Opening Prayer

1. An Interview with Bishop William Stokes
2. Stages of a Stewardship Campaign
3. Parish Spotlight: Holy Innocents’ Episcopal Church
4. Comments and Discussion

Closing Prayer
AN INTERVIEW WITH
BISHOP WILLIAM STOKES
Planning for Future Activity: The Next 12-16 Weeks

**MESSAGING**
- Conduct cash flow projections to identify outstanding or anticipated financial needs
- Establish new or modified priorities based on progress made to date and projections
- Update messaging to reflect new/modified priorities

**LEADERSHIP**
- Identify leaders to help drive activity and identify and engage givers
- Collaborate with stewardship committee on messaging and impact

**ENGAGEMENT**
- Continue to engage families and members, especially top givers, through virtual communities and personal phone calls
- Consider alternative appeal strategies and virtual events to replace traditional in-person events
Defining the Goals

• What attracts you to the church?
• What drawbacks does it have?
• How is the church viewed locally?
• Where are we now? / How are we doing? / How has COVID-19 impacted our church?
• How has our time apart from each other changed our view of mission and ministry?

Why are we conducting this campaign?
• Financial security?
• Spiritual growth?
• Membership growth?
• Local mission?
• Program for youth?
• Lost sheep?
• Other reasons?
Why is Stewardship more important this year than ever?

- Re-Commitment
- Enhanced Awareness
- Stability and Preparedness
- Growth
Building Your Case for Support

1. Defining Your Goals
2. Planning
3. Delivering the Plan
4. Reporting the Results

- Tell People Why
- Invite Them to Name Their Why
- Call Them to Join In
Case for Support Checklist

1. **Defining Your Goals**
   - Context
     - Short history
     - Link to present needs
     - Link to future vision
   - Confidence
     - Leadership
     - Financial stewardship
   - Ask = Invite
     - Community
     - Ministry
     - Vision
Planning

1. DEFINING YOUR GOALS

2. PLANNING

3. DELIVERING THE PLAN

4. REPORTING THE RESULTS

MONTH

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- Form a Stewardship Committee and begin meeting regularly
- Set goals and the timeframe for the campaign
- Recruit volunteers to help execute the campaign
Team

- Who will be your team?
- How will the team prioritize time for Stewardship?
- How can you get more members to say Yes?

This year, more than ever, involving the congregation will be critical.

Find ways to get more members involved in planning and/or implementation.

Great Volunteers = Great Stewards
Goals: Transparency > Trust

- **Set** – Don’t give up before you begin.
- **Announce** – Don’t hide goals under a bushel.
- **Pursue** – Don’t give up until you reach it.
## Establish Timeline

### 2020 Q4

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<thead>
<tr>
<th>OCT</th>
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<tr>
<td>• Announce</td>
<td>• Homily</td>
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<td>• Eblasts</td>
<td>• Testimonials</td>
<td>• Report results</td>
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<tr>
<td>• Letters</td>
<td>• Virtual Events</td>
<td>• Celebrate!</td>
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<tr>
<td>• Video</td>
<td>• Commitment</td>
<td>• Thank you</td>
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### 2021 Q1

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<td>• Thank you</td>
<td>• Annual Meeting</td>
<td>• Discernment</td>
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<tr>
<td>• Lessons learned</td>
<td>• Next vision</td>
<td>• Budgeting</td>
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### 2021 Q2

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<th>MAY</th>
<th>JUN</th>
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<tr>
<td>Name team / Prioritize / Set Goals / Write plan / Communicate and Educate</td>
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FAITH-FILLED GENEROSITY
A virtual campaign for physically distanced congregations

Use these instructions for your 2020 Stewardship Campaign if your congregation is physically distanced and gathering virtually for worship and fellowship.

HOW: Optimizing tools for your virtual stewardship campaign

Do you have the capacity to run your stewardship campaign virtually? Do you have a way to video-chat with parishioners? Facebook Live (https://www.facebook.com/), Zoom (https://zoom.us) have been largely utilized during the coronavirus physical distancing months to connect. If you haven’t investigated these tools, spend some time. They are inexpensive, in some cases free, and easy to use.


Do you have an online newsletter or email newsletter? Although “snail mail” may still be a great way to reach your community, many members are also likely adept at email and social media. Consider sending out stewardship materials via email and social media this year, especially if your church office is working remotely.

WHO: Key players, practices for conducting Zoom meetings

Identify and invite a member of the church to be the host of your Zoom meetings.

WHAT: Materials to be included

Use these materials from the Bible and the liturgy to create your stewardship campaign.

Re-imagining CONSERVATION SUNDAY during a Pandemic

Introduction:

We didn’t expect Easter to be in the middle of the pandemic and the fact that the 140 churches in the Diocese of New Jersey had been closed for several weeks. We didn’t cancel Easter, we adapted. We adapted to the reality that the buildings were closed and we could not meet in person. We found creative ways to celebrate the great feast day of the year. This is NOT the year to cancel plans for an annual pledge campaign. Parishes will need to creatively adapt to the traditional ways in which annual pledge campaigns have been organized and executed in the past.

Many parishes in the Diocese have used, with great success, the CONSERVATION SUNDAY platform as a tool to organize and execute their annual pledge campaigns. What we have presented in this resource is a modified (or re-imagined) strategy which will meet the unique challenges that the pandemic imposes while retaining the most positive and potentially transformational aspects of the CONSERVATION SUNDAY approach. I really believe that this modified (but no less robust) framework of CONSERVATION SUNDAY will serve not only social distancing and quarantine, but also impossible (like face-to-face meetings with every member) and spiritual foundations of authentic Christian Stewardship. I also believe that this re-imagined approach may actually make the CONSERVATION SUNDAY platform even more accessible to even more parishes within the Diocese.

Why is the CONSERVATION SUNDAY platform a useful guide for executing a successful virtual pledge campaign?

1. The Spiritual Focus of the CONSERVATION SUNDAY approach. Parishes are not asked to give their “Fair Share” to support the budget and pay the bills of the church. Instead the people are consistently asked to respond to the urgent, important, spiritual question: WHAT IS GOD CALLING YOU TO DO IN TERMS OF YOUR GIVING AND GENEROSITY IN THE PAST AND FUTURE THROUGH MEMBERSHIP OF LIFE? The clear and unambiguous focus of the CONSERVATION SUNDAY approach is making the most of the principles of faithfulness, generosity and membership of life. It is the goal of the principles of faithfulness, generosity and membership of life.
Planning

1. **DEFINING YOUR GOALS**

2. **PLANNING**
   - Prepare campaign materials that speak to the goals and the uniqueness of your parish
   - Announce the approaching campaign to the congregation and broader church membership

3. **DELIVERING THE PLAN**

4. **REPORTING THE RESULTS**
Let's do something Big, something WOW... If Jesus came to Christ Church, what would make him say, “WOW!”?

Examples: “do some local outreach” - too generic
“giant yard sale with all four churches on the common; all proceeds go to Metro Food Bank” - just right
Finding Authenticity on a Godward Path

26 October 2016

BY THE REV. ED GÓMEZ

Recently, a couple in their late 30s informed me of their desire to get married. Delighted, I scheduled a meeting to cover our church policy and all the necessary preparations for their special day. Finally, the time arrived for them to pick the readings. I showed them the suggestions from our Book of Common Prayer and asked them to let me know their preferences.

About a week later they emailed me their choices. I quickly recognized the usual Genesis “one flesh” reading and first Corinthians. However, the Gospel selection was not one I readily recognized for a wedding reading. I Googled Mark 10:46-52 and read the familiar story of the healing of the blind Bartimaeus. I thought they had made a mistake, so I called them, and they confirmed that both had made this selection.

We had a final meeting to discuss the liturgy and we agreed to go over the readings then. They began by telling me their separate stories about the horrors of the dating scene and how neither really found someone with whom they could really be their authentic self. They said they found themselves always trying to accommodate the wishes and lifestyles of everyone they were meeting. In the end, they would break off those relationships, choosing to be who they really were and not some expectation that society or the “in” crowd wanted them to be. They said they felt they were just sitting on the roadside as other happy couples whizzed by their lives.

They prayed that God would open their eyes to see the person who they were being called to be and a path toward a shared life with someone with similar values and experiences of God. God heard their prayers. As they sat on the roadside feeling isolated and hopeless, a miraculous thing happened. The woman was feeling particularly down and decided to walk to the nearby church to pray. As she was leaving the church, she noticed a group of people...
A CALL TO LOVE
A FINANCIAL & FAITH COMMITMENT FOR 2016

2016 Christ Church Pledge Certificate

Having prayed about this annual pledge to fund the mission of Christ Church in 2016 and in the context of gratitude for all that God has given to me/us/family, please be advised of the 2016 pledge of

$
Yearly

(We realize that in the event of a financial problem in 2016, we can confidentially adjust our pledge by calling the clergy.)

Signature(s)        Date

Name(s)

Address

Email

Phone

We intend to give:
Weekly
Monthly
Quarterly
Full Amount Yearly

By:
Automatic Bank Transfer
Credit/Debit Card Giving
Offering Plate Giving

We are interested in making a separate gift (in addition to the annual support listed above) to a specific project for which funds are needed. Please have the clergy contact me/about having this conversation.

We are interested in receiving information about planned giving (estate planning, charitable trusts, giving $ 1,000 or giving will, etc.). Please contact me/us about this by sending literature which will help in aiding us in our planning.

THANK YOU
FOR YOUR COMMITMENT

You will be sent a letter confirming your pledge in November 2015 and a notice for your tax return reflecting your 2016 contributions in January 2017.

Please send your completed pledge card to:

Stewardship Campaign
Christ Church
115 Church Street
Espinola, CO 87701

You may also pledge online at Christchurch.org/pledge

Christ Church
Pledge “Card”

**PRACTICAL**

1. **DEFINING YOUR GOALS**
2. **PLANNING**
3. **DELIVERING THE PLAN**
4. **REPORTING THE RESULTS**

**Annual amount**

$_______

“I intend to give: weekly / monthly / quarterly / full amount yearly”

“By: Automatic Bank Transfer / Credit-Debit Card / Offering Plate”

**BEYOND PLEDGE**

- “I am interested in serving on the congregation’s...”
- “I am interested in making a separate gift to a specific project...”
- “I am interested in receiving information about planned giving...”
Dear John and Jane,

These words, adapted from Matthew 5:14, remind us in a fun way that, although our light may be shining, “something kind of crucial” is lost if we don’t bring the light we have out into the world, for all to see, for the glory of our generous God and the building of the kingdom.

This past year, I have seen that light demonstrated joyfully in our own parish in our worship, learning programs, care for our facilities, and in our service to the wider community. (Rector could enter more examples here or rewrite the first sentence more specifically.)

I am overjoyed at the generosity of the people of (parish name), because when we bring our light out into the world, we express our gratitude, confidence and willingness to take risks as agents of Jesus remaking the world. In making our light visible, we keep our salt flavorful, as Jesus puts it in these words from The Message:

“Let me tell you why you are here. You’re here to be salt-seasoning that brings out the God-flavors of this earth. If you lose your saltiness, how will people taste godliness? Here’s another way to put it: You’re here to be light, bringing out the God-colors in the world. God is not a secret to be kept. We’re going public with this, as public as a city on a hill.”

Indeed, our work, our prayers and our giving are all about making God’s flavors, colors, and love visible and available to all in our lives. And they are about our willingness to accept the
Incremental Giving

1. DEFINING YOUR GOALS
2. PLANNING
   - Tithing as Biblical standard
   - Proportional Giving
   - Widow’s Mite
3. DELIVERING THE PLAN
   - Incremental Steps
   - \textit{Low expectations > low commitment}
4. REPORTING THE RESULTS
Planning

MONTH

1

2

3

• Produce campaign materials – electronic and hard copy (if appropriate)

• Make sure all volunteers are in place and understand their roles and responsibilities
  • Callers
  • Event Hosts
  • Event Organizers
  • Letter Stuffers
  • Testimonials
  • Ambassadors
Consecration Sunday During a Pandemic

The elimination of all “face-to-face” meetings and celebrations (ie. no orientation meeting with Guest Leader; no dinner with congregational leaders one week before Consecration Sunday; no Celebration luncheon on Consecration Sunday)

A detailed “road map” for a six-week annual pledge campaign strategy including a weekly schedule of activities leading up to CS (4 weeks) and follow-up after CS (2 weeks).

An appendix which includes sample homilies and stewardship presentations on the three foundational principles of Transformational Stewardship.

These modifications to the traditional Consecration Sunday model retain what is most effective (the solid and unapologetically Spiritual foundation for Christian stewardship; a detailed “road map” for an effective annual pledge campaign) and addresses what some congregations have found difficult about the CS approach (inflexibility; the requirement for a “catered” Celebration luncheon; the absence of a robust post CS follow-up strategy).

We hope this re-imagined approach to Consecration Sunday will make the platform more accessible to even more congregations!
STEWARDSHIP CAMPAIGNS
2017-2019, 2020

CHURCH OF THE HOLY SPIRIT
LEBANON, NJ
NEW CONSECRATION SUNDAY
2017, 2018, 2019

- Recommended by the Diocese approximately 5 years ago
- A Guest Leader from outside of the congregation each year
- Team kick-off (Vestry) with Guest Leader
- Mailing from Priest (template on CDROM)
- Newsletter article (template on CDROM)
- 3 Parishioners share how CHS has impacted their lives during 3 Sundays prior to NCS and solicit Reservations to catered celebratory luncheon (speech formula on CDROM)
- Team dinner with Guest Leader 2 weeks prior (call lists) (script on CDROM)
- Team members call parishioners to secure Reservations (script on CDROM)
- Guest Leader gives Sermon during NCS
- Parishioners fill out NCS “Estimates of Giving” cards → Offertory
- Catered luncheon to celebrate

Purchased booklets and Estimates of Giving cards
From Amazon and Barnes & Noble
NEW CONSECRATION SUNDAY
2017, 2018, 2019

YEAR 1
• 10.4% increase in the # Households
• 14.75% increase in giving

YEAR 2
• 3% increase in the # Households over YEAR 1
• 6.2% increase in giving over YEAR 1

YEAR 3
• Maintained the # Households over YEAR 2
• Negligible increase in giving over YEAR 2
WE THREE KINGS (W3K) PARISHWIDE HOUSE BLESSINGS
2020

150 HOUSE BLESSINGS
All households in our parish
Plus neighbors’ houses/thresholds, when requested

7 WEEKS OF EPIPHANY

15 NEIGHBORHOOD ROUTES (late afternoon)
15 Drivers to chauffeur Father Phil
(texted order of addresses, map app)
Facebook posts to track his progress

15 GATHERINGS HOSTED IN PARISHIONERS’ HOMES
Light refreshments
Lectio Divina
Fellowship & Conversation
Review contents of W3K folders, incl. Stewardship booklet

Chalking the door . . . Anointing the doorknob
Built community... Refreshed contact info... Expanded reach...
Celebration for a Home

Chalking the Door

The Presider greets the people.
Peace be to this house and to all who enter here.

A reading from Proverbs: "By wisdom a house is built, and through understanding it is established; through knowledge its rooms are filled with rare and beautiful treasures."

Let us pray: Gracious God, as a shining star once guided the magi to the birthplace of the infant Jesus, so enable those who dwell here to be your light in the world; through Jesus Christ we pray. Amen.

Using chalk, people are invited to inscribe the lintel of the home (the horizontal frame above the door) with the inscription shown below. The letters C M B come from the traditional 19th-century names for the "three kings": Caspar, Melchior & Balthazar. Some also suggest "Christus Montanaem Benedict" which means "May Christ bless this dwelling!"

May Christ bless this dwelling!

Each person is offered a turn to make one or more of the marks:

20 + C + M + B + 20

The Presider, members of the household, and friends assemble in the living room of the home in which a table has been prepared for the Holy Communion using the usual vessels of the home to be blessed along with usual bread and wine as would be customary in the home. A bowl of water is prepared with an evergreen (frond) or small hard-sized branch to be used for the asperses and also a candle in holder may be provided.

The service may begin with the following or some other appropriate Collect. The Presider first saying:

The Lord be with you.

People: And also with you.

Preorder: Let us pray.

Almighty and everlasting God, grant to this home the grace of your presence, that you may be known to be the inhabitant of this dwelling, and the defender of this household, through Jesus Christ our Lord, who with you and the Holy Spirit lives and reigns, one God, for ever and ever. Amen.
In a Bedroom

Antiphon
Guide us waking, O Lord, and guard us sleeping; that awake we may watch with Christ, and asleep we may rest in peace.

V. I lie down and go to sleep.
R. I wake again, because the Lord sustains me.

Let us pray. (Silence)
O God of life and love, the true rest of your servants: Sanctify to your servants their hours of rest and refreshment, their sleeping and their waking; and grant that, strengthened by the indwelling of the Holy Spirit, they may rise to serve you all the days of their life; through Jesus Christ our Lord. Amen.

In the Kitchen

Antiphon
You shall eat in plenty and be satisfied, and praise the Name of the Lord your God, who has dealt wondrously with you.

V. The eyes of all wait upon you, O Lord:
R. And you give them their food in due season.

Let us pray. (Silence)
O Lord our God, you supply every need of ours according to your great riches: Bless the hands that work in this place, and give us grateful hearts for daily bread; through Jesus Christ our Lord. Amen.

In a Dining Room or Area

Antiphon
The living God gave you from heaven rain and fruitful seasons, satisfying your hearts with food and gladness.

V. He brings forth food from the earth, and wine to gladden our hearts.
R. Oil to make a cheerful countenance, and bread to strengthen the heart.

Let us pray. (Silence)
Blessed are you, O Lord, King of the universe, for you give us food and drink to sustain our lives. Make us grateful for all your mercies, and mindful of the needs of others; through Jesus Christ our Lord. Amen.

V. Above everything, love one another earnestly.
R. For love covers many sins.

Let us pray. (Silence)
Give your blessing, Lord, to all who share this room, that they may be knit together in fellowship here on earth, and joined with the communion of your saints in heaven; through Jesus Christ our Lord. Amen.

The Blessing of the Home

When the procession has returned to the living room, or immediately after the holy communion, the Preacher performs the blessing of the home as follows:

Antiphon
The effect of righteousness will be peace, and the result of righteousness tranquility and trust for ever. My people will abide in secure dwellings and in quiet resting places.

V. Unless the Lord builds the house.
R. Their labor is in vain who build it.

Let us pray. (Silence)
Visit, O blessed Lord, this home with the gladness of your presence. Bless all who live here with the gift of your love; and grant that they may manifest your love to each other and to all whose lives they touch. May they grow in grace and in the knowledge and love of you; guide, comfort, and strengthen them; and preserve them in peace, O Jesus Christ, now and for ever. Amen.

The Preacher then says to the people
The peace of the Lord be always with you.
And also with you.

The People greet one another in the name of the Lord. Communion may be offered at this time.
YOU'RE INVITED

8AM - HOLY COMMUNION WITH MUSIC
10AM - HOLY COMMUNION WITH CHOIR,
CHILDREN'S CHAPEL & NURSERY CARE

3 Haytown Road, Lebanon, NJ 08833
908-236-6301
www.churchholyspirit.org

WE THREE KINGS (W3K) HOUSE BLESSINGS
2020
Our stewardship is not just bill-paying, though it does that.
Our stewardship is not to maintain buildings, though it does that.

For we saw his star when it rose and have come to worship him.

For everything we maintain, we provide a spiritual home, a community of friends, a path to spiritual growth and, principally, we provide opportunity to serve as Christ did to others.

Generosity is not just being good people, but becoming citizens in the Kingdom of God, bringing about a Kingdom of Peace, Justice, Mercy, Kindness and Compassion.

Generosity is the mark of person fully alive!

There is a joy that comes in being a generous giver, in seeing lives transformed, in being supported, and seeing models.

As you consider your estimate of giving for 2020, simply ask yourself how you are called to respond to all God’s gifts and presence in your life.

**Here’s an overview of last year’s estimate of giving that may provide helpful context for you.**

Stewards of Holy Spirit offered giving for a total of $186,500

The average of our top 20% (21) of stewards is $5813 per year, or $130 per week.

The average of our next 30% (31) of stewards is $2314 per year, or $52 per week.

The average base 50% (51) of stewards is $941 per year or $21 per week.

There are many more that contribute regularly but do not offer an annual estimate of giving. Consider increasing your commitment in the coming year.
The mission of our Stewardship Program 2020:

It is to help people in our community grow in their relationship with Jesus and each other through the use of their time, talents, and finances. That God has entrusted to them.

Why do we go to church?

In order to find grace and allow grace to return, my life will be changed forever.

Why have high and holy expectations for each other?

We respect the role of each member as a steward and a disciple growing in faith.

Stewardship: A biblical word which means an authority figure of great responsibility—never alone— but one who cares for what belongs to another person.

We expect our lives and other lives to be transformed by prayer, service, and acts of generosity.

We enjoy the gift of:

A blessing is not an owner.

If one or several of you do all of yourself. You needed to help and you have the power you need to make your lives significant and meaningful. If you are a steward, you imagine others have a very real hand in how you have to be at this moment. Further as a steward you imagine that you have a lot of support, and you can trust in the love of others in God's economy (Eph 3:17-19). When prepared the blessings, means loved from bondage in Egypt, as to what might happen when they experienced freedom and prosperity in the Promised Land.

Remember that you do not forget the Lord, your God, otherwise, when you have eaten and are satisfied, and if you have built up houses and if you have children and if you have prospered and if you are far from God, your hearts will be swayed and you will forget the Lord. Otherwise, you may say to your heart, 'My power and the strength of my hand made me this wealth.'

But you shall remember the Lord, your God, for it is he who is giving you power to make wealth that he may confirm this covenant which he swore to your fathers, as it is this day.

We offer:

Transfiguration, Meaning, Wholeness.

We are enriching you in our mission: a mission you hear every Sunday.

To know Christ so we serve others, proclaims God’s love, and grow in the Spirit.

You hear the stories of God’s presence in our seasons all the time. Whether in Sunday School or teaching in the green, supporting music, or greeting a visitor at our door on Sunday, transporting meals to those in need or taking Communion to the homebound, training others or in just doing whatever after a long day working at a senior’s home on Good Friday.
THANK YOU!

Please feel free to contact me with any questions:

Eva Lesniak
908-420-3613
elesniak@mac.com
Parish Spotlight:
Holy Innocents’ Episcopal Church

Presented by:
Patricia Peacock
Stewardship Chair
Walk with us...
Stewardship 2020
Holy Innocents’ Episcopal Church

As we respond to God’s abundance this Fall, I invite you to walk with us with an Attitude of Gratitude. Arriving from Sewanee Seminary into such a gifted community of love, outreach and joy, I am beyond blessed to be in your midst. Holy Innocents’ shows Christ’s love in the world today through its involvement with families in need, its awareness and support of international needs for justice, its concern for the welfare of local children and refugees, and so much more.

Help us to continue this vital work. We ask that you consider taking a step up in faith and giving, asking God to reveal your part in our parish mission. May God inspire us to radical hospitality and awareness in this life that we may be encouraged to bring and share the best of ourselves through our pledges.

May the grace and peace of Christ be always with you and yours,

Caroline Carson

How to Give
Pledge Card
On October 27th our pledges will be blessed during the 9:30 service, followed by a Champagne Brunch in Maxie Hall.

Please return your pledge cards by 10/27 to our Finance Committee at your earliest convenience. All pledges are kept confidential.

Time & Talent
Fill out this survey to let us know how you can contribute help with services, support our youth, work on a mission/service project, or join a fundraising campaign.

Walk with us...
sharing the Love of the Holy Spirit

Financial Snapshot
Income, expenses and investment figures principally based on 2018 financial statements.

Note: The parish received a bequest of $50,800 in 2018 which is not listed in the income figures above.

* Approximately 32% of our Diocesan Pledge goes to mission outreach programs, scholarships, retirement medical and Jubilee, immigrant & refugee ministries, mission congregations, strategic initiatives, anti-racism, mission church, SCW,Tretyak Cathedral and sustainable development.
Walk with us...

in our Community of Faith

Your presence and commitment to Holy Innocents’ serves as the backbone of our parish life with Christ. It is your time and talent, coupled with your generous treasure, that gives us the opportunity to cultivate dynamic ministries. Through your dedication to service and mission, we respond to human needs locally and to the world around us.

Children go back to school equipped with supplies and backpacks and others have gracious smiles on their faces when they receive their holiday gifts; local families are sheltered, fed, and nurtured. Beyond our doors, nationally and internationally, your pledge dollars help to tackle poverty, illiteracy, racism, homelessness and injustices.

Holy Innocents’ is our spiritual home. It is where we gather and worship. We serve at the hub for fellowship opportunities, children’s ministries, community outreach and spiritual growth. Together, we baptize people of all ages, celebrate weddings and anniversary’s, pastor through hardships, and raise our brothers and sisters up at the end of their earthly lives. God gives Holy Innocents’ faithful bounty. It is our spiritual practice to give back in gratitude for what God gives us. It is in giving that we receive.”—St. Francis of Assisi

Holy Innocents’ does not presume that your past pledge will carry over to this year.

We need your completed, written pledge to ensure not only the continuation of our many ministries, but to enhance your personal Christian growth.

If you would like to discuss giving, Mother Caroline, Treasurer Larry Peacock or Stewardship Chair Pat Peacock are available to you.

Our Missions & Outreach Projects

National & International: Episcopal Relief & Development • Neifar Project • International Justice Mission • Operation Smile • Samaritan’s Purse

Local: Atlantic City Rescue Mission • Children’s Home Society of LI • Community Concerts and Dinners • Community Gardens • Family Promise of Ocean County • Hunger Foundation of Southern Ocean • St. Francis Community Food Pantry

Before making your pledge prayerfully consider:

• What God is doing in your life
• Your personal relationship with Jesus Christ
• What Holy Innocents’ means to you & your family, what Holy Innocents’ provides to the LBI community
• What does God is providing for your bounty and blessings and what you will return to Him

Holy Innocents’ Episcopal Church
Pearl & Martim Streets • Beach Haven • NJ • 08008
609-492-7571
www.bibeh.com
### Attitude of Gratitude...

#### A FINANCIAL & FAITH COMMITMENT FOR 2020

**Holy Innocents’ Episcopal Church Pledge Certificate**

Having prayed about this annual pledge to fund the mission of Holy Innocents’ with an attitude of Gratitude for all that God has given, please pledge can account to: **Name**

**Yearly**

- **Monthly**
- **Quarterly**
- **Half Annual**
- **Full Annual**

Please check as many boxes as you like.

<table>
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<tr>
<th>MONTHS</th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
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For MY 2020 RECORDS

- **Name**
- **Amount**
- **Address**
- **Phone**

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**Thank You for Your Commitment**

A financial statement will be mailed in December 2020.

Please mail your pledge and a signed envelope to the Finance Office at the Treasurer.

**Stewardship 2020**

**Walk With An Attitude of Gratitude**

Our purpose is to be responsible for us to be conscious of the needs of the world. Please consider how your gifts may be used in serving the world. Each of us is called to have a share in the mission of Holy Innocents. Please fill out this form and return it with your pledge or any part of your pledge.

Please fill out this form and return it with your pledge or any part of your pledge.

**Name**

**Email**

Please check as many boxes as you like.

<table>
<thead>
<tr>
<th>MONTHS</th>
<th>A</th>
<th>B</th>
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**Advent Goals**

- Help with Church Up
- Help with Church Operations
- Help with Church Operations
- Help with Church Operations

**Serve Others**

- Help with Church Operations
- Help with Church Operations
- Help with Church Operations
- Help with Church Operations

**Serve Yourself**

- Help with Church Operations
- Help with Church Operations
- Help with Church Operations
- Help with Church Operations

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**Kneel Under**

- Help with Church Operations
- Help with Church Operations
- Help with Church Operations
- Help with Church Operations

**Stand Up**

- Help with Church Operations
- Help with Church Operations
- Help with Church Operations
- Help with Church Operations

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**Take Action**

- Help with Church Operations
- Help with Church Operations
- Help with Church Operations
- Help with Church Operations

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**Pray**

- Help with Church Operations
- Help with Church Operations
- Help with Church Operations
- Help with Church Operations

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**Meditate**

- Help with Church Operations
- Help with Church Operations
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- Help with Church Operations

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**Practice**

- Help with Church Operations
- Help with Church Operations
- Help with Church Operations
- Help with Church Operations

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**Practice**

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- Help with Church Operations
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Our Gratitude Chain continues to grow. Here are some of the things our parish family is grateful for:

**SPIRITUAL**
- Creation of God, Ocean & the Reflection of His Power & Creativity
- Worship at the Beach • God • Faithful to Christ
- Inspiring Sermons • Ellen & Music Ministry
- Deacon's Ministry • Beautiful Worship
- Maggie & Sunday School

**INTANGIBLES**
- Peace & Tranquility • Forgiveness • Acceptance
- Kindness • Love • Unity & Faith • Comfort • Mercy
- Miracles • Redemption • Generosity

**GROUNDED**
- Playground • Clean Facilities • Our Church Building
- Beautiful Memorial Garden

**FEELINGS OF LOVE**
- Friends • Fellowship • Mutual Support • Lasting
- Friendships • Congregational Family • Choir Family
- Loving People • Sharing & Caring Community
- Family in God • Love of Jesus

Thank You!
Parish Spotlight:
St. David’s
Episcopal Church
Cranbury, NJ

Presented by:
Tena Achen
Stewardship Chair
St. David’s Stewardship 2021

Recruit Committee Now
• Service on Stewardship is spiritually rewarding
• What brought me to God in this place

Advance Stewardship in the calendar - September/October
• Easy to do since some/many of fall activities won’t take place
• Start planning now to allow enough time for conversation to develop

Theme?
• St. David’s In Community
  o There is no worship without an offering
    ▪ Call and Response

Delivering the message - letters, Stewardship minute, sermon, VISUALS
• Lesson learned from Habitat campaign (slide)
• Are you using a brochure? How to make it fresh?
• New ideas for visuals on the website, in weekly e-Blast, in monthly e-newsletter?

(Holistic Planning - Stewardship, Fundraising, Legacy, Outreach)
St. David’s Episcopal Church
Habitat for Humanity Outreach
We truly are one in Christ. We are all connected. We care for each other - we minister to each other. I’d like to take a minute to think about some of these ministries. I hope you’ll bear with me and play along.

If you are a church school teacher, would you please stand up. Would the children in church school stand. Would the parents who bring their kids to church stand up. The kids grow into J2A - would the teenagers and their leaders please stand up. Some of the teenagers are Acolytes and part of the formal worship service. So is the Altar guild - please stand. What would worship be without music - Choir, please stand. After the service, the choir recesses out and the Ushers - please stand - open the doors so we can go do the work God has given us to do. But before that, we go to coffee hour - anyone who has ever helped with that - stand, please. OK now there are people not standing but everyone has given time to St. David’s - perhaps you worked on the yard sale, or you serve on the Vestry, or you have taken a meal to someone who is sick, or you have been a knitter for the Seamen’s Institute, or maybe right now, all you can give is your presence on Sunday morning. That’s huge. So, everyone, stand up!

We give our time and we share our faith. We minister to each other and through that we have a very rich life in Christ. But it does take more than time and faith and prayer. It also takes money. The warmth of the St. David’s family is tremendous, but it won’t heat the building in January. The organist and choir director needs to be paid. The church school needs some supplies - not a ton - but they still cost money. And so it goes. Today, I’m just speaking about the ministries within St. David’s. Next week, our speaker will talk about St. David’s ministries to the world....
Several people have asked, *why should I make a pledge since I give to St. David’s whether I pledge or not?* That’s a good question.

When the pledges have been gathered in and totaled, then the Vestry knows how much it can allocate for St. David’s ministries in the coming year - how much to Outreach, Christian Formation, Pastoral care, Worship, Music, and our many other ministries. We don’t set a budget and then hope and pray that the collective pledges will cover the needs. Instead, we see what financial resources we have for carrying out God’s work. If we have more, we can do more. If we have less, we are forced to do less. That’s why pledging matters so much.

If you are able, please consider taking a step up in your giving this year. It’s easy to fall into the habit of just giving what you gave last year. I know - I’ve done that myself many times. But everything costs more every year. That’s inflation...
Stewardship Questions

Why are people hesitant to pledge?
• My gift would be too small.
• My financial circumstance are uncertain - what if I can’t pay my pledge?
• I don’t like talking about money, it makes me uncomfortable.
• I am not there every week - I’ll put money in the plate on the Sundays I am there.

Why pledge?
• There is no worship without an offering.
• My pledge is my offering to God - it is my commitment to God.
• God does not judge whether your gift is too small - he asks you to search your heart.
• Pledging enables the Vestry to plan. The Vestry builds its budget based on what has been pledged.
• If we have more, we can do more. If we have less, we will need to do less.

Who are the non-pledging but fairly consistent givers?
• Attend less frequently?
• Less committed to your parish?
• Just don’t like the idea of pledging - feel it locks them in or is unnecessary.

What is the message to this group of non-pledgers?
1. Define the goals of this year’s stewardship campaign
2. Decide on a schedule for planning activity this summer
3. Begin recruiting volunteers to assist with the Stewardship drive
4. Complete/refresh cash flow analysis and modify impact statement
5. Continue presenting needs to members online and over the phone
COMMENTS AND DISCUSSION

ccsfundraising.com
ednj@ccsfundraising.com
Delivering the Campaign Plan

1. **RAISE AWARENESS**
   - Announcement after services; weekly e-blasts; newsletters; letters or mailers (if appropriate).

2. **DEDICATE**
   - Depending on the scale of the campaign, this can be carried out as part of the service or a whole service can be centered around the campaign itself.

3. **FULFILL KEY PARTS**
   - Virtual events or activities; small in-person gatherings or one-on-one (virtual) visitations

4. **FOLLOW UP**
   - Pledges, promises or other expectations arising out of step 3 can be followed up at this point to optimize the outcome.

5. **THANKSGIVING**
   - Offer thanksgiving, principally for the congregation’s response to the stewardship campaign and also for the efforts put in by your volunteers and other members.
Delivering the Campaign Plan

1. RAISE AWARENESS
   - Announcement after services
   - Weekly e-blasts
   - Reflections
   - Request letters

2. DEDICATE
   - Sermon
   - Testimonials
   - Bulletin
   - Volunteers
   - Next Steps
Delivering the Campaign Plan

1. Defining Your Goals
2. Planning
3. Delivering the Plan
4. Reporting the Results

3. FULFILL KEY PARTS
   - Virtual events or activities
   - Small in-person gatherings
   - One-on-one (virtual) visitation
   - Ministry Minute
   - Drive activity toward Stewardship Sunday

EVENTS
- Small Group “House Parties”
- Ministry Minute
- Congregation-Wide Event
- Volunteer Activity
- Family-Friendly Education

Ministry Minute
- 8-12 parishioners
- One minute / 100 words
- Prompt question
- Advance prep
- Over the duration of timeline
Delivering the Campaign Plan

1. Defining Your Goals
2. Planning
3. Delivering the Plan
4. Reporting the Results

4. Follow Up
- Pledges secured on Commitment Sunday
- Follow-up to non-respondents
- LYBUNT letters
- Reporting initial results

Commitment Sunday
- The date by which everyone is asked to respond
- Make reminder calls
- Build up momentum
- Show progress
- Thank everyone

Tools: LYBNTY
“Last year but not this year”

Prioritize Follow Up:
Team – go after your lowest hanging fruit
Pastor – you need to ask why
Delivering the Campaign Plan

5 THANKSGIVING

• Offer thanksgiving, principally for the congregation’s response to the stewardship campaign and also for the efforts put in by your volunteers and other members.

We can never say “thank you” too often

• Handwritten note by Rector
• Letter from team right away
• Every quarterly statement
• Annual meeting
• Where else?

Celebrate!

• Share the results openly and often
• Don’t be afraid to make some happy noise!
• Every pledge, every dollar is a spiritual decision
It will take some time for responses to the stewardship campaign (time, talents, or financial) to be collated and the overall response calculated.

None the less, prompt collation and reporting (often good news) to the congregation and vestry should follow as soon as possible after the thanksgiving for the campaign (ideally within one month).

Thank you for your Stewardship of Trinity Church! Many thanks to all who have made their pledge commitment to Trinity Church for 2019! Through the prayerful generosity of more than 610 households, we have reached 90% of our pledge goal. Please check the list of those who have pledged in the Undercroft to ensure your name is correct.

If you haven't pledged yet, help our new rector, the Rev. Morgan Allen, begin his ministry with a fully funded budget.
The Core CCS Team

CHARLIE MICHAUD
Principal & Managing Director

ERIK KIERNAN
Corporate Vice President

EVELYN CHEN
Assistant Vice President
## Sample 90 Day Plan

<table>
<thead>
<tr>
<th>Activity</th>
<th>June</th>
<th>July</th>
<th>August</th>
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<tbody>
<tr>
<td></td>
<td>Week 1</td>
<td>Week 2</td>
<td>Week 3</td>
</tr>
<tr>
<td>Revise cash flow projections</td>
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<tr>
<td>Update messaging and priorities</td>
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<tr>
<td>Identify and train leaders/volunteers to drive activity</td>
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<tr>
<td>Continue personal calls to members / Convene team for regular updates</td>
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<tr>
<td>Fall Stewardship drive planning</td>
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<tr>
<td>Transition cancelled/postponed events into virtual events</td>
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<tr>
<td>Make decisions regarding Fall events</td>
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<tr>
<td>Share updates in e-blasts, newsletters and social media</td>
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<tr>
<td>Continue live-streaming services and encouraging on-line offerings</td>
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Stewardship, Stabilization, & Sustainability Plan Overview

- Articulate your congregation’s needs during this COVID-19 crisis and how members can provide support
- “Revenue is uncertain and mission-related expenses are up!”

- Identify and organize congregation contact information
- Create ‘tiers’ of families to ask for special support, beginning with the most likely and capable

- Create/expand virtual communities
- Make phone calls to members to encourage engagement and request support if appropriate
- Promote online giving methods

- Host weekly ‘report’ meetings for volunteers
- Provide regular updates on fundraising progress to motivate volunteers and givers