanthropy at Indiana University, and former senior pastor of the Second Presbyterian Church, Indianapolis. He is a graduate of Wheaton College, Wheaton, Ill.; Fuller Theological Seminary, Pasadena, Cal.; and McCormick Theological Seminary, Chicago. He has a Ph.D. from the University of Edinburgh and two D.D. (honorary) degrees from Hanover College and Dubuque Theological Seminary. He is co-founder of the Celebration of Hope, a program for racial reconciliation and has authored several books.

# WORKSHOPS continued

## **2-C: Creating a Spiritual Culture of Generosity in Your Church**

This workshop will outline a proven program that moves churches from a four-week stewardship campaign to a yearly spiritual culture of generosity. Hands-on ideas will be shared and lively discussion will take place. **Kevin J. Garvey** is chief development officer for the Assistance Program of the Board of Pensions.

## **2-D: Endowment 101**

Learn about policies and procedures for establishing and promoting permanent funds as an added dimension of stewardship for the local church. We will consider how to invest, how much to spend, how endowments impact annual giving and governance issues in a Presbyterian church. **Kim Warner** is vice president of the Texas Presbyterian Foundation.

## **2-E: Communicating Stewardship and PC(USA) Mission in the Presbytery**

Discover a year-round strategy that has been successful in one presbytery to help the presbytery and local churches strengthen stewardship and increase giving to basic mission in the PC(USA). **Melanie Hancock** is associate general presbyter in the Presbytery of Northern Kansas.

## **2-F: Anatomy of a Stewardship Campaign**

Many church stewardship programs follow the same pattern every year: line item budgets in the newsletter, one or two stewardship sermons, and pledge cards sent in the mail to members of the congregation. The results follow a similar pattern: no excitement about the church's mission and no significant increase in the dollars received. One Presbyterian church made a conscious decision to break that pattern and change its approach to stewardship. This workshop will use this church as a case study to illustrate the changes necessary to refocus and reinvigorate local church stewardship programs. **Tom Norwood** is a Presbyterian pastor and fundraising consultant.

## **2-G: Non-Traditional Giving**

More than 70% of personal wealth is in assets other than cash or investment portfolios. Come explore how Presbyterians can use these non-traditional assets to fund mission and ministry. **Lisa Tait Longo** is a development officer for the Presbyterian Foundation.

## **Workshop Session 3** Tuesday, March 1

### **3-A: Conversation with Q&A with Dr. Bill Enright**

This is a chance to "pick the brain" of the executive director of the Lake Institute on Faith and Giving and the former pastor of Second Presbyterian Church in Indianapolis.

### **3-B: Just Giving? Fundraising Without Fear in an Age of Conflict and Controversy**

This workshop will focus on a crucial problem that we are too often afraid to address: the interplay between social concerns and giving in the life of congregations. Case studies will include the Middle East policies of the PC(USA) and the arguments over immigration policy in Arizona and the rest of the U.S. **J.C. Austin** is director of the Center for Christian Leadership, Auburn Theological Seminary, New York City. Repeated during Session 4.

### **3-C: Capital Campaigns as a Step Forward in the Church's Life**

Capital campaigns are both an exciting and stress-filled time in the congregation. Learn the basics of creating a successful campaign along with the resources to make it a positive part of the congregation's journey. **John Wray** is former coordinator of Church Financial Campaign Services and current director of stewardship at Calvary Episcopal Church in Pittsburgh, Penn.

### **3-D: The Pastor's Role in Stewardship**

Is it the pastor's business what a church member gives? (1) If so, what is that role in terms of education and leadership? We will explore various possible roles for a pastor with the likely consequences of each. (2) If not, what are those consequences? **Laura Mendenhall** is senior philanthropy advisor for the Texas Presbyterian Foundation and former president of Columbia Seminary.

### **3-E: Identifying Ten Different Donor Styles in the Local Congregation**

There are many different donors in the church such as the "time warped donor" or the "growing donor" and the "mature donor," along with seven others. We will discuss the limits of the "one size fits all" approach typically taken along with the spiritual journey implications for givers. **Kim Warner** is vice president of the Texas Presbyterian Foundation.

### **3-F: Giving That Gives Back: Life Income Gifts**

How can a donor receive a lifetime income while also making a gift to your church or church related institution? Come learn about charitable gift annuities and charitable remainder trusts and how to share this gift opportunity with those who support your congregation or organization. **John Turner** is a development officer for the Presbyterian Foundation.

## **Workshop Session 4** Wednesday, March 2

### **4-A: Preaching Stewardship to the Mad Men Generation**

In a generation where people have heard every sales pitch ever invented, how can we preach stewardship? Is it ever appropriate to use guilt to motivate the listener? If so, how does a preacher know when he or she has gone too far? If not, what motivators are effective? This workshop will explore the purpose of stewardship preaching, examine examples of effective sermon strategies and share practical advice for reaching today's media-savvy church member. **Dr. Jana L. Childers**, a Presbyterian minister, is professor of Homiletics and Speech-Communication at San Francisco Theological Seminary.

### **4-B: The Nitty Gritty Realities of Funding Your Presbytery**

This workshop will present details of securing pledges from churches for the sake of the presbytery along with a chance to share best practices from others in attendance. **Diana Warner** is stewardship consultant for Grace Presbytery and associate director of Development for Texas Presbyterian Foundation.

### **4-C: Resources from General Assembly**

This workshop will show and review the many printed resources available from Louisville.

### **4-D: Planned Giving 101** Repeated from Session 1.

### **4-E: Annual Campaigns That Really Work!** Repeated from Session 1.

### **4-F: Just Giving? Fundraising Without Fear in an Age of Conflict and Controversy** Repeated from Session 3.

**4-G: Congregational Investing: Impact and Implications** Permanent endowments are important in supporting mission. And mission activity is integral in determining how an endowment is structured. Discover the impact and implications of well-structured endowments on mission through a series of examples and plenty of discussion. **Stephen Keizer** is a development officer for the Presbyterian Foundation.

**See more workshops on reverse side**

# REGISTRATION

**Conference Registration Fee: \$225 on or before Feb. 10, \$250 after Feb. 10.** Fee includes dinner on Monday and Tuesday; breakfast and lunch on Tuesday and Wednesday. Register separately for overnight accommodations.

**Conference Registration:** Detach and mail this form to Heartland Presbytery, 3210 Michigan Avenue, Suite 200, Kansas City, MO 64109 (Heartland Presbytery is the conference registrar).

Be sure to fill out both sides. Include your check for the registration fee, made payable to Heartland Presbytery, with "Stewardship Kaleidoscope" on the memo line or visit [www.stewardshipkaleidoscope.org/register](http://www.stewardshipkaleidoscope.org/register) to pay online.

**Accommodations:** Participants may make their room reservation at the conference hotel by contacting the Hilton Phoenix Airport direct at 1-480-894-1600, through 1-800-HILTONS or at [www.hilton.com](http://www.hilton.com). A \$119 conference room rate single/double is available through Jan. 28, using group code **STK** online and **Stewardship Kaleidoscope** by phone. (There is a \$10 additional charge for a third and fourth person in a room.)

Overflow arrangements have been made at a nearby hotel. The Fairfield Inn Phoenix Airport will have a limited number of rooms available for our event at the rate above by calling 1-480-829-0700.

Register one person per form. Copies may be made as necessary or downloaded from [www.stewardshipkaleidoscope.org](http://www.stewardshipkaleidoscope.org).

Name \_\_\_\_\_

Name to appear on badge \_\_\_\_\_

Street address \_\_\_\_\_  
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City, state, zip \_\_\_\_\_  
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Email \_\_\_\_\_

Telephone \_\_\_\_\_

Home church and presbytery \_\_\_\_\_  
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Check all that apply:  First-time attender  Clergy  
 Elder  Church Staff  Presbytery Staff  
 Synod Staff  GA Staff

Please indicate any dietary restrictions (vegetarian, gluten-free, etc.) \_\_\_\_\_

Approximate arrival day/time \_\_\_\_\_

Approximate departure day/time \_\_\_\_\_

I do not wish to be listed on a participant list. Participant list may include name, church or organization affiliation, address, phone and email. List will not be distributed electronically and is not to be used for solicitation.

**Be sure to select your workshops on the other side of this form.**

# WORKSHOP SCHEDULE

Select one workshop per session.

## Workshop Session 1

**Monday, Feb. 28**

- 1-A Stewardship in the Small Membership Church
- 1-B Getting Gifts from Presbyterians
- 1-C Planned Giving 101 (repeated during Session 4)
- 1-D Curriculum on Generosity
- 1-E Annual Campaigns That Really Work! (repeated during Session 4)
- 1-F Rethinking Stewardship: New Strategies for Changing Times
- 1-G Stewardship for Children

## Workshop Session 2

**Tuesday, March 1**

- 2-A What's Age Got to Do With It?
- 2-B Stewardship in Such a Time as This
- 2-C Creating a Spiritual Culture of Generosity in Your Church
- 2-D Endowment 101
- 2-E Communicating Stewardship and PC(USA) Mission in the Presbytery
- 2-F Anatomy of a Stewardship Campaign
- 2-G Non-Traditional Giving

## Workshop Session 3

**Tuesday, March 1**

- 3-A Conversation with Q&A with Dr. Bill Enright
- 3-B Just Giving? Fundraising Without Fear in an Age of Conflict and Controversy (repeated during Session 4)
- 3-C Capital Campaigns as a Step Forward in the Church's Life
- 3-D The Pastor's Role in Stewardship
- 3-E Identifying Ten Different Donor Styles in the Local Congregation
- 3-F Giving That Gives Back: Life Income Gifts

## Workshop Session 4

**Wednesday, March 2**

- 4-A Preaching Stewardship to the Mad Men Generation
- 4-B The Nitty Gritty Realities of Funding Your Presbytery
- 4-C Resources from General Assembly
- 4-D Planned Giving 101 (repeated during Session 1)
- 4-E Annual Campaigns That Really Work! (repeated during Session 1)
- 4-F Just Giving? Fundraising Without Fear in an Age of Conflict and Controversy (repeated during Session 3)
- 4-G Congregational Investing: Impact and Implications