

Igniting the Flame of True Christian Stewardship









"For everyone to whom much is given, from him much will be required."

Luke 12:48



Bill Marianes

www.stewardshipcalling.com

Bill@stewardshipcalling.com







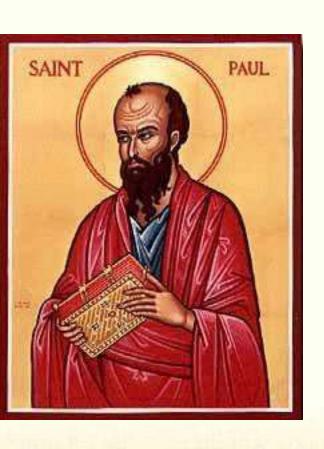
WHY Are You Here?



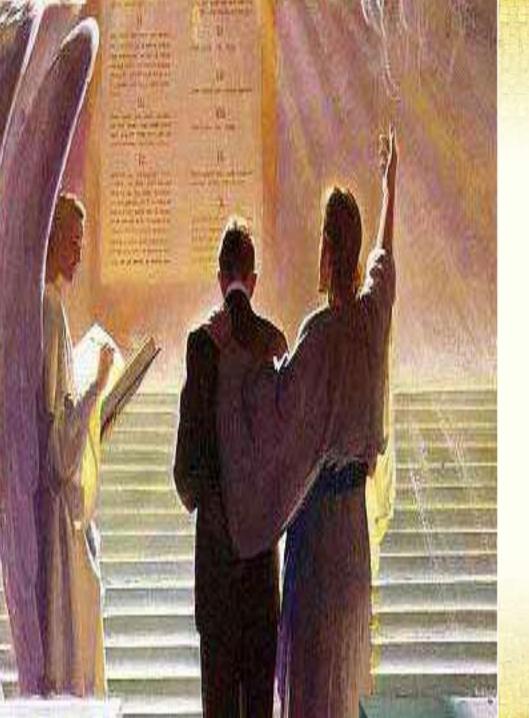


You Have Been Called





"...I beg you to lead a life worthy of the calling to which you have been called..."



"That the end of our lives may be Christian, without pain, blameless and peaceful, and for a **GOOD ACCOUNT BEFORE THE AWESOME JUDGMENT** SEAT OF **CHRIST**"



Metropolitan Tikhon





Of What Life Do We Speak?

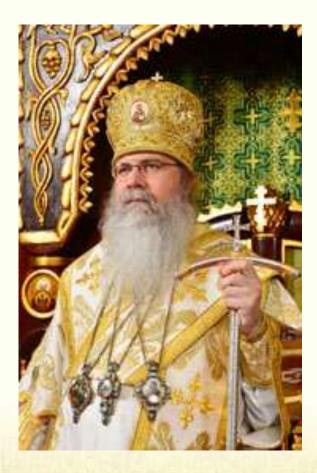
Four Pillars for the Fulfillment of the Apostolic Work of the Church

~Pillar 2: Stewardship



Metropolitan Tikhon





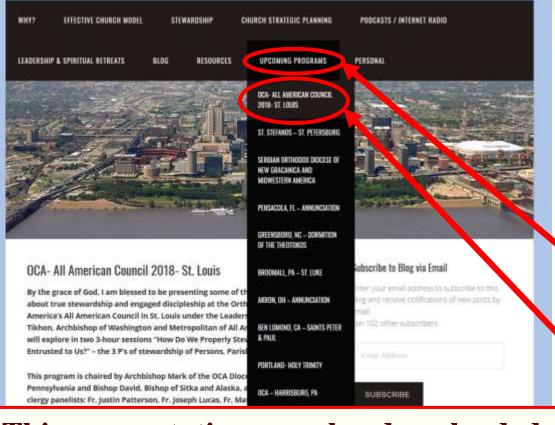
Of What Life Do We Speak?

Stewardship of the 3 P's

- ~ Persons
- ~ Parishes
- ~ Planet

Your Always Free Parish Resource

Stewardship Calling What are you doing with all of the gifts God has given you?



www.stewardship calling.com

This presentation can be downloaded under the Upcoming Programs tab and OCA- All American Council 2018 - St. Louis page at: http://stewardshipcalling.com/oca-american-council-2018-st-louis/

Send questions to: Bill@stewardshipcalling.com

A journey ...

... of over 290,000+ míles

... over 11+ years

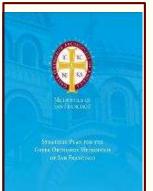
...presenting to well over 500+ Orthodox parishes

Cities Recently Hosting Igniting The Flame or <u>Effective Church Model Programs</u>

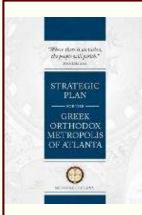


Stewardship Calling Proven Strategic Planning Process

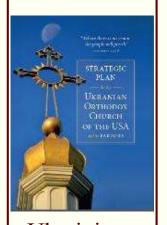
I have been blessed to complete strategic plans covering over 20% of Orthodox Christians in America



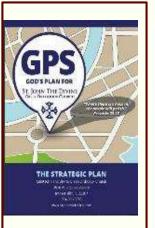
GOA
Metropolis
of San
Francisco
(7 Western
States)



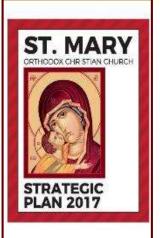
GOA
Metropolis
of Atlanta
(8
Southeastern
States)



Ukrainian
Orthodox
Church of
the USA
(entire
USA)



St John The Divine (Jacksonville FL)



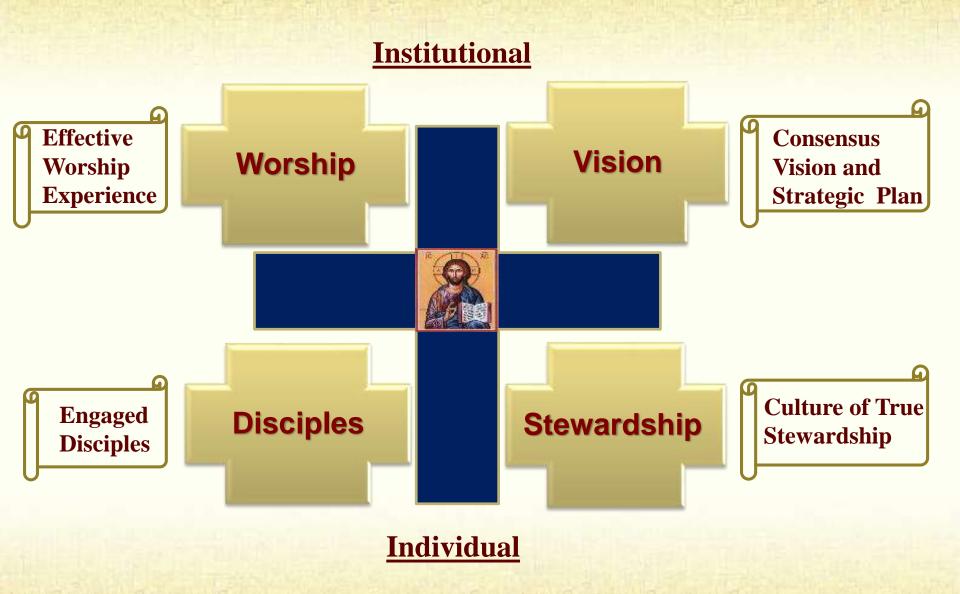
St Mary (Wichita, KS)



St John The Baptist (Beaverton, OR)

Coming soon: GOA Metropolis of Chicago (5 Midwestern States); The Annunciation Cathedral (Atlanta, GA) and Orthodox Christian Prison Ministry

Stewardship Calling Effective Church Model





Your Always Free Parish Resource



www.stewardshipcalling.com







The Stewardship Calling Model of the 4 Kinds of Orthodox Christians in **American Orthodox** Churches in 2018





Passion for the Faith

Intentional Cradle Orthodox Intentional Orthodox Convert

Incidental Cradle Orthodox Incidental Orthodox Convert

Accident of Birth

Born Orthodox





Passion for the Faith

Intentional Cradle Orthodox Intentional Orthodox Convert

Incidental Cradle Orthodox

Incidental Orthodox Convert

Every Cradle Orthodox Enters here

Accident of Birth

Born Orthodox





Fewer Cradle
Orthodox
move here

Passion for the Faith

Intentional Cradle Orthodox

Intentional Orthodox Convert

Incidental Cradle Orthodox

Incidental Orthodox Convert

Accident of Birth

Born Orthodox





Passion for the Faith

Intentional Cradle Orthodox

Intentional Orthodox Convert

Incidental Cradle Orthodox Incidental Orthodox Convert Nominal | Convert | Orthodox | enter here

Accident of Birth

Born Orthodox





Passion for the Faith

Intentional Cradle Orthodox

Incidental

Cradle

Orthodox

Intentional Orthodox Convert

Incidental Orthodox

Convert

True
Convert
Orthodox
Seekers
end up
here

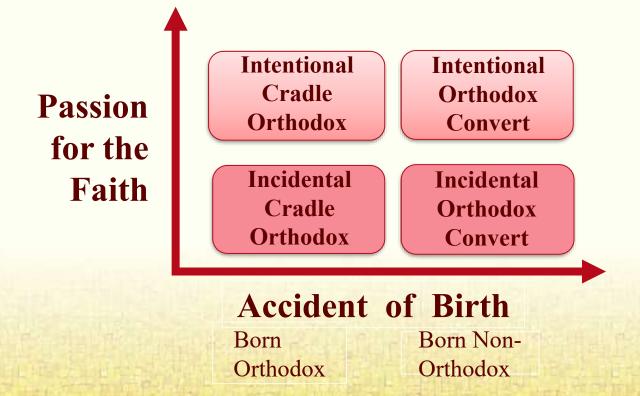
Accident of Birth

Born Orthodox





~ You need different strategies for each of the 4 categories of Orthodox Christians





What Is Our Biggest Challenge?



$$\Delta S = S_f - S_i = \int \frac{dq_{rev}}{T}$$

$$\Delta S = \frac{q_{rev}}{T}$$

- Entropy
- Everything in the universe eventually moves from order to disorder (entropy measures that change)
- If you don't make positive changes you will get negative changes





"Leaders of a Church will either be risk takers, caretakers or undertakers."



Pastor Rick Warren



The one comprehensive solution to many of your challenges is:



ENGAGEMENT





Christ's Messages of Engagement



Christ's Great Commandment

"That you <u>love</u> one another; as I have loved you"

John 13:34



Christ's Great Commission

"Go therefore and make disciples of all the nations"

Matthew 28:19

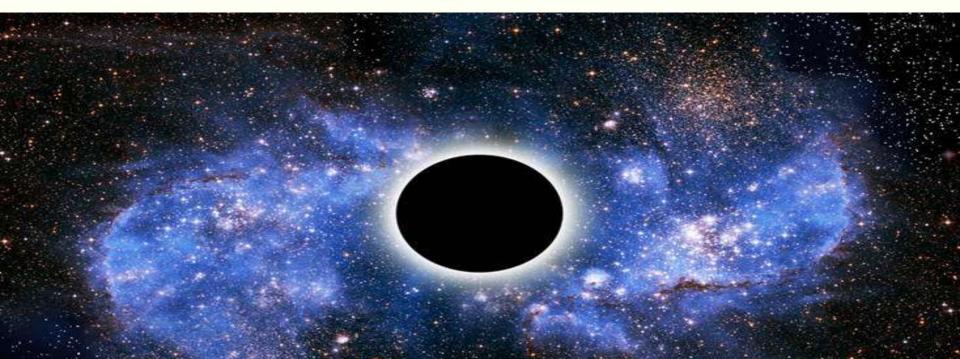
Christ's Good Samaritan Charitable Instructions

"Go and do likewise"

Luke 10:37



How Is Our World Changing?





We are living in exponential times...

... the speed of change is unimaginable and accelerating

'The following is based on the pioneering YouTube video "Did You Know?" (with certain updated statistics).

Did You Know? is licensed by Karl Fisch, Scott McLeod, and XPLANE under a Creative Commons Attribution Non-Commercial Share-Alike license. You are free to copy, distribute, remix and transmit the presentation as long as you give proper attribution to the original creators and share the resulting work under the same license. You may not use Did You Know? for commercial purposes without permission from the creators. (Selected statistics have been updated, as much as reasonably possible, from available sources.)

Years it took to reach 50 million users:

Telephone - 75 years



Radio - 38 years



TV - 13 years



Internet - 4 years



Google Plus - 88 days



Angry Birds - 35 days



Pokémon GO - 19 days



Modern Smart phones have much more computing power than the Apollo mission computers N.A.S.A. used to go to the moon in the 1960s.



We are living in exponential times...

60 hours of video are uploaded to You when every minute

1 hour of video is uploaded to You Tube every second

We are living in exponential times...

facebook started almost 15 years ago in October 2003.

It now has over 2.2 Billion active monthly users.

It is has over <u>1.4 Billion</u> active <u>daily</u> users.

If Facebook were a country...



...it would be the 2nd largest country in the world

... behind only China.

Slightly larger than India and 5.5 times bigger than the U.S.



Email Facts



2.76 Billion email users worldwide

225 Billion daily worldwide emails

1 Billion+ Gmail accounts globally

61% of all email is treated as SPAM

We are living in exponential times...

In 2014 in the <u>U.S. alone</u> there were an estimated 8.5 BILLION text messages...

... PER DAY



~ 97% of American adults text.



~ Text messages have a 98% open rate versus only 20% for email.

~ 95% of all text messages are read in under 3 minutes.



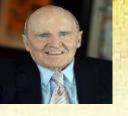
1 out of 8 couples married in the U.S. in 2005...

...met online

By 2013, 1 out of 3 couples in the U.S. met online

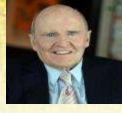
We are living in exponential times...

So what does all this mean for your Parish and parishioners?



Jack Welch

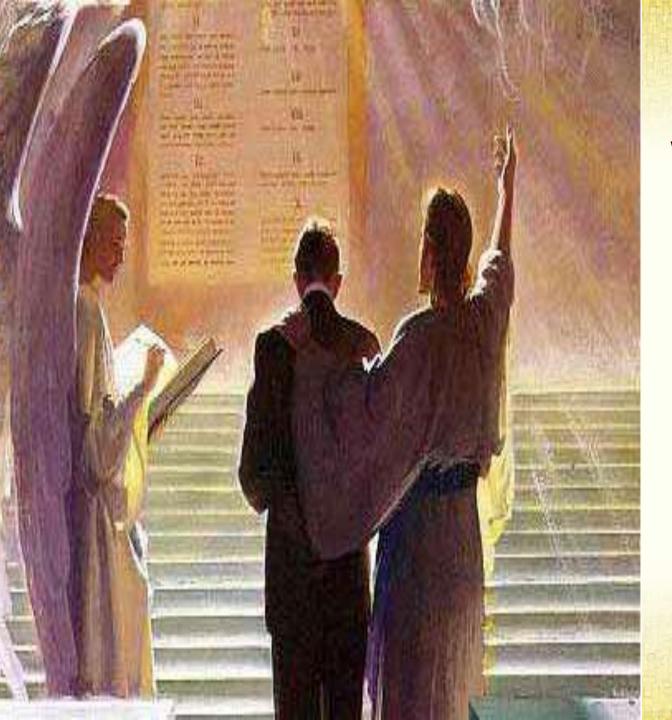
Chairman & CEO - General Electric



"If the rate of change on the outside exceeds the rate of change on the inside, the end is near."

"Change before you have to."





So how are we doing at creating:

"a good account before the awesome judgment seat of Christ"?





Selected "Spirituality" Challenge Facts





We Lost Our Adults



~ 47% of adults who were raised in the Orthodox Church have left the Church¹



We Can "Kiss Our Youth Goodbye"



~ Millennials (aged 18-29) are almost 2.3 times more likely than their adult parents to be unaffiliated with the Church²



Church Attendance Data



- ~ Only 26% of all American Orthodox Church adherents attend church services on a regularly weekly basis.¹
- ~ Our minds wander and we are distracted on average approximately 70% 80% of the time during Orthodox church services (excluding the sermon/homily)²

¹ <u>Eight Facts about Church Attendance in US Orthodox Christian Churches (2010)</u> Alexei Krindatch, Research Coordinator Assembly of Canonical Orthodox Bishops of North and Central America.

² Personal survey data acquired from interviews of hundreds of Orthodox Christians by Facilitator Bill Marianes





Selected "Income" Financial Stewardship Challenge Facts





The Giving Facts



~People are giving a lower percentage of income to churches in the 2000's than they did either during the Great Depression or the 1920's

~ 37% of church goers give \$0 to the church

¹ Christian Stewardship Association; Barna Research Group; Empty Tomb; Giving USA Foundation

Percentage of each group making... Less than \$30,000-\$100,000+ \$50,000-\$75,000-530,000 \$49.999 \$74.999 599.999 18% Total U.S. Population 31% 22% 17% 13% Hindu 12. Jewish Orthodox Buddhist Mainline Protestant Churches Mormon Unaffiliated Catholic Evangelical Protestant Churches Muslim* Jehovah's Witness Historically Black Protestant Churches



U.S. Christian Charitable PER PERSON Giving Statistics¹



Group	<u>\$</u>		
U.S. Christian average =	\$880		
U.S. Evangelical Protestant	\$1,165		
average =			
Average GOA Parishioner =	\$275		

¹ All numbers are <u>per person</u> (not per family) - per year direct financial stewardship contributions





Selected "Numbers" Challenge Facts



Orthodox Christian Churches in the USA¹

	Ortho #1	Ortho % ²
1. Greek Orthodox Archdiocese of America	476,900	58.8%
2. Orthodox Church in America	84,900	10.4%
3. Antiochian Orthodox Christian Archdiocese	74,600	9.1%
4. Serbian Orthodox Church in North America	68,800	8.4%
5. Russian Orthodox Church Outside of Russia	27,700	3.4%
6. Ukrainian Orthodox Church of the USA	22,400	2.7%
7. Patriarchal Parishes of the Moscow Patriarchate	e 12,400	1.3%
8. Romanian Orthodox Archdiocese	11,200	1.4%
American Carpatho Russian Orthodox Diocese 10,400		1.3%
10. Vicariate for the Palestinian / Jordanian		
Orthodox Christian Communities	6,800	.08%
Top 10 Orthodox Jurisdictions Total ² =	796,100	97.2%

15 ORTHODOX JURISDICTIONS TOTAL² = 815,951

100%

US Christians = 227,590,000 15 Orthodox = 0.36% OCA = 0.0037%

¹ <u>2010</u> Atlas of American Orthodox Christian Churches, Assembly of Canonical Orthodox Bishops ²These are the 15 Jurisdictions in communion and does not include the 226,349 Oriental Orthodox

OCA Reported Census Data (2015-2017)¹

	2017	2016	2015	#Δ'16 to 17	% Δ '16 to '17	#Δ'15 to 17	% Δ '15 to '17
Membership	60,498	50,502	44,546	9,996	20%	15,952	36%
Baptisms	2,064	2,221	1,310	-157	-7%	754	58%
Chrismations	541	571	579	-30	-5%	-38	-7%
Weddings	405	367	317	38	10%	88	28%
Funerals	1,003	973	887	30	3%	116	13%
Net Adds	1602	1819	1002) -217	-12%	600	60%

¹ OCA Official census reports (difference between 84,900 members reported in 2010 Atlas of American Orthodox Christian Churches, Assembly of Canonical Orthodox Bishops to be reviewed ✓ Net Adds = (Baptisms + Chrismations – Funerals)

This Is How We Want To Solve Our Church's Challenges





This Is What Christ Said Is The Answer



"The Lord said... he who does not take his cross and follow Me is not worthy of Me..."



Matthew 10:38



Metropolitan Tikhon





Of What Life Do We Speak?

Stewardship of the 3 P's

- ~ Persons
- ~ Parishes
- ~ Planet



Metropolitan Tikhon





Of What Life Do We Speak?

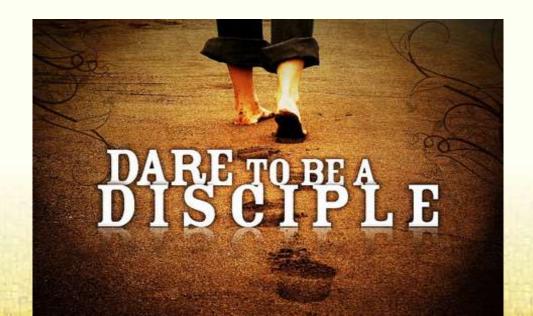
Stewardship of the 3 P's

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Engaged Discipleship





Today's Key Message



Nothing in your life will be optimized until you are an Engaged Disciple of Jesus Christ



Today's Key Message



Nothing in your Parish or our Planet will be optimized until we have many more Engaged Disciples of Jesus Christ

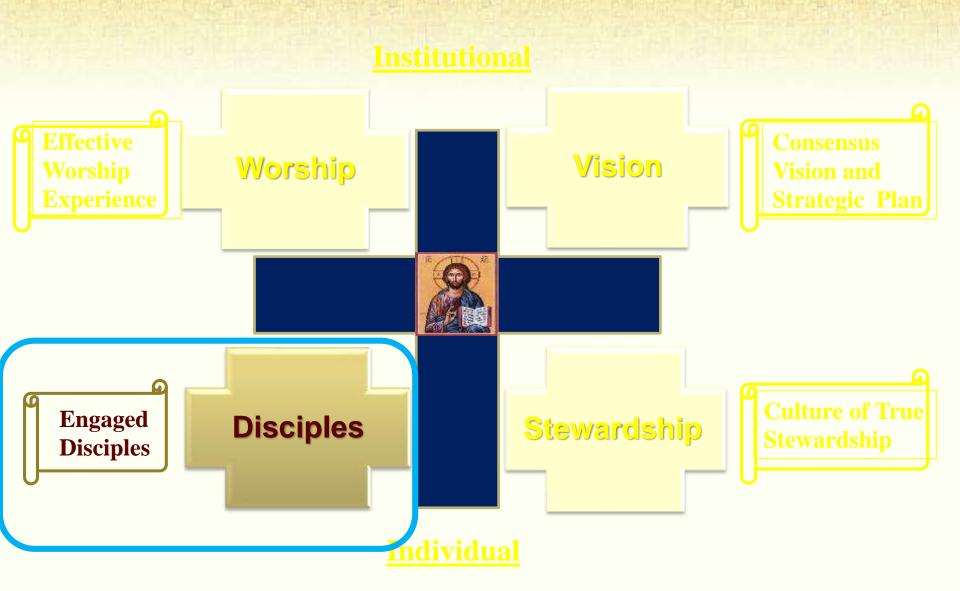


BIG Today's Big Question BIG OUESTION



How many **Engaged Disciples** of Jesus Christ have you made?

Stewardship Calling Effective Church Model



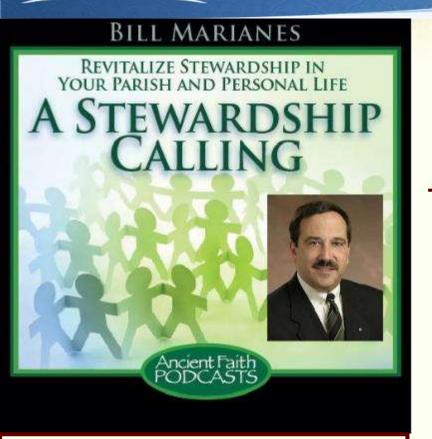


7 Engaged Disciples Practices



- 1. Spiritual education
- 2. Living in H. D. (being a Hero and Disciple)
- 3. Discovery of Stewardship Calling
- 4. Prayer
- 5. Small Groups
- 6. Orthodox Leadership Development
- 7. Youth discipleship

Ancient Faith Ministries



7 Steps To Creating Engaged Disciples

How to Create Engaged Disciples

http://stewardship calling.com/intern et-radio/ Sunday January 29, 2017



7 Engaged Disciples Practices



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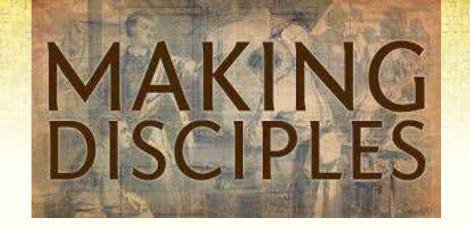


What Does It Mean To Be A Disciple?











What Instructions Did Jesus Christ Give His Disciples?



Christ's Great Commission



"Go therefore and make disciples of all the nations"

Matthew 28:19



Christ's Great Commission Instructions



"... and you shall be witnesses to Me in Jerusalem, and in all of Judea and Samaria, and to the end of the earth."







Your Great Commission Map







SAMARIA

Jerusalem •

the Ends of the Earth Nazareth .

Sychar

Jericho

Samaria is only about 35 miles North of Jerusalem

St. Louis is only about 6,437 miles West of Jerusalem



A Provocative Thought About Your Personal Jerusalem



> What if <u>YOUR</u> Jerusalem is wherever <u>YOU</u> are?

> How are YOU doing at making Disciples in

YOUR Jerusalem?



Work

Friends





Family

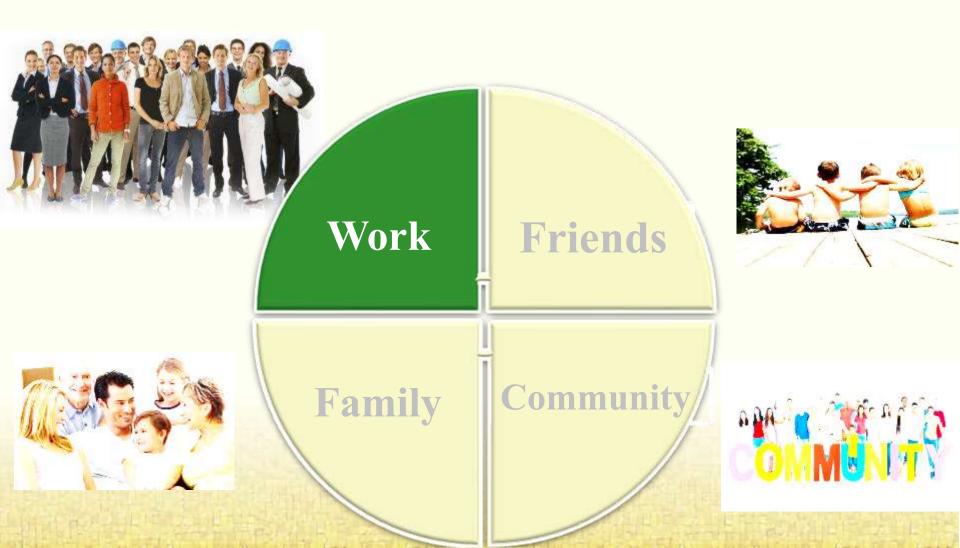
Community





A Provocative Thought About Your WORK Jerusalem







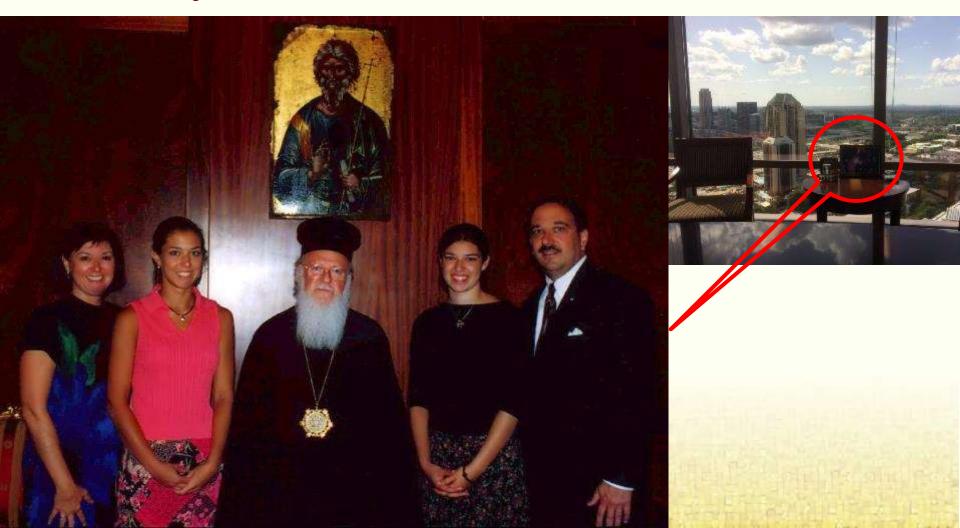


(the parable of the first among sinners' time as a Global Law Firm Office Managing Partner)





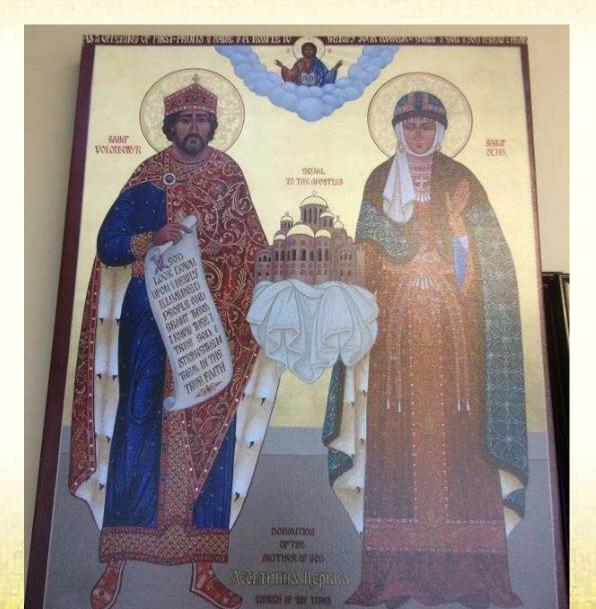
1. Family and Friend Photos







2. Office Art







3. The question everyone asks you, but no one cares about your answer







4. You promote and represent the brands that you:

- wear
- -consume or use
- -buy or contribute to

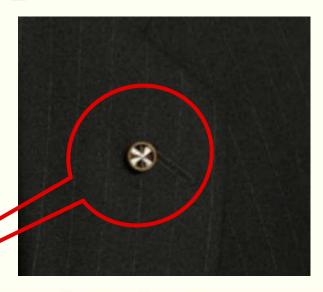




4a. The Brands You Wear/Represent...

My official law firm photo





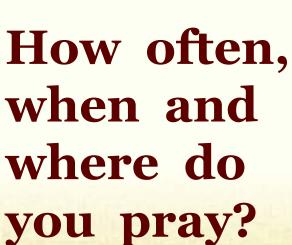
Order of St. Andrew - Archon of the Ecumenical Patriarch - Defender of the Faith





4b. Prayer Rope

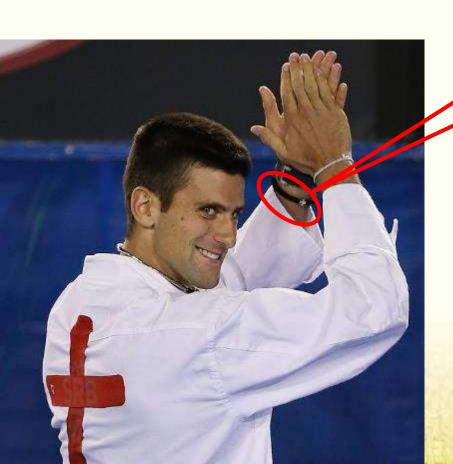








4b. Prayer Rope

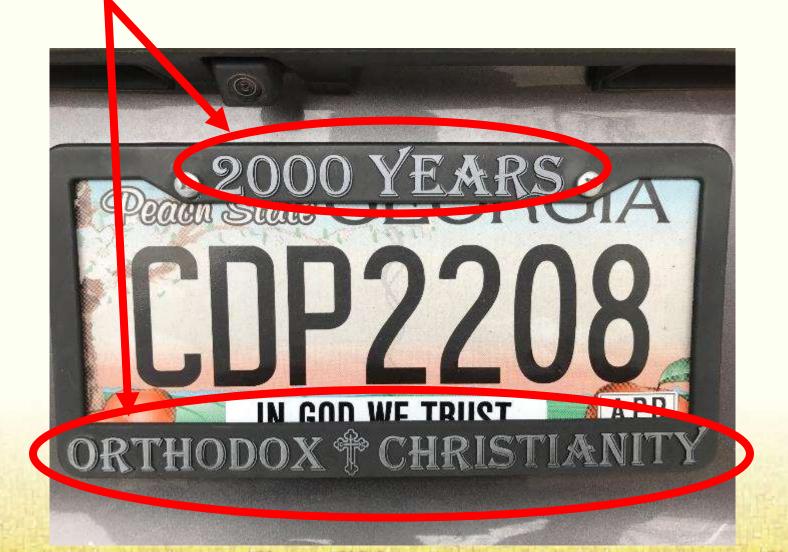








5. Your License Plate







6. Your Clients/Matters/Causes/Boards

- ~ Clients/Causes/Matters that are controversial for your faith (church Supreme Court cases)
- ~ Clients/Causes/Matters that are inconsistent with your faith (health care facilities that started performing abortions)
- ~ Boards for causes or agencies that are inconsistent with your faith (United Way Planned Parenthood)



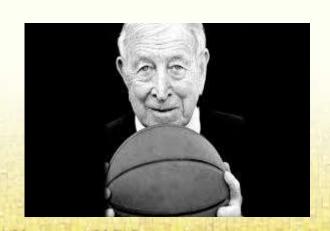


7. Your Social Media Presence

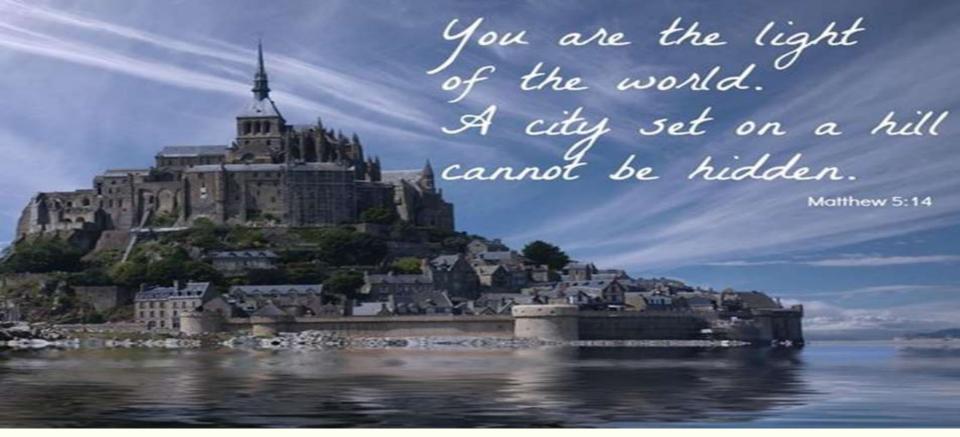
- ~ What do you post/like/retweet/forward on social media or electronically that speaks to/about your faith?
- ~ What do you comment on (or fail to comment on) in social media that speaks to/about your faith?

Don't measure yourself by what you have accomplished, but by what you should have accomplished with your ability.

UCLA Coach John Wooden



Won 10 NCAA national basketball championships in 12 years – 7 in a row



What messages are you broadcasting, and what are you doing every day to be an Engaged Disciple of Jesus Christ?

Today's Ask

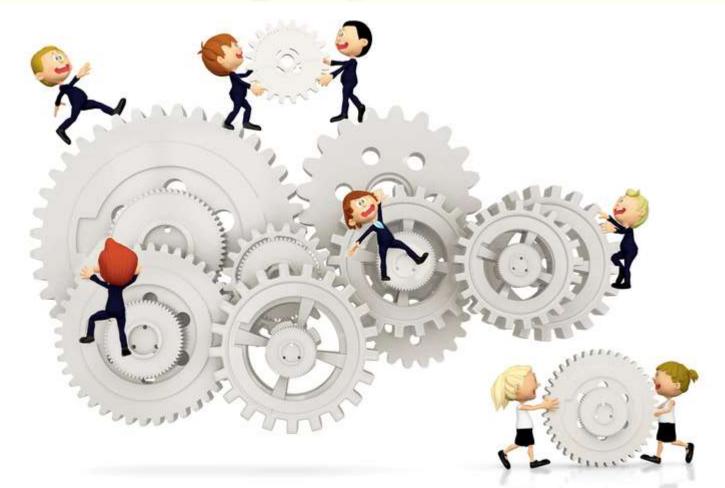
- 1. 10% of you commit to affirmatively guide a friend/colleague in their exploration of the Orthodox church
- 2. 20% of you commit to publicly make a stand and become a more visible and engaging Orthodox Christian
- 3. 30% of you commit to make a fundamental change in at least one critical aspect of your life to better become an engaged disciple of Jesus Christ
- 4. 40% of you commit to actively increase your prayer life and church attendance



Today's Big Idea



Engagement





Metropolitan Tikhon





Of What Life Do We Speak?

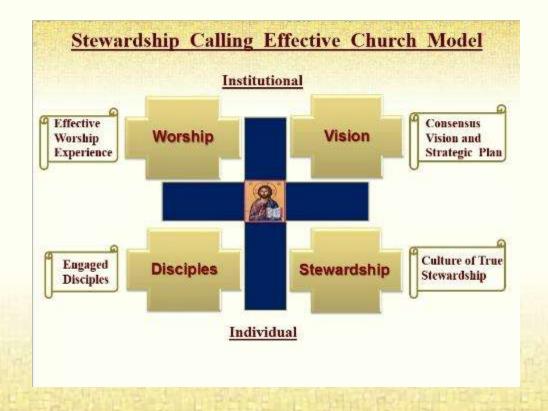
Stewardship of the 3 P's

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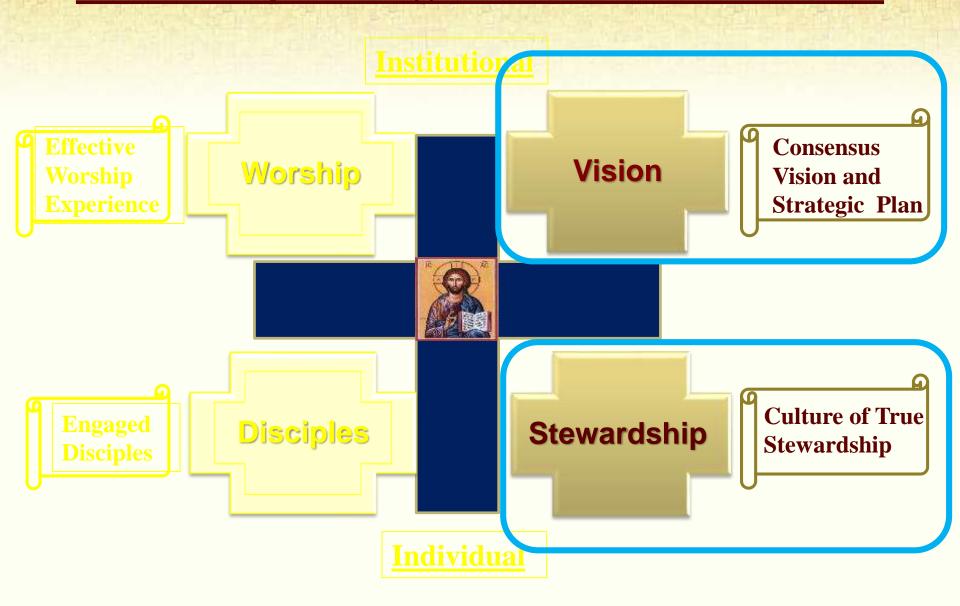


The Stewardship Calling Effective Church Model





Stewardship Calling Effective Church Model



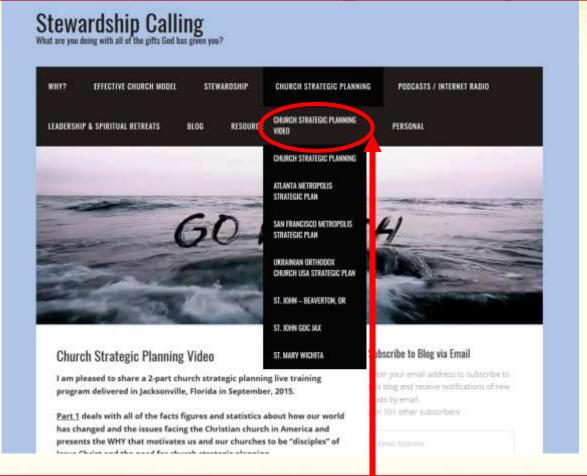


7 Consensus Vision and Strategic Plan Practices



- 1. Leadership buy-in
- 2. 4-Ps (People, Process, Plan, Perform)
- 3. Consensus Why, SWOT, Vision, Core Values, Mission and Goals
- 4. Widespread participation and engagement
- 5. Transparency, accountability and communication
- 6. Diligent execution
- 7. Regular strategic planning

One Stop - Always Free - Parish Resource www.stewardshipcalling.com



You can watch or download 2 videos that teach Parish Strategic Planning: http://stewardshipcalling.com/parish-strategic-planning-video/



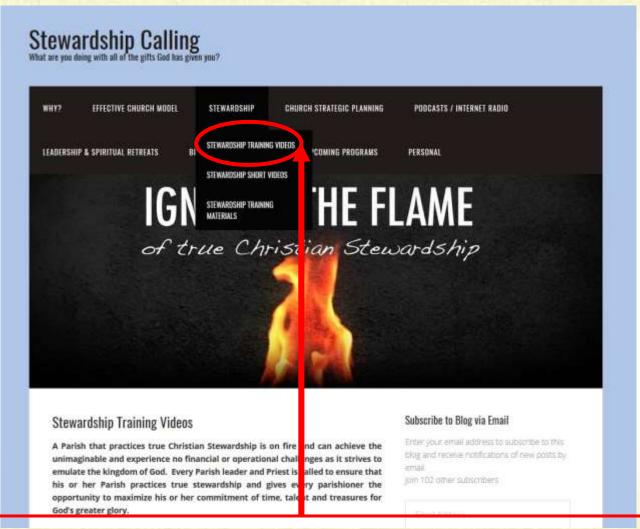
15 Culture of True Stewardship Practices



- 1. Stewardship & Generosity
- 2. Leadership Alignment
- 3. Tithing
- 4. Time First
- 5. It's personal
- 6. Engagement
- 7. Welcoming

- 8. Thanking
- 9. Youth
- 10. Messaging
- 11. Campaigns
- 12. Estate Giving
- 13. Transparency & Accountability
- 14. Small Groups
- 15. Team

One Stop - Always Free - Parish Resource www.stewardshipcalling.com



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15 Culture of True Stewardship Practices



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1 of 15 Culture of True Stewardship Practices



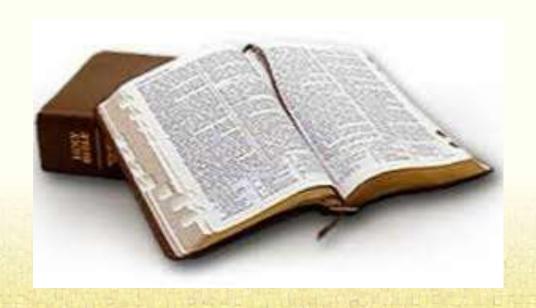
1. Stewardship & Generosity

What is Stewardship and what does Holy Scripture teach about Stewardship?





Definitions of Stewardship





Today's Life Changing Idea



INY IG



Today's Life Changing Idea



Matthew 10:8

lt's

Not

Yours,

lt's

God's

"You received without paying, give without pay."





A Reflection on Christian Stewardship¹



- "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."

¹ St John Chrysostom from On Living Simply: The Golden Voice of John Chrysostom



A Reflection on Christian Stewardship¹



"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."

¹ St John Chrysostom from On Living Simply: The Golden Voice of John Chrysostom



The Stewardship Calling Stewardship Definition



Stewardship is...

...what you do with <u>ALL</u> the gifts God gave you





Christian Stewardship Is A Way Of Life¹



Stewardship is what a person does after saying "I believe..." as proof of that belief



"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





"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 the three S's: Stewardship, Spiritual growth and ultimately Salvation





Scripture Discusses Money Frequently

(i.e., it's OK to properly 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 <u>perfect</u>, 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?



Luke 16:11



The Riches of

Heaven

"And if you are untrustworthy about worldly wealth,

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



A Stewardship Question



- > What did you do with all of the money over which the Lord allowed you to be a steward?
- > PERSONAL ACTION: Each week, fill out a written accounting (as if to God) of what you did with His money this past week

Merely writing a check doesn't make you a steward...





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



1 of 15 Culture of True Stewardship Practices



1. Stewardship & Generosity

What can we learn from the pioneering Science of Generosity Studies?



https://generosityresearch.nd.edu/



UNIVERSITY of NOTRE DAME

COLLEGE of ARTS and LETTERS

Search Science of Generosity





The Science of Generosity Sci-Port Museum's Sci Gen Exhibit Generosity and Marriage Generosity, Catholicism, Islam

Current studies of generosity come from many different and often disconnected disciplines and focus on various terms, such as philanthropy, volunteerism and altruism. The Science of Generosity initiative aims to bring together diverse approaches in order to create a field for the study of generosity in all its forms.



Why the Science of Generosity?

Generosity in the News

15 March

Wisconsin Public Radio: Just How Generous Are Americans Really? 22 February

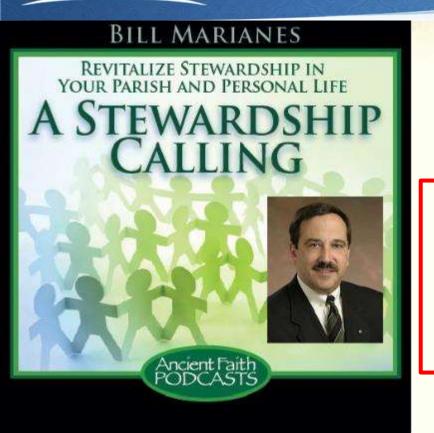
"American Generosity Who Gives and Why"

+ Mons News



Generosity & Attachment

Ancient Faith Ministries



Youth & Emerging Adults Program

Segment on Stewardship Science of Generosity Studies

http://stewardship calling.com/intern et-radio/

Sunday April 30, 2017





5 Big Summary Ideas From The Science of Generosity Studies







The research shows:

- 1. Each person usually decides whether or not they will be generous, and a giver, at a fairly early age
- 2. That generosity decision forms their adult practices
- 3. Reinforced by years of generosity, it becomes a habit, and being a good steward is cemented in their adult behaviors and DNA





The research shows:

- 4. People who give a lot of time and money had parents who did the same things (the teachings of one's parents and other close adults are the strongest single influencer of one's generosity)
- 5. Our own stewardship bad habits and lack of education is being replicated in our youth and emerging adults



3 of 15 Culture of True Stewardship Practices



3. Tithing of all 3 Ts

Tithing (or percentage giving) of Time, Talents and Treasures is called for by Holy Scripture and represents a strategy that can make a significant positive difference





It will get easier once we get it right with the Fourth T...

Tithe





The Tithe



MALACHI 3:10

Bring the whole tithe into the storehouse, that there may be food in my house. Test me in this," says the LORD Almighty, "and see if I will not throw open the floodgates of heaven and pour out so much blessing that you will not have room enough for it.



Tithing Is The Right Answer (not just in the Old Testament)



"Do not think that I have come to abolish the law and Prophets. I did not come to destroy but to fulfill" (Matthew 5:17)

"Now Melchizedek the king of Salem brought out bread and wine; he was a priest of the Most High. He blessed Abram ... Then Abram gave him a tithe of all". (Exodus 14:18-20)

"Behold, I give the children of Levi (the priests) all the tithes in Israel as an inheritance in return for their liturgical service." (Numbers 18:21)

"Will a man insult God? Yet you have insulted Me! But you say, 'In what way have we insulted You?' You keep back tithes and offerings!" (Malachi 3:8)

"Woe to you scribes and Pharisees, hypocrites! For you pay tithe of mint and anise and cummin, and have neglected the weightier matters of the law: justice and mercy and faith. These you ought to have done without leaving the others undone" (Matthew 23:23)



Tithing Is The Right Answer (not just in the Old Testament)



"If there was a danger then (in the Old Testament) in omitting tithes, think how great it must be now!"



St. John Chrysostom, Homily on Ephesians 2:10 -Nicene and Post-Nicene Fathers, Volume XIII First series, p.69



Tithing Is The Right Answer





~ Tithing should be each person's ultimate goal (a minimum of 10% Time, Talent and Treasures)

("You shall tithe..." Deuteronomy 14:22)



Tithing Is The Right Answer



~ Median¹ American "Orthodox" family income=

Russian \$72,179 - Lebanese \$67,274 - Romanian \$64,390 Greek \$64,227 - Serbian \$63,319 - Ukrainian \$62,342 Bulgarian \$58,437 - Yugoslavian \$55,702

- ~ 10% of Median of above (\$64,227) = \$6,423
- ~ N = your number of Stewardship units/families
- ~ \$6,423 x N = \$ (your new stewardship total)

100N = \$ 642K	400N = \$2.57M	700N = \$5.0M
200N = \$1.28M	500N = \$3.21M	800N = \$5.14M
300N = \$1.93M	600N = \$3.85M	900M = \$5.78M

~ Imagine what ministries and services you could fund if your parishioners tithed and contributed \$??? instead of what they are contributing now

¹ "Median household income in the past 12 Months (in 2010 inflation-adjusted dollars)". 2006-2010 American Community Survey. United States Census Bureau. 2010. Retrieved 22 April 2013.



Tithing / Percentage Giving



How do you get a Tithing program started

- 1. Start talking, teaching and preaching about tithing to your parishioners
- 2. Explain the ministry impact of tithing to your parishioners
- 3. Have the Parish leaders, stewardship committee and clergy lead by example
- 4. Implement a "10 by 10" program
 - ~ Contribute 1% in year 1
 - ~ Increase contributions 1% for each subsequent year
 - ~ Reach a 10% tithe by the 10th year



Percentage Giving



- #1 Best Choice = Tithing (teach the Tithe of <u>Time</u> and <u>Talents</u> and <u>Treasures</u>)
- #2 Best Choice = percentage giving (it's aspirational)
- The "Round-UP" get them to roundup their current contribution to the next higher round number percentage, then add 1% more each year thereafter

Today's Ask

- 1. 10% of you start tithing immediately (and continue thereafter)
- 2. 20% of you tithe for just 90 days (at least)
- 3. 30% of you commit to "round up" your giving to the next higher whole number percentage and add 1% per year until you reach 10%
- 4. 40% of you commit to "round up" your giving to the next higher whole number percentage of your income



4 of 15 Culture of True Stewardship Practices



4. Time First \sim (W²)

W² = "own the <u>Watch</u> and you will own the <u>Wallet</u>" ~ when people give their time, they will also give more money



W^2





"Own the Watch, and you will own the Wallet."



W^2



- 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))¹
- "...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.)²
- "...church involvement is the strongest single predictor of giving." 3

¹ 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

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

³ More Money, More Ministry, Dean R. Hoge and Mark A. Knoll (Eerdmans, 2000)



5 of 15 Culture of True Stewardship Practices



5. "The MOB was wrong"~ it's all personal

It's personal, not just business, when seeking to engage stewards in Christian churches



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" ¹
- "...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." ²
- "...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." ³

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

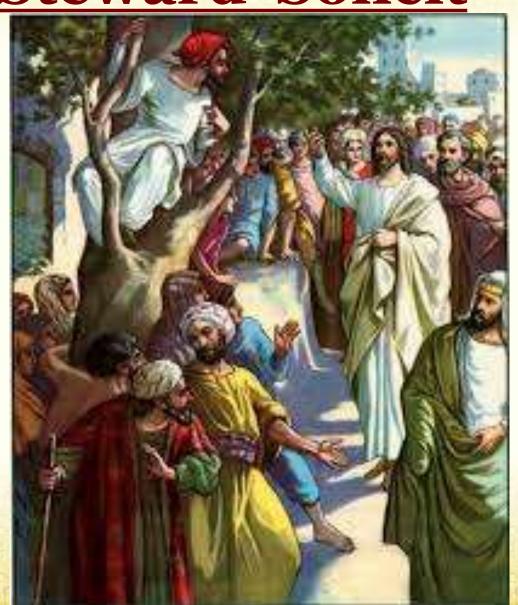
² Schervish, Paul and John Havens. "Social Participation and Charitable Giving: A Multivariate Analysis." Voluntas: International Journal of Voluntary and Nonprofit Organizations. Vol. 8, No. 3. September 1997, p.235-260

³ Bekkers, René. "Giving and Volunteering in the Netherlands: Sociological and Psychological Perspectives." Dissertation, Universiteit Ultrecht, September 2004



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 <u>Zacchaeus'</u> 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?

Luke 19:1-10

Today's Ask

- 1. 10% of you commit to time-tithe and give 10% of your waking hours in service to the Lord's kingdom
- 2. 20% of you commit to join your Parish's stewardship committee and personally ask others to give more of their time
- 3. 30% of you volunteer to assist your Parish's stewardship committee in some meaningful effort
- 4. 40% of you commit to increase by at least 1 hour per week the amount of time you give in service to the Lord's kingdom



Metropolitan Tikhon Of What Life Do We Speak?





Stewardship of the 3 P's

- ~ Persons
- ~ Parishes
- ~ Planet

Personal Confession / Disclaimer

- ~ I am NOT an environmentalist
- ~ I do NOT live in a house made of recycled plastics or tires
- ~ I have NEVER protested or lobbied for stricter environmental regulations nor tied myself to a tree
- ~ I do NOT grow my own foods or have an organic rutabaga garden
- ~ I HAVE represented major international corporations and businesses as a lawyer
- ~ I am ADDICTED to coffee and love red meat (usually of the cow variety)
- ~ I HAVE BECOME in awe of God's creation and now know what we are doing to it
- ~ I am NOT Chicken Little



What Does GOD Think Is "Good?"



Genesis 1:10 And God called the dry land Earth; and the gathering together of the waters called the Seas: and God saw that it was good.

Genesis 1:12 And the Earth brought forth grass, and herb yielding seed after his kind, and the tree yielding fruit, whose seed was in itself, after his kind: and God saw that it was good.

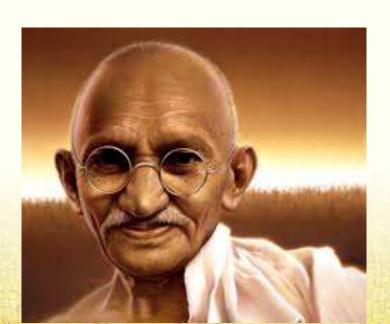


The Thoughts of a Country's Founder (and a Research Scientist)



"The world has enough for everyone's need, but not enough for everyone's greed."

Mahatma Gandhi





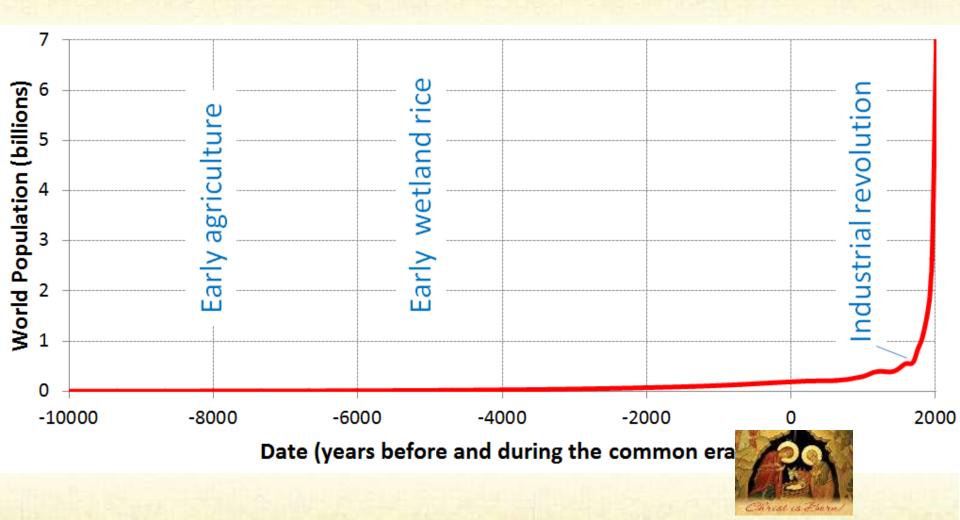
Dr. Alexis Marianes





Population Change on Planet Earth







Stewardship of the Planet



- ~ "8 Million tons of plastic enters the ocean each year, which kills hundreds of thousands of seabirds, fish and whales.
- ~ Every year we are losing 10 Billion trees (for timber and agriculture) that absorb much of the carbon pollution we put in the atmosphere."



Stewardship of the Planet



- ~ "Agricultural runoff from along the Mississippi River has led to a massive dead zone in the Gulf of Mexico, an area where there is too little oxygen to harbor marine life."
- ~ "There are ≈500 dead zones in the world's oceans, caused by a slew of pollutants...

 The one thing they have in common is they're caused by humans."



Stewardship of the Planet





The Great Pacific Garbage Patch

North Pacific

Subtropical Convergence Zone

Kuroshio

Western Garbage Patch

California

Eastern Garbage Patch or N. Pacific Subtropical High

North Equatorial



Stewardship of the Planet



- ~ "We use 2 Million plastic beverage bottles in the U.S. every 5 minutes."
- ~" Plastics are hard to recycle. Less than 5% of all plastics are recovered (recycled) in our waste stream... The percentage (of plastics) we recycle is 'diddly point squat'."
- ~ "Half of each year's 100 Billion pounds of thermal plastic pellets will be made into 'fast track trash.' A large unruly fraction of our trash will float down rivers to the sea."



Stewardship of the Planet



- ~ "Over a third of the most common fish in the deep ocean... had polluted plastic fragments in their stomachs."
- "You can buy certified organic produce. But no fishmonger on earth can sell you a certified organic wild-caught fish."



The Great Pacific Garbage Patch













Stewardship of the Planet



- ~ Ocean Conservancy says plastics are believed to threaten at least 600 different wildlife species
- ~ Two Belgian researchers concluded in 2014 that the average European seafood consumer could be eating 11,000 microplastics every year (YUM!)
- ~ 1 in 3 leatherback turtles have been found with plastics in their bellies because they mistake plastic bags for edible jellyfish



Use Reusable Grocery Bags







Use Reusable Grocery Bags





Reusables are stronger

Reusables last longer

Reusables are more stylish

Reusables save turtles

You should like turtles...



You Should Like Turtles









Straw Wars

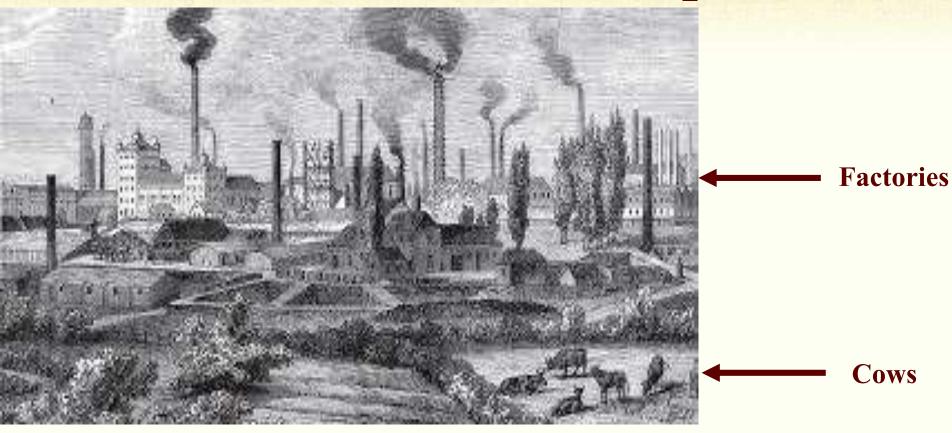


- ~ Americans use 500 million straws
- ~ Of the 8 Million tons of plastic trash that flow every year into the world's oceans, the size of straws makes them one of the most insidious polluters because they entangle marine animals and are consumed by fish
- ~ It takes a plastic straw up to 200 years to decompose



Rapid Increase In Burning Fossil Fuels Increases Global CO₂ Levels



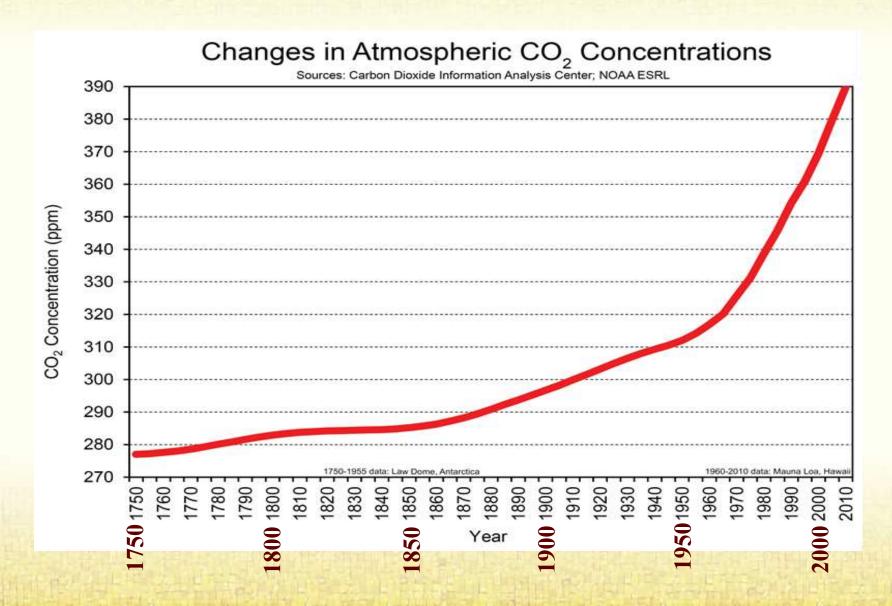


We'll get back to how changing your relationship with cows can reduce your carbon footprint



Rapid Increase In Burning Fossil Fuels Increases Global CO₂ Levels







The Industrial Revolution Changed Natural Selection



Preindustrial revolution: trees

had white flakey bark

Result: Black moths are readily seen and eaten by birds and Moth populations shift to become predominantly white



Post industrial revolution:

White flakey bark is covered in soot and looks black

Result: White moths are readily seen and eaten by birds and moth populations shift to being predominantly black



Rising Average Temperatures Promote Fungal Infections



- ~ Scientists estimate there are 1.5 Million species of fungi on earth
- ~ Some fungi are pathogens, causing disease in plants and animals, including humans
- ~ Invasive fungal infections kill about 1.5 Million people worldwide every year
- ~ As the world warms, the temperate range is increasing and fungi are keeping pace

See research of Robin May, a microbiologist at the University of Birmingham in the UK, as quoted in: *Fungal diseases are on the rise. Is environmental change to blame?* – Lindsey Konkel https://ensia.com/features/19036/; and

Global Warming Will Bring New Fungal Diseases for Mammals Monica A. Garcia-Solache, Arturo Casadevall - http://mbio.asm.org/content/1/1/e00061-10.full



Bats Matter!







Bats Matter!



- ~ Bats represent 20% of the mammal population on earth
- ~Over 500 plant species rely on bats to pollinate, (including mango, banana, cocoa (chocolate), agave (used in tequila)
- ~Bats are insectivores (eat only insects) and are great for keeping bugs away from crops
- ~ If insect populations exploded due to loss of bats, the 2016 estimated monetary damage to crops for the over 378 million acres of global farmlands could cost close to \$273 Billion



White Fungus Destroying Bat Colonies



~ In 2012, the U.S. Fish and Wildlife service, estimated that 6.7 Million bats died of white nose syndrome (due to fungus)





It has since infected over 10 species with 70-100% mortality, causing 2 species to become "endangered" and 1 to become "threatened"

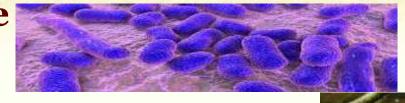
Frick, W. F. et al. An emerging disease causes regional population collapse of a common North American bat species. *Science* **329**, 679–682 (2010) - https://www.whitenosesyndrome.org/static-page/bats-affected-by-wns



Rising Average Temperatures Promote Fungal Infections



~ Today we battle bacteria



~ Tomorrow we will battle more aggressive fungus that thrives due to warmer temperatures



- ~ Anyone who's had athlete's foot or a yeast infection knows the difficulty of treatment in a warm, moist environment/climate
- ~ No one wants to end up like the frogs and bats covered in white flakey crust that deprives mammals of the ability to breathe and thrive



Anthropogenic Climate Change



- ~ CO2 is still the dominant green house gas in our atmosphere
- ~"greenhouse gases produced by cattle, sheep, and pigs are a significant contributor to global warming"
- ~ Approximately 1.5 billion cows on the planet, each one expels upwards of 30 to 50 gallons of methane each day
- ~ Methane is 30 times more efficient at trapping the sun's radiative heat than carbon dioxide
- ~ Raising beef uses 10 times more resources than poultry, eggs or pork



Anthropogenic Climate Change



cows are right:







Anthropogenic Climate Change



- ~ Diet is the single biggest choice people make that could affect climate change the most
- ~ Fasting is not only good for you spiritually and health-wise, but it's also good for the planet



Today's Ask



- 1. 10% of you bring Tupperware for your restaurant leftovers rather the Styrofoam packaging
- 2. 20% of you replace plastic shopping bags with a re-useable cloth bag
- 3. 30% of you fast from meat once more per week
- 4. 40% of you stop using straws
- 5. 100% of you recycle



10 New Things To Recycle



- 1. VHS cassettes
- 2. <u>Packing Peanuts</u> (FedEx and packaging stores will gladly take them from you)
- 3. <u>Sneakers</u>: = more than 1.5 million collected for recycling each year (Nike "Reuse-a-shoe")
- 4. Inhalers: 46 million people throw away their inhalers every year (GlaxoSmithKline "Complete The Cycle" campaign collects them for upcycling as plastics and aluminum
- 5. <u>BRITA water filters</u> (polypropylene is usually not accepted) but Whole Foods and Preserve Products will accept your #5 plastics
- 6. <u>Pantyhose</u>: No Nonsense company recycles pantyhose into park benches, playground equipment, carpets, ropes and toys



10 New Things To Recycle



- 7. Cosmetic packaging: cosmetic companies care.
 Origins, Lush and other cosmetic companies accept their old packaging for recycling Mac will even give you a free lipstick if you return the packaging from 6 of their lipsticks
- 8. <u>Mattresses</u>: mattress recyclers use old mattresses to make fiber for scrap metal, wood chips, clothing and foam products
- 9. <u>Apple products</u>: Apple will take back any Apple product for recycling (even giving gift cards throughout the program's history)
- 10. <u>Juice pouches</u>: (aluminum-plastic fusions like Capri Sun) Terra Cycle will donate 2 cents for each drink pouch for the pouches themselves to be turned into purses and pencil pouches



Today's Big Idea



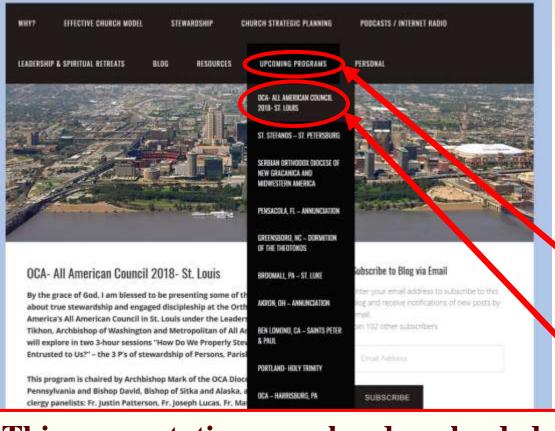
Engagement





Your Always Free Parish Resource

Stewardship Calling What are you doing with all of the gifts God has gives you?



www.stewardship calling.com

This presentation can be downloaded under the Upcoming Programs tab and OCA- All American Council 2018- St. Louis page at: http://stewardshipcalling.com/oca-american-council-2018-st-louis/

Send questions to: Bill@stewardshipcalling.com



Your Always Free Parish Resource



www.stewardshipcalling.com







Today's Big Idea



Engagement





Christ's Messages of Engagement



Christ's Great Commandment

"That you <u>love</u> one another; as I have loved you"

John 13:34



Christ's Great Commission

"Go therefore and make disciples of all the nations"

Matthew 28:19

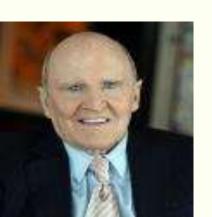
Christ's Good Samaritan Charitable <u>Instructions</u>

"Go and do likewise"

Luke 10:37

"Change before you have to."





Jack Welch - General Electric



Today's Life Changing Idea



INY IG

Not

Yours,

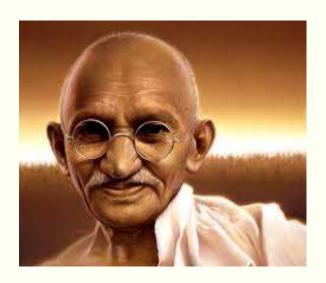
"You received without paying, give without pay."

Matthew 10:8

lt's

God's

"You must be the change you wish to see in the world."



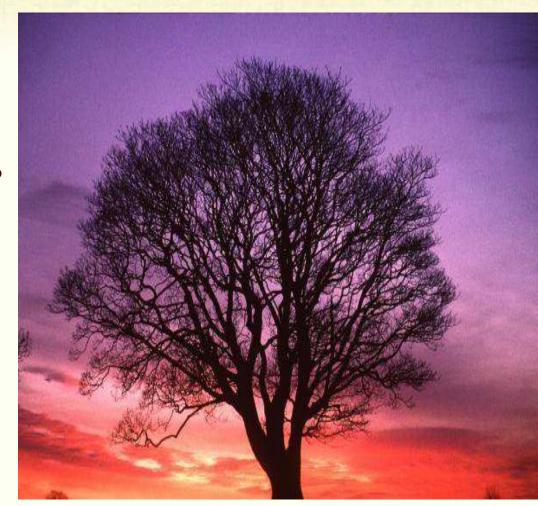
Mahatma Gandhi

"Leaders of a Church will either be risk takers, caretakers or undertakers."



Pastor Rick Warren "The best time to plant a tree was 20 years ago.

The second best time is today."



"Either lead, follow or get out of the way."











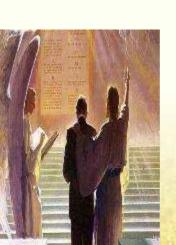
- Ted Turner
- General George S.
- Lee A. Iacocca
- Thomas Paine
- Bill Marianes



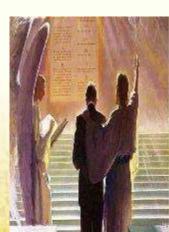


Daily, we should work toward a:

"GOOD ACCOUNT BEFORE THE AWESOME JUDGMENT SEAT OF CHRIST"







Today's Ask

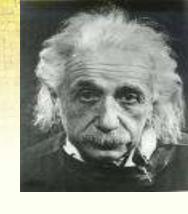
100% of you commit to do at least 1 thing we discussed to be a better steward in each category of:

Person

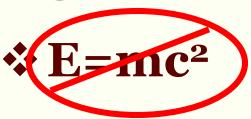
Parish

Planet

Albert's Insight



What was Albert Einstein's greatest contribution?



"NOTHING HAPPENS UNTIL SOMETHING MOVES"

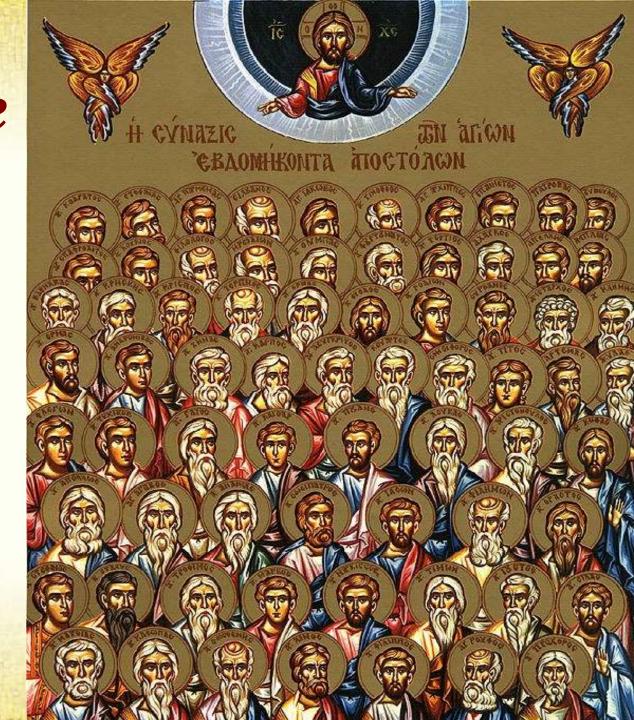


The Marianes Corollary

"NOTHING HAPPENS UNTIL SOMEBODY MOVES"

You have now been called as one of the 70 Disciples

Luke 10:1











Your Always Free Parish Resource



www.stewardshipcalling.com







Here are the summaries of the 36 To Do actions / recommendations:

- ~ 13 Engaged Disciples actions
- ~ 15 Culture of True Stewardship actions
 - ~ 8 Consensus Vision and Strategic Plan actions







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- 1. Within the context of our faith: (a) deliver the most impactful sermons; (b) create the most welcoming and engaging of Sunday experiences; (c) provide an effective youth education program.
- 2. Develop a comprehensive Spiritual Growth Ministry and Education process and schedule focused for adults
- 3. Give examples and teach ways to be courageous in daily life in your homilies and Sunday School and Small Group curriculum
- 4. Give examples and teach ways to be compassionate in daily life in your homilies and Sunday School and Small Group curriculum









- 5. Foster a culture of unconditional love in your Parish and give examples and teach ways to be loving in daily life in your homilies and Sunday School and Small Group curriculum
- 6. Visibly: (a) live your faith; (b) represent your faith; (c) model being a Courageous, Compassionate and Loving Disciple of Jesus Christ
- 7. With respect to understanding and living your Orthodox faith, identify: (a) an action you will start (Go); (b) an action you slow down (Slow); (c) an action you will stop (Whoa)
- 8. Develop Parish training and processes that encourage parishioners to become better disciples and help make other disciples (including "Go, Slow, Whoa" training and support)



- 9. Develop processes and support systems to help parishioners discover and live their stewardship callings (e.g., help them identify what they are good at that the Parish could use and then give them the opportunity to offer those gifts)
- 10. Develop a Prayer Ministry with resources for all groups, and preach, teach and model the importance of an active prayer life
- 11. Create and implement a "Small Group Ministry" program
- 12. Create and implement an "Orthodox Leadership" program
- 13. Hire a full-time youth and emerging adult staff person and follow research to improve: (a) religious education; (b) church engagement; and (c) stewardship training







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- 1. Based on the HOLY SCRIPTURE definitions of Stewardship, and the SCIENCE of GENEROSITY STUDIES, implement specific actions and communication strategies to create and teach a culture and social network of generosity and attitude of abundance in your Parish.
- 2. Ensure consensus <u>ALIGNMENT OF ALL KEY</u>
 <u>LEADERS</u> and stakeholders to your new stewardship program.
- 3. Begin a TITHING and Percentage Giving Program
- 4. Develop and implement a stewardship program that focuses more on <u>SOLICITING TIME AND</u>

 ENGAGEMENT in the ministries of the church.







- 5. Design and implement a process that would work in your Parish to <u>PERSONALLY SOLICIT</u> every steward
- 6A. Adopt/adapt one of the 3 best personal solicitation approaches to <u>PERSONALLY</u> reach every steward:

 <u>Plan A</u> In home personal visitations

 <u>Plan B</u> In home group gatherings

 <u>Plan C</u> Personal telephone calls.
- 6B. Implement a <u>COUNCIL OF MINISTRIES</u> and engage all your faithful in at least one Ministry.
- 7. Establish a Welcoming Ministry and create a "TOTAL WELCOMING EXPERIENCE"







- 8. Establish a Thanking Ministry and create a strong "CULTURE OF THANKING."
- 9. (1) Establish an effective **YOUTH STEWARDSHIP**PROGRAM
 - (2) HIRE A FULL-TIME PARISH STAFF person to focus on youth and emerging adults: (a) religious education; (b) church engagement; and (c) stewardship training. Establish an effective youth stewardship program and hire a full-time Parish staff person to focus on youth and emerging adults
- 10. Develop the processes and systems to <u>REGULARLY AND PUBLICLY COMMUNICATE</u> your stewardship message with integrity, accountability and transparency all stewardship, financial and other Parish information.







- 11. Establish a <u>YEAR-LONG STEWARDSHIP</u> schedule and <u>CAMPAIGN</u> with extensive stewardship messages in many places from many voices.
- 12. Develop and implement a <u>PLANNED/ESTATE GIVING</u> program.
- 13. Consistently <u>COMMUNICATE</u> all stewardship, financial and other Parish information with <u>INTEGRITY</u>, <u>ACCOUNTABILITY AND TRANSPARENCY</u>.
- 14. Create and implement a "SMALL GROUP MINISTRY" program.
- 15. Recruit and train a full <u>STEWARDSHIP TEAM</u> to perform all of the various activities and functions.





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- 1. By consensus agree upon a Parish Strategic Plan process and teams to complete Strategic Plan
- 2. By consensus, determine your Parish's "Statement of WHY"
- 3. Perform a consensus, "SWOT Analysis" for your Parish
- 4. By consensus, determine your Parish's "Core Values"
- 5. By consensus, determine your Parish's "Mission"
- 6. By consensus, determine your Parish's "Vision"







- 7. By consensus, determine your Parish's most critical "Strategic Goals" and for each goal determine: (a) All steps to fully achieve each S.M.A.R.T. Goal; (b) Who will do each step; (c) What is the timetable for each step; (d) How you will know when it is finished
- 8. Recruit and train a Strategic Planning Team and an Implementation Team





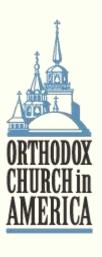


Igniting the Flame of True Christian Stewardship









"For everyone to whom much is given, from him much will be required."

Luke 12:48



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