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*Igniting The Flame  
Of True Orthodox  
Christian  
Stewardship*

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Bill Marianes - [www.stewardshipcalling.com](http://www.stewardshipcalling.com) - 2014

“For everyone to whom much is given, from him much will be required.”  
Luke 12:48



# Part 2 Scriptural Definitions of Stewardship





**“But this I say, he who sows sparingly will also reap sparingly; and he who sows bountifully will also reap bountifully. *(2 Corinthians 9: 6-8)***

# Multiplying God's Gifts



- ~ “Jesus said, ‘... you give them something to eat.’
- ~ They said to him, ‘We have only five loaves here and two fish.’
- ~ And He said, ‘Bring them here to me.’
- ~ All ate and were satisfied. And they took up twelve baskets full of the broken pieces left over.
- ~ And those who ate were about five thousand men, besides women and children.”

*(Matthew 14:14-22)*



# Multiplying God's Gifts



- ~ Christ first challenged the Disciples to feed the people (“**you** give them something to eat”)
- ~ Christ said bring what you have to me and I will multiply it (“Bring them here to me”)
- ~ They started with a few items and ended up with extra (“12 baskets full of the broken pieces left over”)
- ~ And they fed 10,000+ (“those who ate were about five thousand men, besides women and children”)



**“For everyone to whom much is given, from him much will be required; and to whom much has been committed, of him they will ask the more.”**

*(Luke 12:48)*

**“Every man shall give as he is able, according to the blessings the Lord your God gave you.”**

*(Deuteronomy 16:17)*

**Message:**

Proportional giving



**“On the first day of the week (i.e., Sunday) let each one of you lay something aside, storing up as he may prosper ....I will send... your gift to Jerusalem”** (i.e., the Church center at that time) *(1 Corinthians 16:2-3)*

*Message:*

Weekly giving

Proportional giving

Giving for the work of the Church



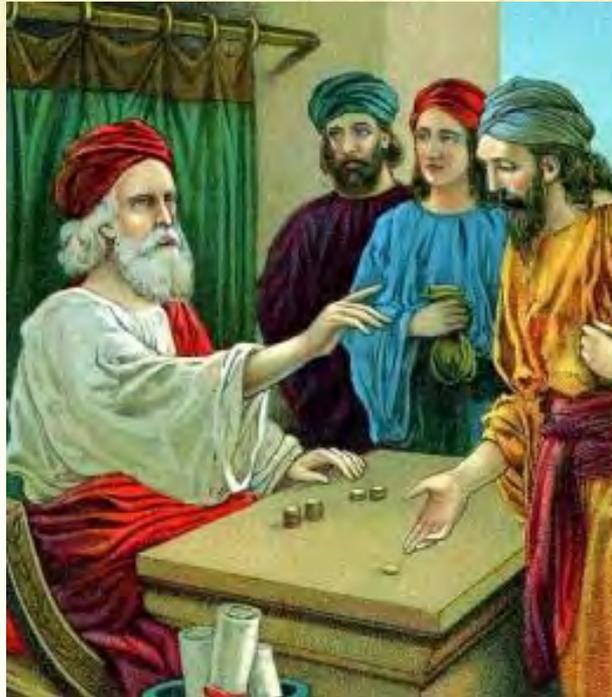
**“Command those who are rich... not to be haughty, nor to trust in uncertain riches... Let them do good, that they be rich in good works, ready to give, willing to share, storing up for themselves a good foundation for the time to come, that they may lay hold on eternal life.”** *(1 Timothy 6:17-19)*

*Message:*

Basis for link between stewardship, spiritual growth and ultimately salvation



# The Parable of the Talents



**“Well done, good and faithful servant; you have been faithful over a little, I will set you over much.”**

*(Matthew 25:14-30)*



**“So let each one give as he purposes in his heart, not grudgingly or of necessity; for God loves a cheerful giver.”**

*(2 Corinthians 9:7)*

*Message:*

A willing and joyful attitude with regards to stewardship



**Scripture Discusses  
Money Frequently  
(i.e., it's OK to ask  
for money for God's  
house and Christ's  
church)**



# Matthew 19:16-26



The question asked our Lord was: “What good deed must I do to have eternal life?”

After mentioning not killing, committing adultery, stealing or bearing false witness, and of course definitely loving one’s mother, father and neighbor, our Lord clearly says:

*“If you would be perfect, go, sell what you possess and give to the poor, and you will have treasure in heaven; and come follow me.”*

Are you prepared to go ALL IN?



**“Where your treasure is, there  
your heart will be also.”**

*(Matthew 6:21)*



**You might say to yourself, “I am rich because of my own power and strength,” but remember the Lord your God! It is he who gives you the power to become rich...**

Deuteronomy 8: 17-18



# Luke 16:11



**“And if you are untrustworthy about worldly wealth,**



**...who will trust you with the true riches of heaven?”**





# A Reflection on Christian Stewardship<sup>1</sup>



**“Do I possess the house in which I live? No, it is only on loan to me from God while I remain in that place.**

**Do I possess the clothes I wear? No, they are on loan to me until they wear out, or until I give them away to someone in greater need.**

**Do I possess this body that you see before you? No, it was lent to me by God when I was born, and he will take it back when I die.**

**Do I possess the mind that is composing the words that I speak? No, that too was lent by God at my birth and will go when I die.”**

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<sup>1</sup> St John Chrysostom from *On Living Simply: The Golden Voice of John Chrysostom*



# A Reflection on Christian Stewardship<sup>1</sup>



**“So do I possess anything?**

Yes, I possess the virtues which during my life have grown and flourished within my soul.

**Inasmuch as I have grown in faith, I possess faith. Inasmuch as I have grown in gentleness, I possess gentleness.**

These things are immortal; they are divine gifts which God will not take away, because He wants heaven itself to be filled with virtue.

**And, of course, I possess my soul, in which these virtues have their roots.”**

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<sup>1</sup> St John Chrysostom from *On Living Simply: The Golden Voice of John Chrysostom*



# Bill's Stewardship Definition

**“Stewardship is what  
you do with all of  
the gifts God gave  
you.”**





# **Christian Stewardship Is A Way Of Life<sup>1</sup>**

- ~ Stewardship is caring for the needs of others**
- ~ Stewardship is offering one's self to God as He offered Himself to us**
- ~ Stewardship is what a person does after saying "I believe..." as proof of that belief**

<sup>1</sup> Oriented Leadership – Williams and McKibben



# **Primary Purpose Of Stewardship**

- ~ To promote the spiritual growth of the Stewards and help them develop and practice their faith**
- ~ Not to finance the local Parish which is a secondary purpose at best**



**Thus Stewardship  
is directed toward the  
inner person, NOT  
toward an outer -  
oriented activity**



**Merely writing a check  
doesn't make you a  
steward,**



**...any more than just  
standing in your garage doesn't  
make you a car.**





**What do you  
expect to be  
true of a  
Parish that is  
fully meeting  
its mission?**



# **What Is True Of A Parish That Is Fully Meeting Its Mission?**



- ~ Excellent attendance and participation in sacraments**
- ~ Active/enthusiastic participation in activities, functions and extensive ministries**
- ~ Enthusiastically volunteer time and talents**
- ~ Generous donations**
- ~ Spiritual and numerical growth**
- ~ The Parish emulates the kingdom of God, a culture overflowing with joy, peace and love**



# Part 3 The Three Key Stewardship Principles





W<sup>2</sup>





# W<sup>2</sup>



**People who are asked to give of their time before they are asked to donate money ultimately give more money to the charity (49% more ~ (\$36.44 rather than \$24.46))<sup>1</sup>**

**“...the likelihood of giving money to an organization is affected by an individual’s involvement with the organization as a volunteer... The amount of time spent volunteering is positively correlated with the amount of money that is given by individuals.”  
(Those who actively practiced a religion donated 92% more to charitable causes.)<sup>2</sup>**

**“...church involvement is the strongest single predictor of giving.”<sup>3</sup>**

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<sup>1</sup> *The Happiness of Giving: The Time-Ask Effect (May 1, 2008)* – Center for Responsible Business - University of California, Berkley (Wendy Liu & Jennifer Aaker) *Ask Donors First To Volunteer (June 9, 2008)* – University of California, Berkley

<sup>2</sup> *Helping Out: A National Survey of Volunteering and Charitable Giving (2006-07)* - Institute for Volunteering Research, London, England

<sup>3</sup> *More Money, More Ministry*, Dean R. Hoge and Mark A. Knoll (Eerdmans, 2000)



# The Mob Was Wrong





# The Mob Was Wrong



**“Personal solicitation has an effect on both the decision to make a gift and the average size of the gift...” “...individuals are more likely to donate when asked by those who are similar to them”<sup>1</sup>**

**“...the method of direct contact may be as important as just contact...higher levels of contributions involve a personal contact by a previously known individual.”<sup>2</sup>**

**“...solicitations to contribute are more often successful when they are made by a person with a stronger relationship to the potential donor or volunteer because a refusal to contribute will endanger the relationship with the solicitor.”<sup>3</sup>**

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<sup>1</sup> *Brother, Can You Spare a Dime? Peer Effects in Charitable Solicitations (March, 2009)* Jonathan Meer- Stanford University

<sup>2</sup> Schervish, Paul and John Havens. “*Social Participation and Charitable Giving: A Multivariate Analysis.*” *Voluntas: International Journal of Voluntary and Nonprofit Organizations*. Vol. 8, No. 3. September 1997, p.235-260

<sup>3</sup> Bekkers, René. “*Giving and Volunteering in the Netherlands: Sociological and Psychological Perspectives.*” Dissertation, Universiteit Utrecht, September 2004



**P.P.S.**

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# P.P.S.



- ~ **Priest / Parish Board / Stewardship and Other Ministries Leaders all must completely ‘buy-in’ and be on the same page and are responsible for overall leadership**
- ~ **ALL must ACTIVELY participate**
- ~ **Parish Assembly - Synod approves the stewardship ministry – results in the “buy-in” of the parish and is a part of the education program**



# **Ingredients Of Effective Stewardship Ministry**



## **Role of Church Leaders**

- ~ Hand picked community “servant leaders” who ALL must lead by example (e.g., be among the first stewards who are actively engaged and give sacrificially**
- ~ The Priest can not do it all , but he can be extremely effective with particular stewards with whom he has an outstanding personal relationship**



# **How Did The Greatest Steward Solicit**



- ~ Christ taught us about stewardship in everything He did and constantly practiced stewardship**
  - + *The crowd was fed with the fishes and the loaves***
  - + *Washed the feet and first offered His body and blood to His disciples***
  - + *Cured the sick and blind***
  - + *Practiced stewardship as He continuously served the people around Him***



# How Did The Greatest Steward Solicit





# How Did The Greatest Steward Solicit



- "**Zacchaeus, come down immediately. I must stay at your house today.**" (Christ makes a personal visitation goes to Zacchaeus' house)
- Zacchaeus: **"I give half my belongings, Lord, to the poor. If I have defrauded anyone in the least, I pay him back fourfold."**
- **"Today salvation has come to this house... For the Son of Man came to seek and to save what was lost."**
- How many stewardship or other emails / text messages / letters did our Lord send?



# **Ingredients Of Effective Stewardship Ministry**



*Personal, in-home visitations are absolutely and unequivocally the most effective (nothing else is even close)*

**If you don't remember anything else from today, please remember that to have a true and successful stewardship ministry you MUST visit with EVERY parishioner in a HOME**

(Reverend Ike - the mob was wrong)



# The Mob Was Wrong



“

It's never just  
business,  
and it's always  
personal.

”





# **Ingredients Of Effective Stewardship Ministry**



**Personal, in-home visitations are most effective**

~ Study after study shows that mail only (“pen pal”) campaigns are easy but not real stewardship programs and rarely get a good or different result

*(insanity is doing the same thing over and over again and expecting a different result)*



# Ingredients Of Effective Stewardship Ministry



Why are the following successful?

1. door to door salesmen



2. the Salvation Army bell ringers



3. Hare Krishna



4. Tupperware parties

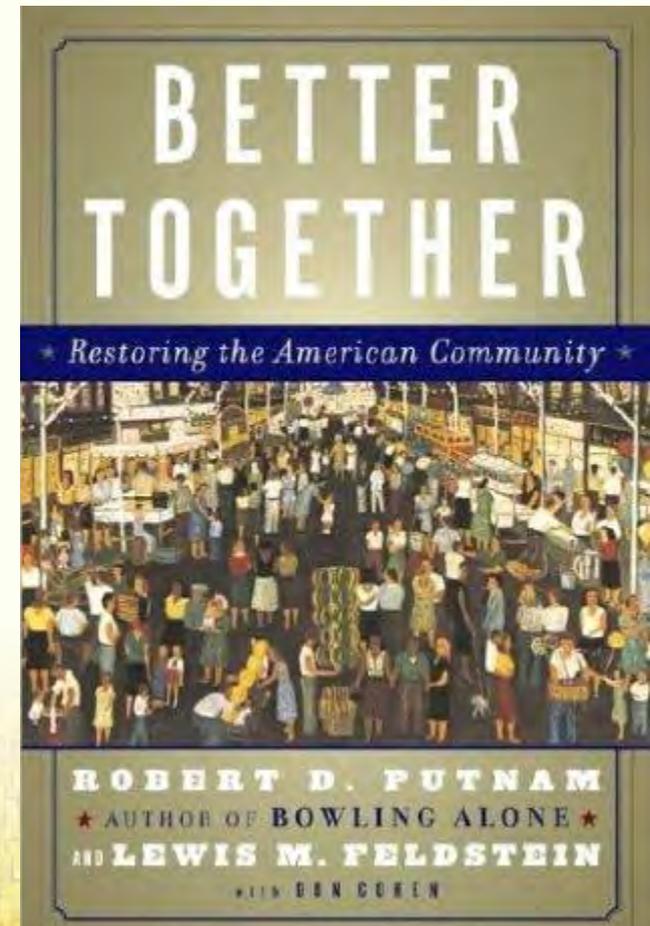
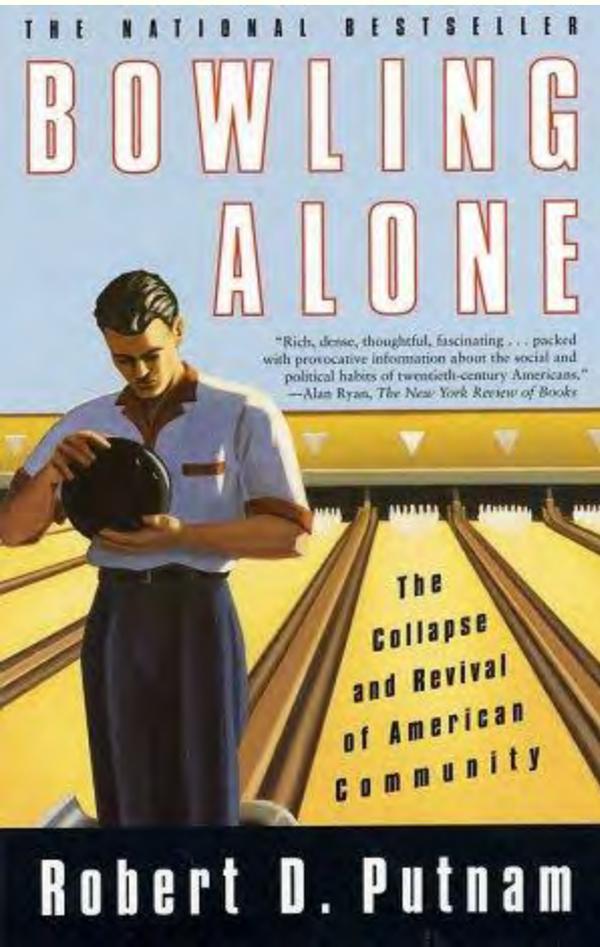




# “Social Capital”



A key to a growing Parish is to increase “social capital.”





## Part 4

# How to Reach Out (The RO in RO-E)





# **Ingredients Of Effective Stewardship Ministry**

## **Plan A Personal in-home gatherings**

~ Each steward is visited in a home by an Ambassador

### **ONE YEAR PROGRAM (most parishes)**

~ Each Year = visit all existing stewards

### **TWO YEAR PROGRAM (large parishes)**

~ Year 1 = visit all existing stewards

~ Year 2 = visit non-pledging parishioners

### **THREE YEAR PROGRAM (mega parishes)**

~ Year 1 = visit top 50% of existing stewards

~ Year 2 = visit other 50% of existing stewards

~ Year 3 = visit non-pledging parishioners



# **Ingredients Of Effective Stewardship Ministry**

## **Plan B *Small group in-home gatherings***

- ~ More effective than mailings but less effective than personal visitations**
- ~ Up to 10 – 20 individuals in a home**
- ~ By invitation; preferably “formal”**
- ~ Include testimonials**
- ~ Telephone thank you / follow-up**



# wHoly Engaged

# 9-Step Process



9 Follow Up

8 Home Visitations

7 Ambassadors Select Stewards

6 Train Ambassadors

5 Recruit Ambassadors

4 Ministry Handbook and Stewardship Materials

3 Council of Ministries

2 Mission-Vision-Strategic Objectives

1 P.P.S. Consensus

Interpersonal Steps

Foundational Steps



# **The wHoly-Engaged Personal Visitation Program**



- STEP 1**      Priest, Parish Board, Stewardship and Ministry Leaders reach consensus about your stewardship strategy (PPS)
- STEP 2**      Reach consensus on the Parish's mission, vision and strategic objectives  
**Strategic Planning** (see Appendix Part 7)
- STEP 3**      Organize your Council of Ministries
- STEP 4**      Prepare your Ministries Handbook and Stewardship materials and revised Stewardship Commitment Form



# The wHoly-Engaged Personal Visitation Program



- STEP 5** Recruit your Stewardship Ambassadors (including all PPS and other leaders)
- STEP 6** Train your Stewardship Ambassadors using these Igniting The Flame of True Christian Stewardship materials, teach your mission, vision and ministries
- STEP 7** Ambassadors select the Stewards they will visit based on commonality (the mob was wrong)
- STEP 8** Ambassadors call and schedule 15-30 minute in-home visitation focusing on engagement in ministries ( $W^2$ )
- STEP 9** Ambassadors follow up every two weeks until stewardship commitment forms are submitted to the Parish administrator



# The wHoly-Engaged Personal Visitation Program



## Personal, in-home visitations agenda

- ~ Begin with a personal prayer of thanksgiving and thank them for their time (the mob was wrong)
- ~ Discuss things in the parish of common interest and establish rapport (**e.g., the top 3 things they like about parish**) (W<sup>2</sup>)
- ~ Share the vision and ministries of the parish (PPS)
- ~ Listen to their comments and concerns
- ~ Answer the questions/objections you can and get back to them later with answers you have to research
- ~ Review the Ministry handbook and stewardship commitment form and explain that you will follow up every 2 weeks until the church receives their completed stewardship commitment forms
- ~ Thank them and end with a prayer



# **The wHoly-Engaged Group Visitation Program**



- STEP 1** Priest, Parish Board, Stewardship and Ministry Leaders reach consensus about your stewardship strategy (PPS)
- STEP 2** Reach consensus on the Parish's mission, vision and strategic objectives  
**Strategic Planning** (see Appendix Part 7)
- STEP 3** Organize your Council of Ministries
- STEP 4** Prepare your Ministries Handbook and Stewardship materials and revised Stewardship Commitment Form



# The wHoly-Engaged Group Visitation Program



- STEP 5** Recruit your Stewardship Ambassador Host Teams (including all PPS and other leaders)
- STEP 6** Train your Stewardship Ambassador Teams using these Igniting The Flame of True Christian Stewardship materials, teach your mission, vision and ministries
- STEP 7** Ambassador Teams pick Stewards to invite to their house based on commonality (the mob was wrong)
- STEP 8** Ambassador Teams select strategic “testimonial” presenters and invite Steward couples for a group dinner focusing on engagement in ministries (W<sup>2</sup>)
- STEP 9** Ambassadors Teams follow up every two weeks until stewardship commitment forms are submitted to the Parish administrator



# **The wHoly-Engaged Group Visitation Program**



- ~ Part 1 (15 min) – opening prayer, welcome and ice breaker
- ~ Part 2 (45 min) - dinner and fellowship
- ~ Part 3 (30 min)
  - the Scriptural foundation of stewardship
  - the vision of the parish
  - the ministries of the parish
  - 2 or 3 testimonials
  - the stewardship materials (ministry handbook, stewardship commitment form, etc.)
  - explanation of the process and next steps
- ~ Part 4 (15 min) – questions and answers and closing prayer



# wHoly Engaged

# 9-Step Process



9 Follow Up

8 Home Visitations

7 Ambassadors Select Stewards

6 Train Ambassadors

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Interpersonal Steps

Foundational Steps



# **Is It Too Late For Us To Do This?**



***“The best time to  
plant a tree was 20  
years ago.***

***The second best  
time is today.”***

*Old Chinese Proverb*

