

Igniting the Flame

A Culture of True Orthodox Christian Stewardship and Generosity

(*Part 5*)

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

Luke 12:48

Bill Marianes

Bill@stewardshipcalling.com



Helping people and parishes discover and live their stewardship callings so that they may have a good account before the awesome judgment seat of Christ

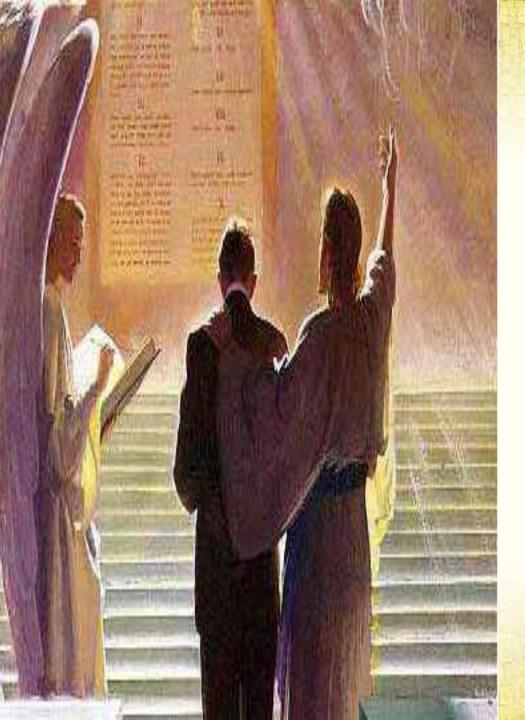


Helping transform and improve Orthodox Church parishes, organizations, and ministries in order to strengthen the Body of Christ.

www.orthodoxministry.org/

WHY Are You Here?





"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"**

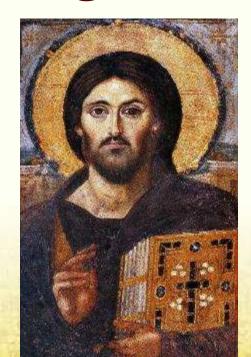
> 2 Corinthians 5:10 Orthodox Divine Liturgy



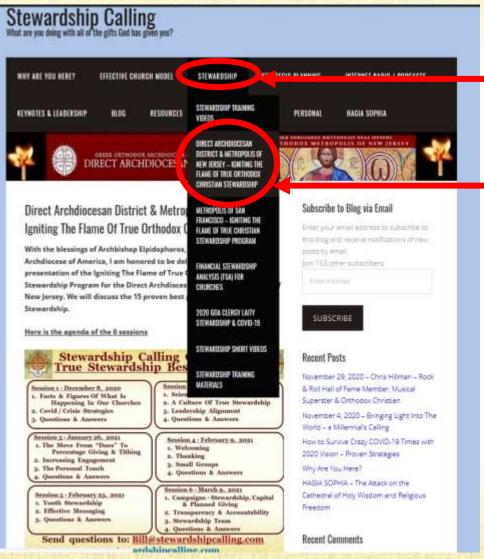
Christ's Possible Question To You



"What did You do with MY Church under Your watch given all of the gifts I gave You?"



You can download this presentation at: www.stewardshipcalling.com



Under the Stewardship Tab go to the Direct **Archdiocesan District & Metropolis of New Jersey** - Igniting the Flame of **True Orthodox Christian** Stewardship page at https://stewardshipcalling. com/direct-archdiocesedistrict-metropolis-of-new-<u>jersey-igniting-the-flame-</u> of-true-orthodox-christianstewardship/

Send questions to: Bill@stewardshipcalling.com



Stewardship Calling Culture of True Stewardship Best Practices



Session 1 - December 8, 2020

- 1. Facts & Figures Of What Is Happening In Our Churches
- 2. Covid / Crisis Strategies
- 3. Questions & Answers

<u> Session 2 - January 12, 2021</u>

- 1. Science Of Generosity Studies
- 2. A Culture Of True Stewardship
- 3. Leadership Alignment
- 4. Questions & Answers

Session 3 - January 26, 2021

- 1. The Move From "Dues" To Percentage Giving & Tithing
- 2. Increasing Engagement
- 3. The Personal Touch
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Session 4 - February 9, 2021

- 1. Welcoming
- 2. Thanking
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Session 5 - February 23, 2021

- 1. Youth Stewardship
- 2. Effective Messaging
- 3. Questions & Answers

Session 6 - March 9, 2021

- 1. Campaigns Stewardship, Capital & Planned Giving
- 2. Transparency & Accountability
- 3. Stewardship Team
- 4. Questions & Answers

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9 of 15 Culture of True Stewardship Practices



9. Youth Stewardship

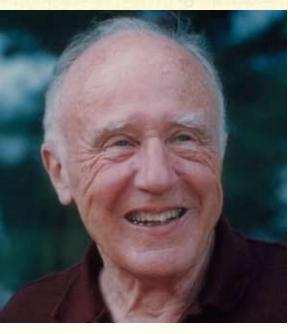
The science shows that the weak understanding and practice of stewardship among youth and emerging adults is the result of the lack of effective stewardship teaching and practices by adults/parents

FINSTIFIN



Youth Stewardship





Dr. Edward

Lorenz

Dartmouth

Harvard

~ Chaos Theory studies dynamic systems

~ Small differences in initial conditions yield widely diverging outcomes

M.I.T.



Youth Stewardship



"Train up a child in the way he should go, and when he is old he will not depart from it"

(Proverbs 22:6)



Youth Discipleship Provocative Question



- ~ The average American family spent <u>\$671</u> <u>per child</u> - <u>per year</u> on just sports training and costs
- ~ The average American family spends about \$2,400 per child - per year on ALL enrichment support (sports, music, dance, arts, education, language, etc.)
- ~ How much did you spend on your children's religious enrichment last year?

¹ Forbes - Oct 4, 2012 - "1 In 5 American Parents Spending More Than \$1,000 Per Child On Sports Related Expenses"

² Activity Hero - July 26, 2019 - "Budgeting for Extracurriculars: What's the Right Amount to Spend?"



Youth Discipleship Provocative Question



- ~ About 0.05% of all children who play high school sports will play professional sports 1
- ~ 100% of all children will eventually stand before the awesome judgment seat of Christ
- ~ What is a better investment for your children's future than their spiritual health (e.g., funding a full-time church youth director/pastoral assistant)?

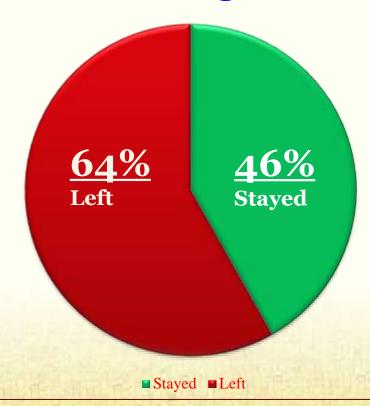


We Can "Kiss Our Youth Goodbye"



~ 64% of Christian youth leave the church when they leave their family's homes¹

Youth Leaving the Church

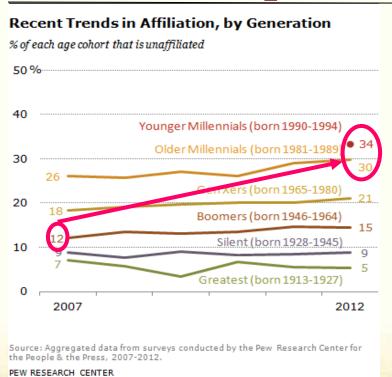




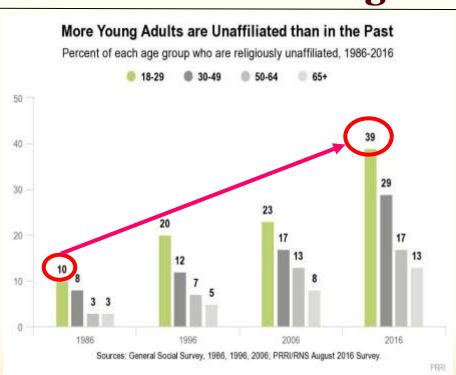
We Can "Kiss Our Youth Goodbye"



~ 34% to 39% of Millennials (aged 18-29) are "NONES" and now claim NO religion and have left (and repudiated) their childhood religion



Religion in the Millennial Generation (2010) and U.S. Religious Landscape Survey (2007), Pew Forum on Religion & Public Life of the Pew Research Center.



Public Religion Research Institute August 2016 Survey



"Kiss Your Youth Goodbye!" 1



~ 73% of Orthodox Christian Fellowship (OCF) College Chapters have 10 or fewer members



It is NOT a Universal Problem



PASSION CONFERENCE

(for 18-25 year olds - http://268generation.com)

"Hundreds of thousands of collegeaged young people have come together in stadiums and arenas across the USA and around the globe to worship Jesus... and join hands to extend His mercy and grace to the world."

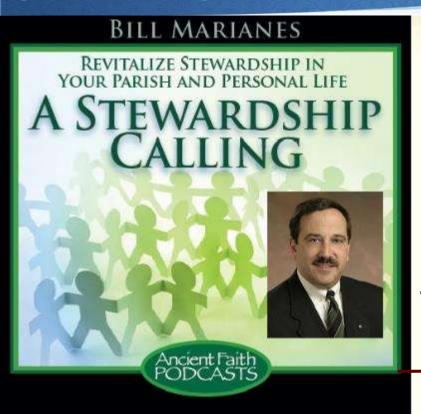


Youth Stewardship



- ~ What have you taught your children about the stewardship of God's gifts?
- ~ What have you modeled for your children regarding your personal stewardship?
- ~ Avoid the "Dollar Club" mentality (\$1.00 in the tray in 1955 = \$9.70 in 2020)
- ~ (10/10/80 Rule) First 10% of income is your tithe (of stewardship to The Kingdom); the next 10% is saved for the future/retirement and you live on the remaining 80%
- ~ Do you have any "millennial" or "Young Adult" positions on your Parish Council and other Ministry Leadership positions (a "big complaint from millennials about older folks")





"Stewardship Over God's Creation & Creatures"

July 3, 2019

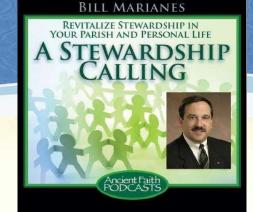
Dr. Alexis Marianes

Reserva Jaguara pira (Brazil) & Sustainable Innovations Initiative (Trinidad)



https://www.ancientfait h.com/podcasts/stewar dshipcalling/stewardshi p over gods creation





To help teach stewardship over God's Creation and Creatures to your youth and emerging adults go to: https://stewardshipcalling.com/internet-radio/ and scroll down to JULY 3, 2019 to download:

- ~ The Patriarchal Encyclical for the Protection of the Environment (Indiction 2019)
- ~ PowerPoint Presentation on Stewardship over God's creation and creatures at the OCA All American Council July, 2018 in St Louis



Youth Stewardship



- If you do not have a youth stewardship program that teaches true stewardship, you have determined your Parish's unfortunate future
- ~ The Science of Generosity Studies remind us that it is critical to teach youth that stewardship over their gifts from God is a cradle to casket responsibility



You Must Have A Separate Parish Youth Stewardship



- ~ Different messages and solicitations change depending on their age
- ~ Use understandable examples/messages
- ~ Include ALL youth in annual Parish Stewardship Campaign (youth offer their own separate stewardship pledge)
- ~ Youth stewardship pledge must also include a pledge of time and talents and also their treasures



You Must Have A Separate Parish Youth Stewardship



- Sponsor many different service opportunities (including mission trips)
- ~ Use creative processes to help youth start to discern their gifts and callings
- ~ Send monthly materials home for parents to reinforce the teaching and messaging in the Sunday School/Parish
- Recognize youth who practice stewardship in the Parish bulletins and other media and in church (have them offer testimonials in church - their examples will inspire others)



Youth Stewardship Card

Stewardship Through the Saints



Ascension Catholic Church

2020 Stewardship Renewal Youth Commitment Card (up to age 16)

First & Last Name(s)	
Parents' First & Last Name	
Street Address	
City	State
ZIP	
Telephone (Youth)	
Family Email	
Parent Signature	
Disclaimer: By signing, yo permission to contact yo device for church relate	ur child via their mobile
Please bring this	card to Mass on

Page 1 -**Demographic Info**

August 22/23, or mail using the

envelope provided. Thanks and God bless you!

Time

Spending Time with God in Prayer

 Attend Mass every Sunday and on Holy Days Attend weekday Mass at least once a week Spend 15 minutes a day in personal prayer Spend one hour a week in Adoration of the Blessed Pray together with my loved ones Read the Bible for one hour a week Pray the Rosary at least weekly O Go to confession every other month Pray for an increase in vocations Pray for our priests Talent Using My Talents in Parish Ministries □= Currently Active ○= Interested in Joining LClearly write the first name of interested person on the line. Altar Server (fourth grade and above) ☐ ○ Environment Committee Eucharistic Minister (16 years or older and have been confirmed) ☐ ○ Faith Formation/Confirmation Participant ☐ ○ Hospitality Minister (12 years or older) Lector (for those who have been confirmed and older) ■ ○ Video/Audio Ministries (High School or

Treasure

Other

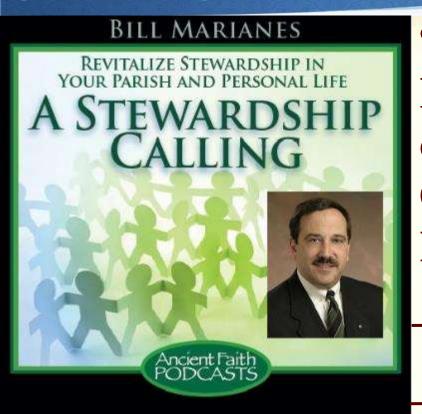
Giving Part of My Money to God

■ Young People's Choir (7th grade-college) ☐ ○ Youth Activities - Middle School ☐ ○ Youth Group - High School

Share or donate toys and/or clothing Donate part of your allowance/income by using weekly envelopes

Page 2 - Time, Talents & Treasurers





"The Forgotten Most Important Stewards in our Orthodox Christian Churches – Youth and Emerging Adults"

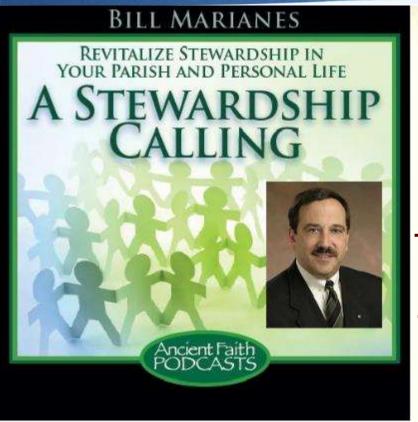
May 1, 2019

https://www.ancientfaith.com/podcasts/stewardshipcalling/youthandyoungadultsthe

Steve Christoforou

of GOA Y2AM





https://www.ancientfa ith.com/podcasts/stew ardshipcalling/press a to begin A discussion of the pioneering Orthodox youth and emerging adult teaching book, "Press A to Begin" (a part of the Neptic Warrior Series) that speaks the language of current generations.

March 4, 2020

Scott Davenport

Scott spent 25 years in the music industry with Island Def Jam and Geffen Records working with Justin Bieber, Rihanna, Jay Z, Aerosmith, Kanye West, The Eagles, Guns and Roses, Bon Jovi, Mariah Carey and Nirvana and many more musicians.



REVITALIZE STEWARDSHIP IN YOUR PARISH AND PERSONAL LIFE A STEWARDSHIP CALLING Ancient Faith PODCASTS

The Keys to Stewardship for Youth/Emerging Adults — Stewardship Calling 5th Sunday on Ancient Faith Radio

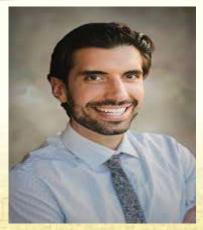
Part 1 = 4/30/17Part 2 = 7/30/17

https://www.ancientfaith.c om/podcasts/stewardshipc alling/losing_our_christian youth

2. https://www.ancientfaith.c om/podcasts/stewardshipc alling/youth_part_2



Dr. Ann Bezzerides



Steve Christoforou



3 Amazing Modules to Help You

Lead Young People to Jesus Christ

Orthodox Youth Stewardship Resources





- 1. Effective Christian Ministry: Greek
 Orthodox Archdiocese Y2AM "3
 Amazing Modules to Help You Lead
 Young People to Jesus Christ
 https://effectivechristianministry.org/
- 2. Orthodox Church in America "Giving Children The Chance To Give":

 https://oca.org/parish-ministry/stewardeducation/giving-children-the-chance-to-give



Youth Stewardship Resources



- 3. The National Study of Youth and Religion information can be found here:
 - http://youthandreligion.nd.edu/
- 4. "Soul Searching: The Religious and Spiritual Lives of American Teenagers" that can be found here:

https://www.youtube.com/watch?v=iRCaQlr9ooU

5. Roman Catholic Diocese of Toledo:

www.catholic-doc.org/stewardship/CaringSharing.pdf



Youth Stewardship Resources



6. Texas Methodist Foundation Youth Stewardship Principles: www.numf.org/file download/5fafco9c-83f3-4ace-98e4-cfc7382e7a3

7. United Methodist Church 12-month Stewardship Program:

https://www.umcdiscipleship.org/resources/atwelve-month-plan-for-stewardship-in-the-localchurch

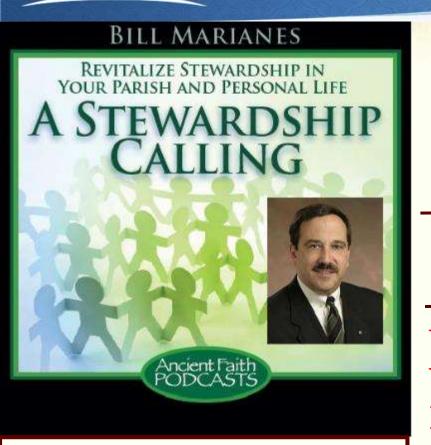


10 of 15 Culture of True Stewardship Practices



10. Effective Messaging

Effective Causes, People and Integrity ("C.P.I.") messaging is critical to a successful stewardship ministry



https://www.ancientfa ith.com/podcasts/stew ardshipcalling/donor fatigue

"Overcoming The Challenge of Donor Fatigue"

August 7, 2019

With Fr. Aaron

Warwick – St.

Mary

Antiochian

Church -Wichita, KS





Overcoming Donor Fatigue¹



- 1. Develop and communicate key stewardship strategies
- 2. Focus on solutions to the problems they address instead of emphasizing the problems themselves
- 3. Frame their solutions in light of the proportion of victims being helped
- 4. Stress the similarities or interconnectedness between victims and donors
- 5. Identify a single victim who is being or has been helped by the organization
- 6. Implement strategies from fundraising best practices, thank and celebrate



Science of Generosity Studies

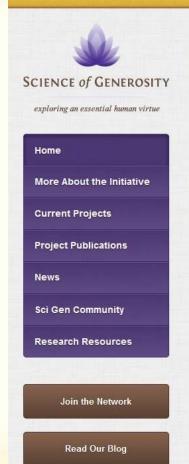
https://generosityresearch.nd.edu/



UNIVERSITY of NOTRE DAME

COLLEGE of ARTS and LETTERS

Search Science of Generosity





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.

Sci-Port Museum's

Sci Gen Exhibit

Generosity in the News

15 March

The Science of

Generosity

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

"American Generosity Who Gives and Why"

+ More News

Generosity and

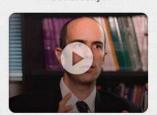
Marriage



Generosity.

Catholicism, Islam

Why the Science of Generosity?



Generosity & Attachment



Science of Generosity Studies

Communications Matter!

- 1. Keep communications positive
- 2. Focus on mission/vision and life-changing ministries
- 3. Discuss the abundance in your community
- 4. Share stories of generosity
- 5. Communicate regularly and consistently
- 6. Describe the easy ways people can be generous to the church and its ministries
- 7. Communicate about your culture of generosity
- 8. Create social networks of communication about the generosity and abundance that exists in your community
- 9. Make a religious call to give
- 10. Thank and celebrate





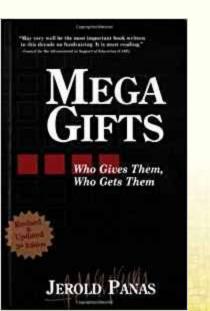
People give to Causes not Crying



C. P. I. Motivates Donors To Give¹



People give to Causes and People with Integrity









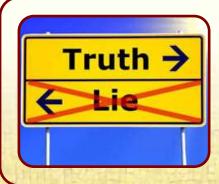
SELL THE DREAM

- Mission



SELL THE TEAM

- People
- Team



SELL THE SCHEME

- Integrity
- **Transparency**





- 1. Cause / Mission ("Sell the diream
 - a) Explain the cause and mission
 - b) Relate the cause/mission to what is important to the donor
 - c) Give examples relevant to the donor of how your parish practices the cause/mission
 - d) Explain how their donation will help the parish better achieve its cause/mission
 - e) One size fits all communications fit no one





2. People / Solicitor / Leadership ("Sell the Team")



- a) People give to people who mean something to them
- b) If you have a personal relationship with a donor, your meeting with them makes the solicitation special and personal
- c) Connect the donor with other involved people/stewards of integrity





3. Integrity / Fiscal Responsibility ("Sell the Scheme")



- a) Donors do not give to causes that are irresponsible with funds or poorly led
 - b) Describe success of your capital campaigns and annual stewardship program
 - c) Explain the financial safeguards and financial integrity your parish has implemented



Top Five Stewardship Communications Do \ Do Nots DO



- 1. Share your parish's vision and ministries
- 2. Share success stories from your ministries
- 3. Ask for their involvement / participation / time
- 4. Explain how their contributions materially improve lives
- 5. Be positive, encouraging and empowering

DO NOT

- 1. Focus on financial difficulties or problems
- 2. Use negative messages
- 3. Use the same message for every type of steward
- 4. Merely talk about money
- 5. Just use mail and email



Church Websites Matter¹



- 1. 97% of people search for local organizations online
- 2. 96.2% of churches fail the "first impression test"
 - > Is there a primary focal point?
 - > Is there a responsive design?
 - Is there a reasonably quick load time?
 - > No stock photos of people's faces
 - > Easily accessible new visitor information
- 3. A Northumbria University study showed that the "feel" of a website is the main driver of first impressions (94% was about design and only 6% of feedback was about actual content)

¹ An extensive case study that analyzed 1,008 church websites from 30+ different countries https://www.nucleus.church/blog/church-website-essentials/



Church Websites Matter¹



- 1. 53% of internet browsing is on smart phones and tablets so your website must work well on those devices
- 2. 80% of people will stop engaging with slow websites (load in less than 3 seconds)
- 3. Stock photos of people are disingenuous and are a turn off great photography attracts people's attention
- 4. 62% of church websites fail to provide easily accessible new visitor information
- 5. Users form an initial opinion of if they will stay or leave a website in ≈ 50 milliseconds (that's 0.05 seconds)²

¹ An extensive case study that analyzed 1,008 church websites from 30+ different countries https://www.nucleus.church/blog/church-website-essentials/

² https://cxl.com/blog/first-impressions-matter-the-importance-of-great-visual-design/



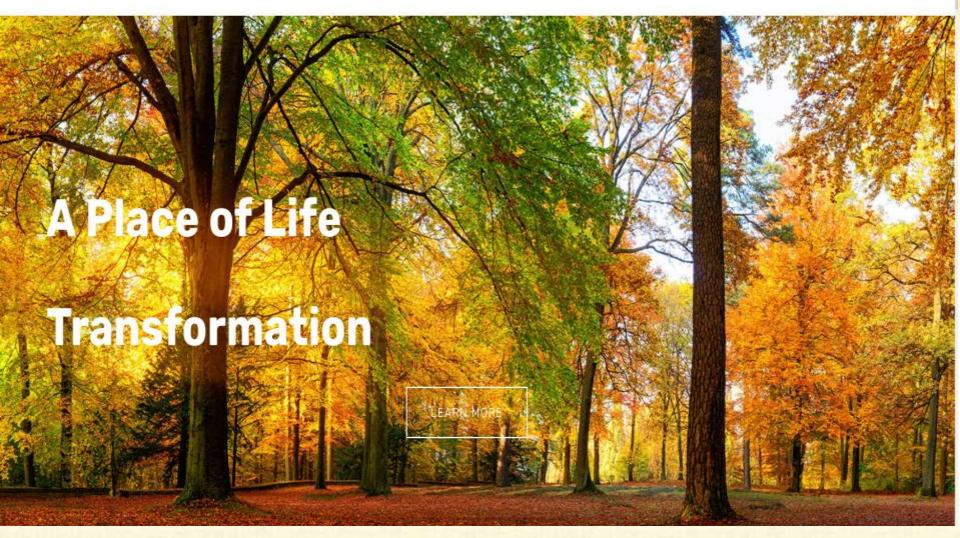
Church Websites Matter¹



- 1. 64% of church goers say the church website is important in facilitating participation in church
- 2. What features do people say they use most (in order):
 - > Listen and download sermons
 - > Serving opportunities at the church
 - > Finding service information
 - > Forward content to others
 - > Read visitor's information
- 3. Good church websites "EWE" educate, welcome and engage

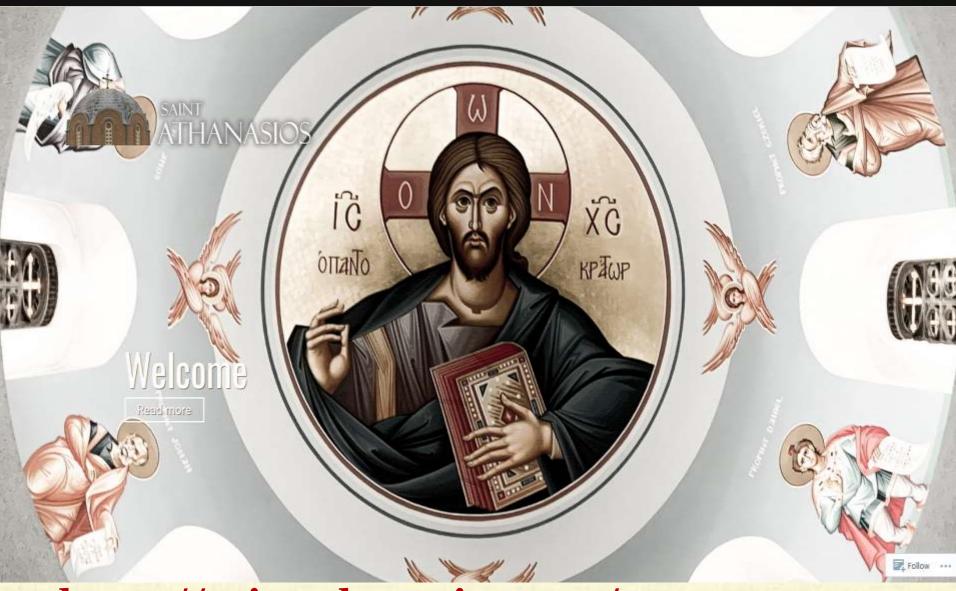






https://www.thediakoniaretreatcenter.com/

Developed by GOA Young Adult and Software Engineer Reagan Davenport - reagan.a.davenport@gmail.com (404) 558-9065 SAINT ATHANASIOS CHURCH WELCOME ABOUT OUR CHURCH WINISTRIES PARISH NEWS MEDIA AND RESOURCES WAYS TO GIVE CONTACT



https://saintathanasios.com/

Developed by GOA Website and Church Communications professional Louie Lambrou - llambrou@yahoo.com

Ancient Faith Ministries

BILL MARIANES REVITALIZE STEWARDSHIP IN YOUR PARISH AND PERSONAL LIFE STEWARDSHIP

The Good and Faithful Servant Challenge

Did you hear the one about the church that gave its parishioners \$30,000 and told them to give it away? And all they had to send back was a post card about who they helped and how it felt?

May 6, 2020

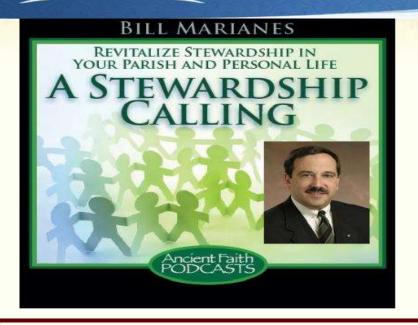
https://www.ancientfa ith.com/podcasts/stew ardshipcalling/who gi ves away



Fr. Luke Veronis

Saints Constantine and Helen Greek Orthodox Church in Webster, MA

Ancient Faith Ministries



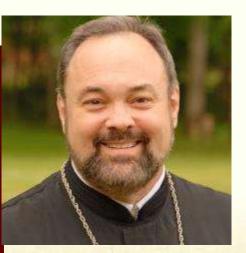
Effective Sermons and Homilies

Part 1 = 12/4/19

Part 2 = 2/15/20

1.https://www.ancientfaith.com/podcasts/stewardshipcalling/the importance of effective prea ching part 1

2.https://www.ancientfaith.com/podcasts/stewardshipcalling/theimportance of effective preaching part 2



Fr. Barnabas Powell



Fr. Nicholas Louh

Ancient Faith Ministries

REVITALIZE STEWARDSHIP IN YOUR PARISH AND PERSONAL LIFE A STEWARDSHIP CALLING Ancient Faith PODCASTS

Effective Church Communications

Part 3 = 1/31/21

Part $4 = \frac{2}{3}/21$

1.https://www.ancientfaith.com/ podcasts/stewardshipcalling/wh at we have here is a failure to communicate

2.https://www.ancientfaith.com/podcasts/stewardshipcalling/from teacher to preacher to reacher



Ken Futch
"What We Have
Here Is A Failure To
Communicate"



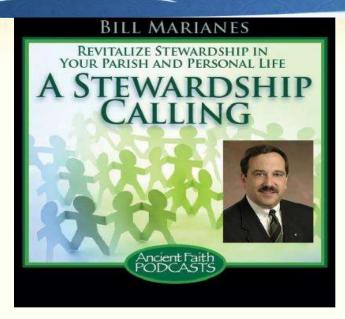
Bill Marianes
"From Teacher to
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ANCIENT FAITH RADIO

Bringing the Ancient Christian Faith to the Modern World

Ancient Faith Ministries



March 3, 2021 –
Stewardship Calling
Live on Ancient Faith
Radio at 8:00 p.m.
Eastern



Social Media Is Antisocial - So WWJD?















Social Media Is Neither Social Nor Good Media.

Many people are systematically allowing themselves and their children to become more depressed and addicted to Dopamine. This can add to a sense of loneliness, despair and helplessness. However, it is preventable.

Pew Research Center found that over 85% of teenagers have and use social media each day, and over 95% have a smart phone that makes accessing social media easier. These rates are materially higher than a decade ago.

By one account, the National Survey of Drug Use & Health found that over the same (pre-Covid) decade, depression increased by 74% among teenage boys and it increased 100% in teenage girls. Yes, it doubled. And yet, social media can serve some very useful purposes in the lives of our churches and faithful.

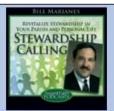
Church social media guru, Fr. Barnabas Powell, and I will review the data on social media Dopamine addiction and discuss effective strategies you, your churches and families can use. We will also explore how to use social media positively as we focus on WWJD (What Would Jesus Do?) with the power of social media.

Tune into <u>Stewardship Calling Live</u> internet radio call-in program on <u>Ancient Faith Radio</u> on Wednesday, March 3, 2021 starting at 8:00 p.m. Eastern (7 Central; 6 Mountain; 5 Pacific)



Tune in at: https://www.ancientfaith.com/radio/live Call us at: 1-855-AFRADIO (1-855-237-2346)







Stewardship Calling Culture of True Stewardship Best Practices



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- 2. Covid / Crisis Strategies
- 3. Questions & Answers

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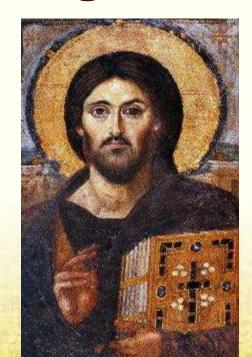
www.stewardshipcalling.com



Christ's Possible Question To You

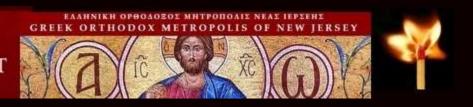


"What did You do with MY Church under Your watch given all of the gifts I gave You?"









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Luke 12:48

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