



GREEK ORTHODOX ARCHDIOCESE of AMERICA
DIRECT ARCHDIOCESAN DISTRICT

ΕΛΛΗΝΙΚΗ ΟΡΘΟΔΟΞΟΣ ΜΗΤΡΟΠΟΛΙΣ ΝΕΑΣ ΙΕΡΕΣΗΣ
GREEK ORTHODOX METROPOLIS OF NEW JERSEY



Igniting the Flame

A Culture of True Orthodox Christian Stewardship and Generosity

(Part 6)

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

Luke 12:48

Bill Marianes

Bill@stewardshipcalling.com



**Stewardship
Calling**

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

www.stewardshipcalling.com



**ORTHODOX
MINISTRY
SERVICES**

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”**

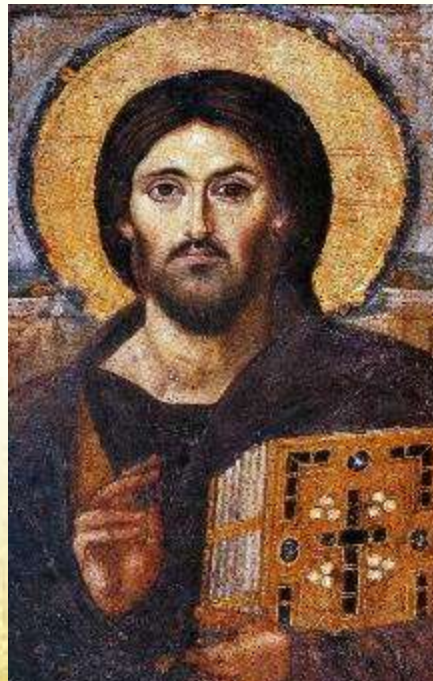
**2 Corinthians 5:10
Orthodox Divine Liturgy**



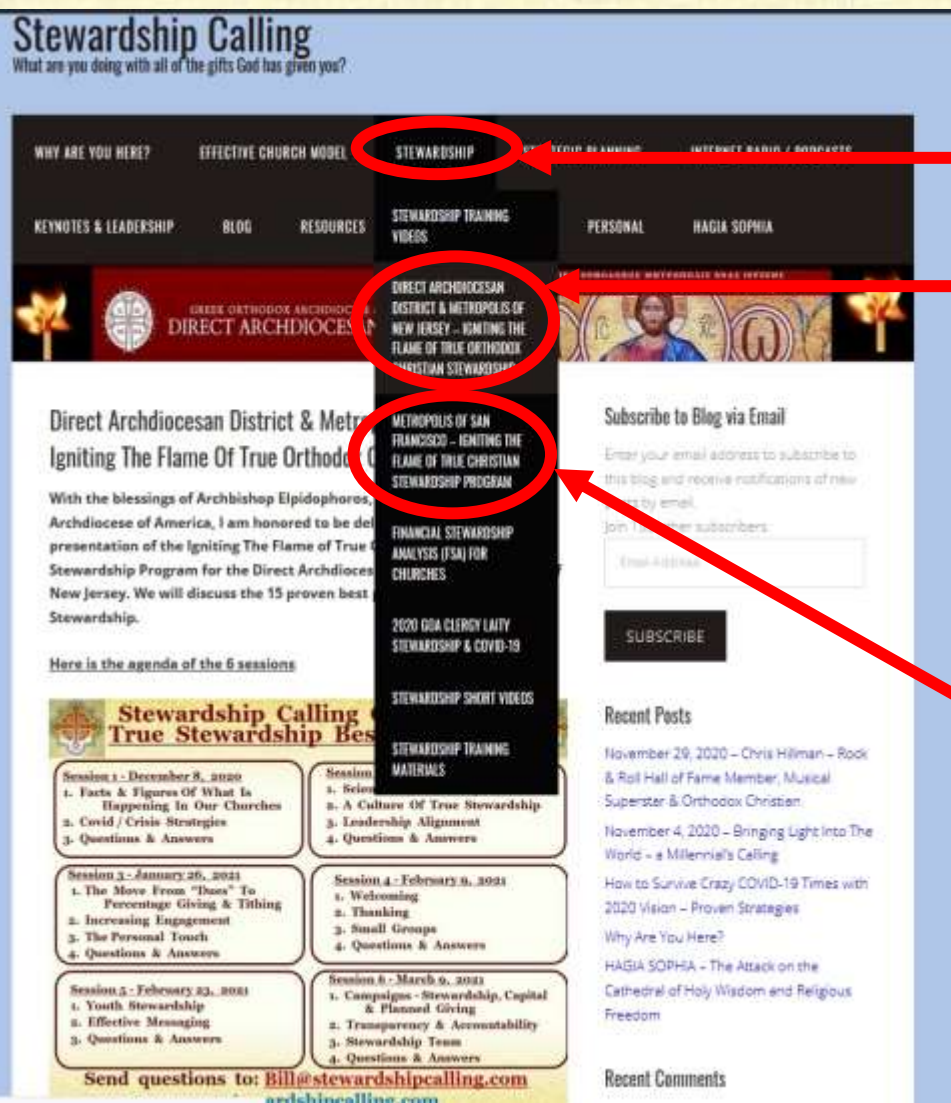
Christ's Possible Question To You



“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**:

(a) **These PowerPoint Handouts** go to the Direct Archdiocesan District & Metropolis of New Jersey - Igniting the Flame of True Orthodox Christian Stewardship page at:

<https://stewardshipcalling.com/direct-archdiocese-district-metropolis-of-new-jersey-igniting-the-flame-of-true-orthodox-christian-stewardship/>

(b) **Videos of this Content** go to the Metropolis of San Francisco - Igniting the Flame of True Orthodox Christian Stewardship page at:

<https://stewardshipcalling.com/san-francisco-metropolis-stewardship-program/>

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

Session 2 - January 12, 2021

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
4. Questions & Answers

Session 4 - February 9, 2021

1. Welcoming
2. Thanking
3. Small Groups
4. Questions & Answers

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

Send questions to: Bill@stewardshipcalling.com
www.stewardshipcalling.com



11 of 15 Culture of True Stewardship Practices



11. Stewardship and Capital Campaigns

**Successful annual
Stewardship campaigns (and
separate capital campaigns)
require different specific
strategies and a
comprehensive schedule**



The Need For Planned Campaigns



“For which of you, intending to build a tower, does not sit down first and count the cost, whether he has enough to finish it?”

Luke 14:28

The Giving Facts - 2019

How much did Americans give in 2018?

\$427.71 billion

Americans gave \$427.71 billion to charity in 2018, a record year for charitable giving.

Giving to foundations decreased the most after experiencing strong double-digit growth in the year prior.

Where did the generosity come from?

Contributions by source (by percentage of the total)

Giving by Foundations
\$75.86 billion
(6.7% up when inflation adjusted)
18%

Giving by Bequest
\$39.71 billion
(2.2% down when inflation adjusted)
9%

Giving by Corporations
\$20.05 billion
(2.9% up when inflation adjusted)
5%

Giving by Individuals
\$292.09 billion
(2.4% down when inflation adjusted)
68%

Giving by individuals declined in 2018, comprising less than 70 percent of overall giving for the first time in at least 50 years.

* All figures on this infographic are reported in current dollars unless otherwise noted.

Giving to international affairs showed the largest growth in 2018 of any sector.

Where are all the charitable dollars going?

Contributions by source (by percentage of the total)

29% to Religion | \$124.52 billion | \downarrow -15% -3.9%

14% to Education | \$58.72 billion | \downarrow -13% -3.7%

12% to Human Services | \$51.54 billion | $=$ -0.3% -2.7%

12% to Foundations | \$50.29 billion | \downarrow -6.9% -9.1%

10% to Health | \$40.78 billion | $=$ 0.1% -2.3%

7% to Public-Society Benefit | \$31.21 billion | \downarrow -3.7% -6.0%

5% to International Affairs | \$22.88 billion | \uparrow 9.6% 7.0%

5% to Arts, Culture, and Humanities | \$19.49 billion | $=$ 0.3% -2.1%

3% to Environment/Animals | \$12.70 billion | \uparrow 3.6% 1.2%

2% to Individuals | \$9.06 billion

■ indicates growth in current dollars with a decline after adjusted for inflation.

Visit www.GivingUSA.org to learn more and to order your copy of Giving USA 2019: The Annual Report on Philanthropy for the Year 2018.



Giving USA
Gives, analyzes, and reports on U.S. giving for good.

THE Giving Institute™
Shared into spaces for the greater good.

IUPUI
LILLY FAMILY SCHOOL OF PHILANTHROPY

Giving USA Foundation[®], The Giving Institute, and the Indiana University Lilly Family School of Philanthropy are pleased to continue their partnership in providing the most comprehensive, longest-running, and most rigorously researched research on U.S. charitable giving. Giving USA: The Annual Report on Philanthropy[®] is a privilege to report on the generosity of Americans and related historical trends on the charitable giving.

\$427.7 Billion given away

¹ Giving USA Foundation - 2019 Annual Report

\$124.25 Billion (29%) went to religious causes



2018 Nonprofit Source Data



GOOD NEWS

- ~ **49%** of all church giving is with a credit/debit card
- ~ **60%** will give to their church digitally
- ~ % currently enrolled in monthly church giving =
 - 40%** of Millennials
 - 49%** of Gen X donors
 - 49%** of Baby Boomer donors
 - 30%** of donors aged 75+

BAD NEWS

- ~ **37%** of regular church goers give \$0
- ~ **17%** of American families reduced their gifts to their local church
- ~ **7%** of church goers reduced their giving by **20%+**



The Big 5 Fundraisers



1. Stewardship - annual contributions from your stewards through their direct stewardship
2. Disguised Stewardship (nickel and diming) - from candles / trays / parishioner fundraisers, etc.
3. N. O. Income - (Non-Orthodox Income) - from festivals / rentals / fundraisers from non-parishioners
4. Capital Campaigns - special contributions over several years for specific projects
5. Planned Giving - including the church in an estate plan or making a special planned gift to a church endowment / special account



The Big 5 Fundraisers



1. Stewardship - annual contributions from your stewards through their direct stewardship
2. Disguised Stewardship (nickel and diming) - from candles / trays / parishioner fundraisers, etc.
3. N. O. Income - (Non-Orthodox Income) - from festivals / rentals / fundraisers from non-parishioners
4. Capital Campaigns - special contributions over several years for specific projects
5. Planned Giving - including the church in an estate plan or making a special planned gift to a church endowment / special account



Stewardship Campaigns



- 1. Annual, year-long stewardship campaign**
- 2. Monthly stewardship articles in ALL Parish publications (Scripture + testimonials)**
- 3. At least quarterly stewardship presentations**
 - a. clergy AND lay testimonials**
 - b. focused on life changing ministries (not problems)
“people give to mission and vision”**
 - c. emphasize time and talents - ministry engagement**
 - d. explain easy online giving options**
 - e. emphasize tithing and % giving in each message**
 - f. explain the incredible ministries that could be funded if everyone tithed**



Stewardship Campaigns



4. Specific stewardship campaign month (sometime in Sept - Nov)

- ~ Plan personal contacts
 - Plan A personal in-home visits
 - Plan B group gatherings
- ~ Hand deliver stewardship packets for return to confidential place
- ~ Conduct a separate youth stewardship campaign
- ~ Focus on Ministry information and recruitment
- ~ Host a “Ministry Fair” and have ministries share their great accomplishments and recruit
- ~ Personal follow up to reach 100% participation
- ~ Celebrate successes
 - + ministry accomplishments
 - + lives changed
 - + specific metrics of giving



Stewardship Campaigns



~ Suggested homily/ testimonial topics:

- ~ “First and Last Giving”- Youth Stewardship and Planned Giving
- ~ “Give like God” = God gave first and Christ gave it all for us – creating a spiritual culture of generosity
- ~ “Going All In” - Tithing and Percentage Giving with incremental increases
- ~ Parable of Talents - Give 3 parishioners \$
- ~ A Tithing Sunday (give/bring 10% of that weeks’ income)
- ~ Zacchaeus Sunday - give 50% of what you have in your wallet/purse/pocket in church that Sunday
- ~ A 90 day tithing guarantee (100% refund for anyone regretting their tithing contribution)
- ~ Promoting culture of generosity – (prayer circles or external focus)
- ~ “To every season” - Campaigns around Seasons of Giving
- ~ “Seeing is believing” = Cast a Vision worthy of God and Christ’s church



Stewardship Campaign Sample Articles



Samples of monthly stewardship articles you
can use for Parish publications at
www.stewardshipcalling.com

Stewardship Calling

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

WHY ARE YOU HERE?

EFFECTIVE CHURCH MODEL

STEWARDSHIP

STRATEGIC PLANNING

INTERNET RADIO / PODCASTS

KEYNOTES & LEADERSHIP

BLOG

RESOURCES

UPCOMING PROGRAMS

PERSONAL

HAGIA SOPHIA

ARTICLES ("STEWARDSHIP
SOUND BITES")

books & articles

BOOKS, VIDEOS, RESEARCH,
PODCASTS AND OTHER
EFFECTIVE CHURCH
RESOURCES

FACTS / STATS

STEWARDSHIP MINISTRY
HANDBOOKS

WEB LINKS

Articles ("Stewardship Sound Bites")

Here are a few short articles, I call "Stewardship Sound Bites," that I have written about stewardship, parish operations and development, or living your calling. Please click on the underlined [BLUE TITLE](#) in each block below to read the article. Feel free to use and reprint these in your church bulletins or communications if you find them useful or helpful. They are concise and help expand the message of stewardship in easy to understand human terms.

Subscribe to Blog via Email

Enter your email address to subscribe to this blog and receive notifications of new posts by email.

Join 151 other subscribers

Email Address

Go to the
RESOURCES
tab and the
ARTICLES
(Stewardship
Soundbites)
page:

<https://stewardshipcalling.com/articles-2/>



The Big 5 Fundraisers



1. Stewardship - annual contributions from your stewards through their direct stewardship
2. Disguised Stewardship (nickel and diming) - from candles / trays / parishioner fundraisers, etc.
3. N. O. Income - (Non-Orthodox Income) - from festivals / rentals / fundraisers from non-parishioners
4. Capital Campaigns - special contributions over several years for specific projects
5. Planned Giving - including the church in an estate plan or making a special planned gift to a church endowment / special account



Disguised Stewardship



- ~ The “nickel and diming” of our faithful by “selling candles or flowers” / passing trays / special fundraisers, etc.
- ~ These negatively impact our direct stewardship contributions
- ~ \$1 in 1955 = \$9.76 in 2021





Nickel & Diming and Non-Orthodox Income Dependence Proves Poor Stewardship Practices & Leadership



The average Orthodox parish¹ receives:

- a) \approx **0.5% - 0.8%** (not 10%) of parishioners' income
- b) \approx **52%** of its income from direct stewardship
- c) \approx **20%** of its income from nickel and diming its parishioners
- d) \approx **28%** of its income from Non-Orthodox guests (festival, hall rentals, etc.)

¹Based on a comprehensive Financial Stewardship Analysis performed by Stewardship Calling of well over 250 Parishes (mostly GOA) comparing parish median giving against proxy Orthodox U.S. income based on U.S. Census data



Stewardship
Calling

Financial Stewardship Analysis for Churches



A Special Free Service Available to Your Parish

- ~ How well is your parish doing from a financial stewardship perspective?
- ~ This FSA uses best practices refined over **13+** years
- ~ It's been used by over **250+** parishes to understand their stewardship and where they need to focus
- ~ It includes **8 KPIs** (key performance indicators) and benchmarking against all 250+ other parishes

Learn more here: <https://stewardshipcalling.com/financial-stewardship-analysis-fsa-for-churches/>

Or contact: Bill@stewardshipcalling.com



4-C Process To Stop Nickel and Diming?



- 1. CULTURE - Parish leaders must decide the parish will become a percentage giving church (on the way to tithing)**
- 2. COMMITMENT - Parish leadership must :
(a) becoming percentage givers/tithers; and
(b) stop all nickel and diming by a certain date
(e.g., 12 months later)**
- 3. COMMUNICATIONS - constant and creative education and communications from both clergy and laity**
- 4. CELEBRATION – constantly celebrate life-changing ministries helping people and bringing them closer to Christ**



The Big 5 Fundraisers



1. Stewardship - annual contributions from your stewards through their direct stewardship
2. Disguised Stewardship (nickel and diming) - from candles / trays / parishioner fundraisers, etc.
3. N. O. Income - (Non-Orthodox Income) - from festivals / rentals / fundraisers from non-parishioners
4. Capital Campaigns - special contributions over several years for specific projects
5. Planned Giving - including the church in an estate plan or making a special planned gift to a church endowment / special account



The N. O. Income Trap



1. \approx **28%**+ of Parish income comes from N.O. Income (Non-Orthodox) sources e.g., festivals, rentals, outside fundraisers, etc.)
2. Festivals only started proliferating in the 1980's
3. The 2 Indicting Questions!

¹Based on a comprehensive Financial Stewardship Analysis performed by Stewardship Calling of well over 250 Parishes (mostly GOA) comparing parish median giving against proxy Orthodox U.S. income based on U.S. Census data



The N. O. Income Trap



4. Festivals are OK, as long as:

a) Parish doesn't depend on N.O. Income

b) the primary purposes are:

i. Outreach & Evangelism

ii. serving your community

iii. Parish team building and fellowship

iv. providing hospitality and sharing culture

c) You understand that Gen X, Y, Z will not work them like prior generations did



The Big 5 Fundraisers



1. Stewardship - annual contributions from your stewards through their direct stewardship
2. Disguised Stewardship (nickel and diming) - from candles / trays / parishioner fundraisers, etc.
3. N. O. Income - (Non-Orthodox Income) - from festivals / rentals / fundraisers from non-parishioners
4. Capital Campaigns - special contributions over several years for specific projects
5. Planned Giving - including the church in an estate plan or making a special planned gift to a church endowment / special account



Similarities Between Capital & Stewardship Campaign



Capital and Stewardship Campaign both must:

- 1. focus on the Parish Mission and Vision**
- 2. have a dedicated team**
- 3. reach every parishioner**
- 4. include personal solicitations**
- 5. have a schedule**
- 6. use effective materials**
- 7. include repeated, personal and public thanking**
- 8. be conducted with integrity, accountability and transparency**



Differences Between Capital & Stewardship Campaign



<u>Capital Campaign</u>	<u>Stewardship Campaign</u>
“all about the money”	about all 3 Ts
have a beginning and an end	permanent way of life (and re-occur annually)
begin with a “feasibility study” (interview of lead donors to estimate what can be responsibly raised over several years in calibrated bands of amounts of donations)	every parishioner should tithe / give a percentage of their income annually
begin with a “quiet phase” (soliciting the 20% of the people who generally contribute 80% of the money) followed by “public phase” (soliciting the other 80% of people for the remaining 20% of the money)	all stewards are solicited simultaneously



ANCIENT FAITH RADIO

Bringing the Ancient Christian Faith to the Modern World

Ancient Faith Ministries

BILL MARIANES

REVITALIZE STEWARDSHIP IN
YOUR PARISH AND PERSONAL LIFE

A STEWARDSHIP CALLING



Ancient Faith
PODCASTS

“Effective Church Capital Campaigns and Feasibility Studies”

3-31-19 - Part 1

6-30-19 – Part 2

1. <https://www.ancientfaith.com/podcasts/stewardshipcalling/the-difference-between-your-dreams-and-your-reality>

2. <https://www.ancientfaith.com/podcasts/stewardshipcalling/capital-campaigns-and-feasibility-studies>

Anthony Scott (Part 1)



Jerry Minetos (Part 2)





The Big 5 Fundraisers



1. Stewardship - annual contributions from your stewards through their direct stewardship
2. Disguised Stewardship (nickel and diming) - from candles / trays / parishioner fundraisers, etc.
3. N. O. Income - (Non-Orthodox Income) - from festivals / rentals / fundraisers from non-parishioners
4. Capital Campaigns - special contributions over several years for specific projects
5. Planned Giving - including the church in an estate plan or making a special planned gift to a church endowment / special account



12 of 15 Culture of True Stewardship Practices



12. Estate / Planned Giving

One of the greatest opportunities for financial security for a Parish is a specific estate/planned giving program



Planned Giving



- ~ **67 %** of people don't know what “planned giving” means
- ~ Planned Giving is making a significant charitable gift during a donor's life or at death (part of their Will and Estate Plan)
- ~ The number 1 reason why donors include a charity/cause in their Wills is ?????
“because they were asked”



Why Have A Planned Giving Program?



~ Baby Boomers, (born 1944-1964), will transfer **\$30 Trillion** over the next several years.¹

~ As much as **\$68 Trillion** will be transferred within the next 25 years.²

¹ *The Greatest Wealth Transfer In History: What's Happening And What Are The Implications* - Forbes Magazine 11-11-19 (<https://www.forbes.com/sites/markhall/2019/11/11/the-greatest-wealth-transfer-in-history-whats-happening-and-what-are-the-implications/#64c33e834090>)

² *What The Coming \$68 Trillion Great Wealth Transfer Means For Financial Advisors* – CNBC October 21, 2019 (Cerulli Associates is a research and consulting firm specializing in asset management and distribution trends worldwide) (<https://www.cnbc.com/2019/10/21/what-the-68-trillion-great-wealth-transfer-means-for-advisors.htm>)



Who Is The Chuck Feeney In Your Parish?



- ~ Chuck Feeney co-founded airport Duty Free Shops amassed billions but lived frugally and wanted to die broke¹
- ~ Over 40 years, he anonymously donated **\$8 Billion+** to charities
- ~ Who is the Chuck Feeney in your parish?

¹ *The Billionaire Who Wanted To Die Broke . . . Is Now Officially Broke*- Forbes Magazine 9-15-20
(<https://www.forbes.com/sites/stevenbertoni/2020/09/15/exclusive-the-billionaire-who-wanted-to-die-brokeis-now-officially-broke/#3261c49f3a2a>)



Why Have A Planned Giving Program? ¹



- ~ In 2017, **58% - 60%** of people in the U.S. did NOT have an Estate Plan
- ~ By 2020, it had grown to **68%**
- ~ Your State law will decide how to allocate your assets if you don't have a Will

¹ *Haven't Done A Will Yet? You've Got Company. Neither Have 6 In 10 U.S. Adults* - AARP February 4, 2017



Why Have A Planned Giving Program? ¹



- ~ Only 14% of the 32% of people with Estate Plans include a charitable bequest (4.5% of entire population)
- ~ Thus, 95.5% of parishioners is your planned giving campaign opportunity

¹*Survey of Wills Created by Everyday Donors Shows an Average Bequest of \$78,630*



Why Have A Planned Giving Program? ¹



~ The top 4 excuses/reasons people don't have Wills & Estate Plans:

1. procrastination
2. think they don't have enough assets
3. think they are too expensive
4. don't know how to do it

~ Your Parish's planned giving program can address all 4 reasons and do something wonderful for your parishioners and Parish

¹ Caring.com 2020 Estate Planning and Wills Study <https://www.caring.com/caregivers/estate-planning/wills-survey>



Why Have A Planned Giving Program? ¹



~ Average Will charitable bequest = **\$78,630**
(20% of Wills have 2 bequests)

~ Multiply the number of parishioners by **\$78,630** for an estimate of what your church can receive over time

100 = <u>\$7,833,000</u>	200 = <u>\$15,726,000</u>
300 = <u>\$23,589,000</u>	400 = <u>\$31,452,000</u>

~ Multiply the number of parishioners who died last year multiplied by **\$78,630** as a conservative estimate of what your church could have received

¹Survey of Wills Created by Everyday Donors Shows an Average Bequest of \$78,630



Why Have A Planned Giving Program? ¹



- ~ **95%** of wealth is in stocks and property, so planned giving of these assets doesn't impact cash flow and can be done by people of all income levels
- ~ the typical planned gift is **200 times** the size of a donor's largest annual fund gift
- ~ people who make gifts through their wills typically **increase** the amount of their annual support

¹ “*What’s The Big Deal About Planned Giving Anyway*” - June 2, 2018 at PlannedGiving.com - <https://plannedgiving.com/the-importance-of-planned-giving/>



6 Steps To Start A Planned Giving Program?



1. MINISTRY - establish a Planned Giving Ministry Team
2. WHY - determine the WHY of Planned Giving Ministry (what its proceeds will fund)
3. PROGRAM - develop a comprehensive program of education, communications, resources and follow-up
4. ENDOWMENT - create an endowment fund (consistent with the Archdiocese rules)
5. COMMUNICATIONS - prepare and execute comprehensive and constant communications plans
6. CAMPAIGN & FOLLOW-UP - execute the program with constant follow-up



Planned Giving Start-Up ¹



How To Start Planned Giving:

1. Plan a fun gratitude event in “11 months” for anyone who included the church in their Wills
2. Regularly and often announce that event
3. Run your Planned Giving campaign, education and communications strategy
4. Announce final deadline for event
5. Have a fun gratitude event with a great meal, short uplifting message and great social interaction
6. Unveil recognition plaque
7. Repeat

¹ A combination suggestion from Church Development <https://www.church-development.com/> and Stewardship Calling www.stewardshipcalling.com



Planned Giving



- ~ Naming your church as a life insurance policy beneficiary is an easy way to give (and possibly get a tax deduction)**
- ~ Planned Giving education and appeal should be a part of your annual stewardship campaign**
- ~ Many estate planners/attorneys offer free education programs for parishioners**



Planned Giving



For more information and materials:
<https://www.goarch.org/-/planned-giving>

Join the Eternal Light Society

“...but lay up for yourselves treasures in heaven....”



REMEMBER YOUR CHURCH THROUGH
PLANNED GIVING



Planned Giving Annunciation Cathedral Outside Trifold



Everlasting Giving Ministry

The Annunciation Everlasting Giving Ministry was established in 2013 as a ministry of the church to assist parishioners in establishing a long-lasting gift as a testament to their love for God's church.

The Ministry provides "no obligation" legal, financial and end of life planning resources to our parish family for establishing estate plans, Orthodox living wills and other planning directives.

The Ministry also provides resources for tax-advantaged financial planning and charitable giving opportunities.

Come and See

Giving to the Church is an opportunity to examine our priorities and values. It is an opportunity to express our thankfulness, to give of ourselves and to grow in grace. Giving is not a substitute for our commitment – it is an expression of our commitment. **Come And See** what we can do together with your support.

**"Come and See
the works of God,
Who is awesome"**

Psalm 66:5

Help is Available

The Annunciation Everlasting Giving Ministry, in cooperation with the Cathedral clergy and the National Stewardship Ministries of the Greek Orthodox Archdiocese of America, has developed resources to guide the faithful in planning their estates according to their Orthodox Christian Faith and values.

Contact the ministry team to receive more detailed information and resources.



Annunciation Cathedral

555 North High Street

Columbus, OH 43215

Phone: (614) 224-9020

everlastinggiving@greekcathedral.com



GREEK ORTHODOX ARCHDIOCESE OF AMERICA

ANNUNCIATION EVERLASTING GIVING MINISTRY

"...but lay up for yourselves
treasures in heaven..."



REMEMBER YOUR CHURCH THROUGH
PLANNED GIVING

Planned Giving Annunciation Cathedral Inside Trifold

The Body of Christ



The Church is the Body of Christ on earth and carries on His ministry in the world today. Giving to the Church is an opportunity to examine our priorities and values, to express our thankfulness, to give of ourselves and to grow in grace.

Through a charitable gift, you can have a significant positive effect on the ministries of the Church and those people whose lives are changed because of them. A charitable gift may also give you substantial current tax benefits as well as estate tax benefits.

For most people, the greatest financial gift we are able to give is what we leave behind when we fall asleep in the Lord. The impact of your gift provides the opportunity to leave a family legacy that will be felt for years and generations to come.

As you explore the ways that you can support the ministries of the Church, please know that the Annunciation Cathedral's Everlasting Giving Ministry is available to assist you in any way possible.

Ways to Give

Consider making a gift in one of the following ways:

- Bequest
- Matching Gift
- Gift of Cash
- Gift of Securities
- Gift of Life Insurance
- Gift of Real Estate
- Qualified Retirement Plans
- Charitable Gift Annuity
- Deferred Gift Annuity
- Charitable Lead Trust
- Charitable Remainder Trust

Americans give generously to charitable organizations in this manner. In 2009, more than \$250 billion was given by individuals through their estates.

Recipients:

- Religious Organizations: \$90 billion
- Education: \$41.6 billion

(Source: American Association of Fundraising Counsel 2009)

Planned giving can be very rewarding, allowing you to see your gift at work while receiving tax benefits now.

The material provided here is designed to furnish our Orthodox Christian faithful with general information. It is not intended as legal or financial advice. When considering a charitable gift, be sure to consult your attorney, professional adviser or accountant to ensure that it meets your individual circumstances.

Do You Have a Will?

Though you may not want to consider preparing a will, it will save your heirs significant time and money.

With a will, you also ensure that your family, charitable, and financial wishes are carried out.

Most people who prepare a will also have planning directives. These documents, known as powers of attorney, letters of instruction, and living wills provide guidance about one's wishes for:

- Medical Care consistent with your beliefs
- Tax-Advantaged & Charitable Financial Planning
- Distribution of personal property

Live with peace of mind knowing that your wishes will be followed...

~ Prepare a will ~

A NOTE ON LIVING WILLS

When doing your estate planning it is common to also include a Living Will dealing with how medical care will be provided if you are unable to give the instructions yourself. The Archdiocese has arranged for an Orthodox Living Will that can be completed by you and reviewed with your family, doctor and legal advisor. For Orthodox faithful, it is important that the Living Will reflect your Orthodox Christian beliefs. There are many prayers and observances that can give great comfort to you and your family. If you have your attorney prepare your living will, we urge you to include language that reflects your Orthodox Christian beliefs.



Successful Church Planned Giving Endowments



St. Luke's

ST. LUKE'S EPISCOPAL CHURCH

HOME SUNDAYS VISITING NEWS & EVENTS SIGN UP MINISTRIES OUR CHURCH MEDIA

The Good Shepherd Society

for planned giving at St. Luke's

It is important that "all persons make wills, while they are in health, arranging for the disposal of their temporal goods, not neglecting, if they are able, to leave incomes for religious and charitable purposes."

The Book of Common Prayer p.445



If you have ever been to a service at St. Luke's, walked onto our beautiful campus, or just parked in one of our parking lots, you have enjoyed the gifts given by countless people and multiple generations. Some are given by people you may have known, others were given by people who lived long ago. One need only sit in our sanctuary for a moment or two and reflect on the generosity surrounding us and the gifts given to us by past generations for us to realize that we are surrounded by a cloud of witnesses that not only spans generations but their witness and generosity continues to be formative in our lives today.

What is often missed, when we speak of past generations, however, is that we are the *foundational generation for future parishioners*. Those parishioners, those who are currently too young to speak and those who will not be born for years to come, will be looking for us to provide a foundation upon which their

<https://www.stlukesatlanta.org/good-shepherd-society.html>

The Cathedral of St. Philip

THE CATHEDRAL of ST. PHILIP

About

Planned Giving

Dear Friends,

Thank you for considering a planned gift to the Cathedral of St. Philip! This page is dedicated to all the valuable members of the Arbor Society, which is the collection of members and friends who have made an estate commitment to the Cathedral.

The Arbor Society is named after the old saying "Blessed are those who plant trees under which other people will sit." People who give to the endowment of the Cathedral of St. Philip are planting trees for other people to sit under. They are developing a rich and beautiful tree of life at the Cathedral. They are members of our Arbor Society, and I encourage you to join them.

Sincerely,

The Very Reverend Samuel G. Casella
Dean of the Cathedral of St. Philip

Cathedral Arbor Society and Gift Planning

Established in 1992, the Cathedral Arbor Society honors those who have remembered the Cathedral through provisions in their estate. Planned gifts of any amount qualify. All it takes to become a member of the Cathedral Arbor Society is to inform the Stewardship Office that you have made provision for the Cathedral of St. Philip in your will or estate planning.

Estate gifts are held in trust by the Endowment Fund. Established by the Chapter in 1971, the Fund enables the Cathedral to develop and enhance ministries and properties beyond what is possible through annual operating funds. The Fund provides assurance that the life and ministry of the Cathedral will continue in perpetuity. The Fund is managed by a Board of Trustees consisting of five Cathedral members plus the Wardens of the Chapter and the Dean. If you have questions about the Endowment Fund, contact David Bocchio at 404.265.2022.

Gifts can be made in life, by bequest, or on a deferred basis. Many of these gift opportunities offer significant financial benefits to the donor.



<https://www.cathedralatl.org/community/giving/planned-giving/>



13 of 15 Culture of True Stewardship Practices



13. Transparency and accountability

**Complete transparency and
accountability is essential
to having a successful
Stewardship program**



Best Practices In Transparency & Accountability



1. Transparency & Accountability increases generosity:

A significant increase in the public transparency, accountability, and institutionalized credibility of the many religious and charitable causes and organizations...would considerably increase the amount of money they received.

Passing the Plate: Why American Christians Don't Give Away More Money (New York: Oxford UP, 2008) (p 143)



Best Practices In Transparency & Accountability



2. Parishioners want more Transparency & Accountability:

“Parishioners want more say in how their parishes are run.... In parish financial matters they expect accountability and transparency.”

Why Catholics Don't Give ... And What Can Be Done About It (Huntington, IN: Our Sunday Visitor Publishing, 2006) (pps 128-129)



Best Practices In Transparency & Accountability



3. Transparency & Accountability is Biblical:

“In everything set them an example by doing what is good. In your teaching show integrity, seriousness and soundness of speech that cannot be condemned, so that those who oppose you may be ashamed because they have nothing bad to say about us.”

Titus 2:7–8

(To honor Holy Scripture and avoid temptation, Reverend Billy Graham strove to be transparent in everything – going so far as to purchase advertising space in local newspapers to publish financial audits of his evangelistic tours)



Best Practices In Transparency & Accountability



4. Transparency & Accountability reduces opportunities for financial irregularities and:

**“Sunlight is said to be the best of
disinfectants; electric light the most
efficient policeman.”**

Supreme Court Justice Louis Brandeis



Best Practices In Transparency & Accountability



5. In today's America

- ~ Transparency & Accountability have become absolute expectations**
- ~ The absence of Transparency & Accountability raises presumptions of improprieties**



Best Practices In Transparency & Accountability



6. Conversations in churches about Transparency & Accountability allow you to productively discuss money in a way that sets the stage for a financial stewardship conversation



Best Practices In Transparency & Accountability



~ A Parish should:

- (a) regularly provide all financial information to all stewards**
- (b) annually audit ALL Parish financial records**
- (c) place your financial statements and audit on your website**



Best Practices In Transparency & Accountability



- ~ All Parish Council, stewardship and finance ministry members should complete “financial best practices” training
- ~ An example, the Metropolis of Atlanta “Good Financial Practices” presentation available here:
<https://atlmeteropolis.org/2017-presidents-meeting>



ANCIENT FAITH RADIO

Bringing the Ancient Christian Faith to the Modern World

Ancient Faith Ministries

BILL MARIANES

REVITALIZE STEWARDSHIP IN
YOUR PARISH AND PERSONAL LIFE

A STEWARDSHIP CALLING



Ancient Faith
PODCASTS

**“The New Old
Imperative for
Churches and People:
Trust, Integrity,
Transparency and
Accountability”**

July 29, 2018

**With CPA Chris Mandaleris
and Attorney Steve
Laduzinsky, including special
materials on Good Financial
Practices**

<https://www.ancientfaith.com/podcasts/stewardshipcalling/integrity>



15 of 15 Culture of True Stewardship Practices



15. It takes a TEAM

**A Stewardship ministry
requires a separate and
dedicated ministry team**



The Power of the Church Team (ἐκκλησία)



**“Two are better than one,
because they have a good
return for their labor:**

**If either of them falls down,
one can help the other up.**

**But pity anyone who falls
and has no one to help them
up.”**

Ecclesiastes 4:9-10



It Takes a Team



A committed, trained and enthusiastic Stewardship TEAM will determine your results, success and sustainability!





Proposed Stewardship Ministry Team Leaders



- 1. Stewardship Ministry Chair**
- 2. Communications**
- 3. Welcoming**
- 4. Thanking**
- 5. Small Groups**
- 6. Campaign**
- 7. Planned Giving**
- 8. Youth**
- 9. Ambassador Training**
- 10. Data Analysis**



Stewardship Team



- ~ Team members must communicate constantly (e.g., regular messages, thank you, welcome packages, etc.)**
- ~ Team regularly updates the Parish Council and Parish**
- ~ Only one trusted team member (and possibly the priest) have access to actual personal pledge information**



Stewardship Team



- ~ **Recruit Ambassadors = 10% of your number of steward “units”**
- ~ **Each Ambassador covers themselves and 9 other steward units**
- ~ **All parish council members, ministry leaders and Clergy are Ambassadors**
- ~ **Train all Ambassadors on how and what to solicit (emphasize vision, time, talents and engagement)**



Romans 12:5

***“So we, being many,
are one body in Christ,
and every one members
one of another.”***

**One One
Team Dream**



Key Message



**You will not have the most healthy
and effective Parish until you:**

**Create a culture of true
stewardship and generosity**





Stewardship Calling 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**

**The Building
Might Be
Closed...**



**But the
Church
is open!**



GOARCH Department of Stewardship and Outreach and Evangelism



GOARCH DEPARTMENT OF STEWARDSHIP

Department of Stewardship

Subscribe to the Stewardship mailing list

First Name (Optional)

Last Name (Optional)

Type a valid email address

SUBSCRIBE

2021 Campaign Resources Now Available

Contact Information

Tel: (646) 519-6760 • Fax: (646) 706-0057

Email: stewardship@goarch.org

Web: stewardship.goarch.org

Connect With Us

Facebook Instagram

STEWARDSHIP CAMPAIGN RESOURCES

SERMONS

ARTICLES

<https://www.goarch.org/departments/stewardship>
Fr. James Kordaris frjimk@goarch.org



STEWARDSHIP CALLING.COM



Stewardship Calling

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

WHY ARE YOU HERE?

EFFECTIVE CHURCH MODEL

STEWARDSHIP

STRATEGIC PLANNING

INTERNET RADIO / PODCASTS

KEYNOTES & LEADERSHIP

BLOG

RESOURCES

UPCOMING PROGRAMS

PERSONAL

HAGIA SOPHIA



Why are you here?



Why have you and your church been given so many gifts, talents, resources and abilities?

<https://www.stewardshipcalling.com>

Bill Marianes Bill@stewardshipcalling.com



Your Always Free Parish Resource www.stewardshipcalling.com

**Effective
Church
Model**

**Steward-
ship**

**Strategic
Planning**

**Podcasts
Internet
Radio**

**Leader-
ship**

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

WHY?

EFFECTIVE CHURCH MODEL

STEWARDSHIP

CHURCH STRATEGIC PLANNING

PODCASTS / INTERNET RADIO

LEADERSHIP & SPIRITUAL RETREATS

BLOG

RESOURCES

UPCOMING PROGRAMS

PERSONAL



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

The screenshot shows the Stewardship Calling website. At the top, the 'STEWARDSHIP' tab in the navigation bar is circled in red. An arrow points from this tab to a sidebar menu where 'DIRECT ARCHDIOCESAN DISTRICT & METROPOLIS OF NEW JERSEY - IGNITING THE FLAME OF TRUE ORTHODOX CHRISTIAN STEWARDSHIP' is circled in red. Another arrow points from this menu item to a specific program listing: 'METROPOLIS OF SAN FRANCISCO - IGNITING THE FLAME OF TRUE CHRISTIAN STEWARDSHIP PROGRAM', which is also circled in red. Below the sidebar, the main content area displays the agenda for the 'Direct Archdiocesan District & Metropolitan Igniting The Flame Of True Orthodox Christian Stewardship' program, listing sessions from December 8, 2020, to March 9, 2021. At the bottom, it says 'Send questions to: Bill@stewardshipcalling.com'.

Under the **STEWARDSHIP TAB**:

(a) **These PowerPoint Handouts** go to the Direct Archdiocesan District & Metropolis of New Jersey - Igniting the Flame of True Orthodox Christian Stewardship page at:

<https://stewardshipcalling.com/direct-archdiocese-district-metropolis-of-new-jersey-igniting-the-flame-of-true-orthodox-christian-stewardship/>

(b) **Videos of this Content** go to the Metropolis of San Francisco - Igniting the Flame of True Orthodox Christian Stewardship page at:

<https://stewardshipcalling.com/san-francisco-metropolis-stewardship-program/>

Send questions to: Bill@stewardshipcalling.com



ANCIENT FAITH RADIO

Bringing the Ancient Christian Faith to the Modern World

Ancient Faith Ministries

BILL MARIANES

REVITALIZE STEWARDSHIP IN
YOUR PARISH AND PERSONAL LIFE

A STEWARDSHIP CALLING



Ancient Faith
PODCASTS

5th Sunday Stewardship Calling

Every month with a 5th Sunday 1.5 hour live call-in program at 8:00 p.m. EDT

1st Wednesday Stewardship Calling

One hour live call-in program on the first Wednesday of each month at 8:00 p.m. EDT

<http://stewardshipcalling.com/internet-radio/>

For specific questions or additional information email Bill@stewardshipcalling.com



In Addition to GOARCH - Two Free Orthodox Resources Available To You



**Stewardship
Calling**

**To help people and
parishes discover
and live their
stewardship callings
so that they may
have a good account
before the awesome
judgement seat of
Christ.**

<https://stewardshipcalling.com/>



**ORTHODOX
MINISTRY
SERVICES**

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

<https://orthodoxministry.org/>



The Big Idea



Create a Culture of Engagement and Generosity





The Empirical Data Shows¹



“Perhaps the key characteristic of engaged members is that their church is top of mind for them.”

¹ Growing An Engaged Church: How To Stop “Doing Church” And Start Being The Church Again – By Al Winseman, Global Practice Leader for Faith-Based Organizations for the Gallup Organization

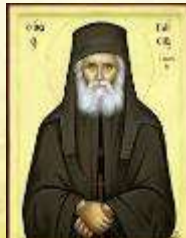
Tough Love from St. Paisios

“The spirit of luke-warmness reigns... We’ve been spoiled for good. How does God still tolerate us?”

Today’s generation is the generation of indifference. There are no warriors. The majority are fit for parades and feasts only.... Even people who’ve got something inside have begun to grow cool saying, ‘Can I really do anything to change the situation?’

We have to witness our Faith with boldness, because if we continue to remain silent, we’ll have to answer in the end. In these difficult days, each must do what is in their own power. Leave what’s out of their power to God. In this way, our conscience will be clear.”

St. Paisios the Athonite

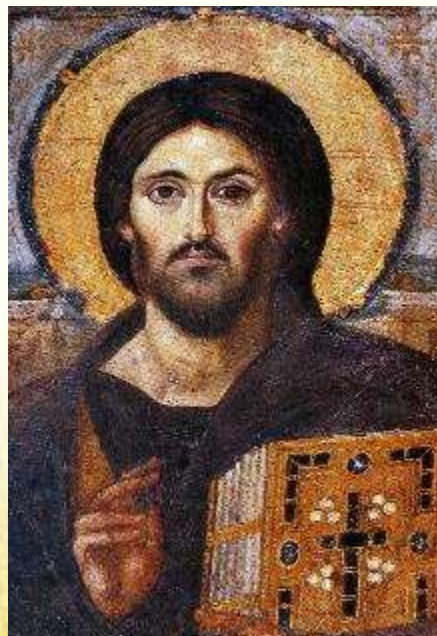




Christ's Possible Question To You



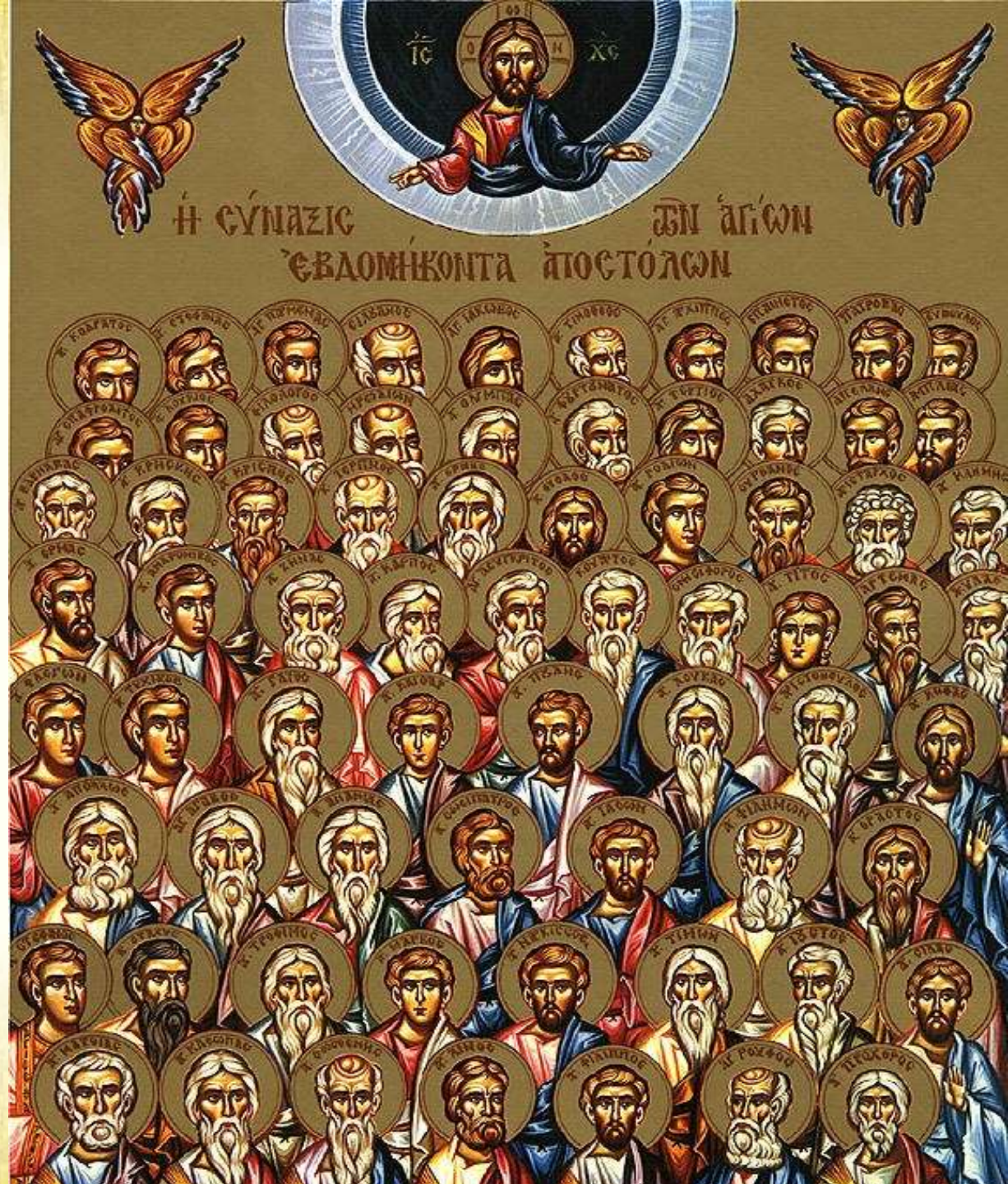
“What did You do with MY Church under Your watch given all of the gifts I gave You?”





*You have
now been
called as
one of
the 70
Disciples*

Luke 10:1





GREEK ORTHODOX ARCHDIOCESE of AMERICA
DIRECT ARCHDIOCESAN DISTRICT

ΕΛΛΗΝΙΚΗ ΟΡΘΟΔΟΞΟΣ ΜΗΤΡΟΠΟΛΙΣ ΝΕΑΣ ΙΕΡΕΣΗΣ
GREEK ORTHODOX METROPOLIS OF NEW JERSEY



Igniting the Flame

A Culture of True Orthodox Christian Stewardship and Generosity

(Part 6)

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

Luke 12:48

Bill Marianes

Bill@stewardshipcalling.com



**Stewardship
Calling**

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

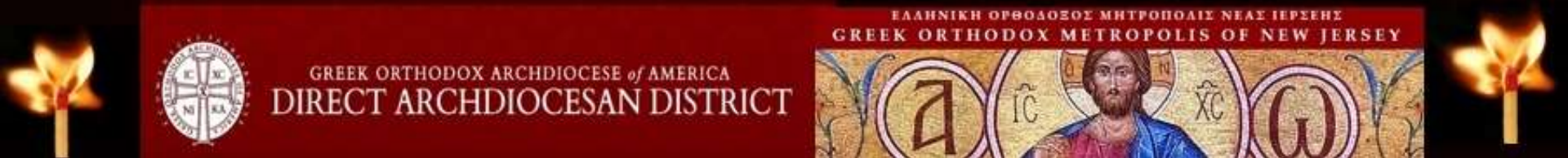
www.stewardshipcalling.com



**ORTHODOX
MINISTRY
SERVICES**

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

www.orthodoxministry.org/



Igniting the Flame

A Culture of True Christian Stewardship and Generosity

APPENDIX

Bill Marianes

Bill@stewardshipcalling.com



**Stewardship
Calling**

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

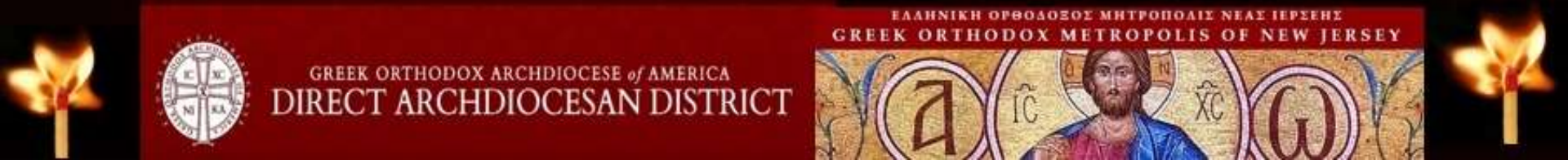
www.stewardshipcalling.com



**ORTHODOX
MINISTRY
SERVICES**

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

www.orthodoxministry.org/



Igniting the Flame - A Culture of True Christian Stewardship and Generosity

APPENDIX

1. Stewardship Calling Resources
2. Suggested Book Reading List
3. Suggested TED Talks / YouTube Videos
4. Suggested Empirical Studies
5. Stewardship Calling Podcasts

<https://stewardshipcalling.com/san-francisco-metropolis-stewardship-program/>

Stewardship Calling Resources





Your Always Free Parish Resource www.stewardshipcalling.com



**Effective
Church Model
& Engaged
Discipleship**

**Steward-
ship**

**Strategic
Planning**

**Podcasts
Internet
Radio**

**WHY
Are You
Here?**

**Leader-
ship**

Stewardship Calling

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

WHY?

EFFECTIVE CHURCH MODEL

STEWARDSHIP

CHURCH STRATEGIC PLANNING

PODCASTS / INTERNET RADIO

LEADERSHIP & SPIRITUAL RETREATS

BLOG

RESOURCES

UPCOMING PROGRAMS

PERSONAL



Stewardship Calling Effective Church Model

Institutional



Effective
Worship
Experience

Consensus
Vision and
Strategic Plan

Engaged
Disciples

Culture of True
Stewardship

Individual

Stewardship Calling

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

www.stewardshipcalling.com

WHY? **EFFECTIVE CHURCH MODEL – THE 4 CRITICAL DIMENSIONS** STEWARDSHIP CHURCH STRATEGIC PLANNING
PODCASTS / INTERNET RADIO SPIRITUAL – LEADERSHIP RETREATS BLOG RESOURCES UPCOMING PROGRAMS
TESTIMONIALS IT'S NOT ABOUT ME IN LOVING MEMORY OF BESS MARIANES



Effective Church Model tab (with detailed presentations covering 3 of the 4 dimensions of an Effective Church)

Effective Church Model – The 4 Critical Dimensions



Subscribe to Blog via Email

Enter your email address to subscribe to this blog and receive notifications of new posts by email.

Join 88 other subscribers

SUBSCRIBE

Stewardship Calling

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



Stewardship Tab
at

www.stewardshipcalling.com

You can watch or download 2 videos that teach the Igniting The Flame of True Christian Stewardship Program at:

<https://stewardshipcalling.com/videos/>

Stewardship Training Videos

A Parish that practices true Christian Stewardship is on fire and can achieve the unimaginable and experience no financial or operational challenges as it strives to emulate the kingdom of God. Every Parish leader and Priest is called to ensure that his or her Parish practices true stewardship and gives every parishioner the opportunity to maximize his or her commitment of time, talent and treasures for God's greater glory.

Recent Posts

COVID-19 - Spread the Word, not the virus

You Have Been Called - Music Mogul Turns Youth Ministry Neptic Warrior

"Meet The Met" - Metropolitan Gerasimos & The Generosity Challenge Part II

You Have Been Called - Laity, Deacons, Clergy & Hierarchs



Stewardship
Calling

Financial Stewardship Analysis for Churches



A Special Free Service Available to Your Parish

- ~ How well is your church really doing from a financial stewardship perspective?
- ~ The Stewardship Calling FSA was developed over the last 12+ years using best practices and financial analytics adapted to Orthodox Christian parishes.
- ~ It has been used by over 250+ churches to better understand what is happening with their financial stewardship and where they need to focus
- ~ It includes key performance indicator metrics and performance comparisons

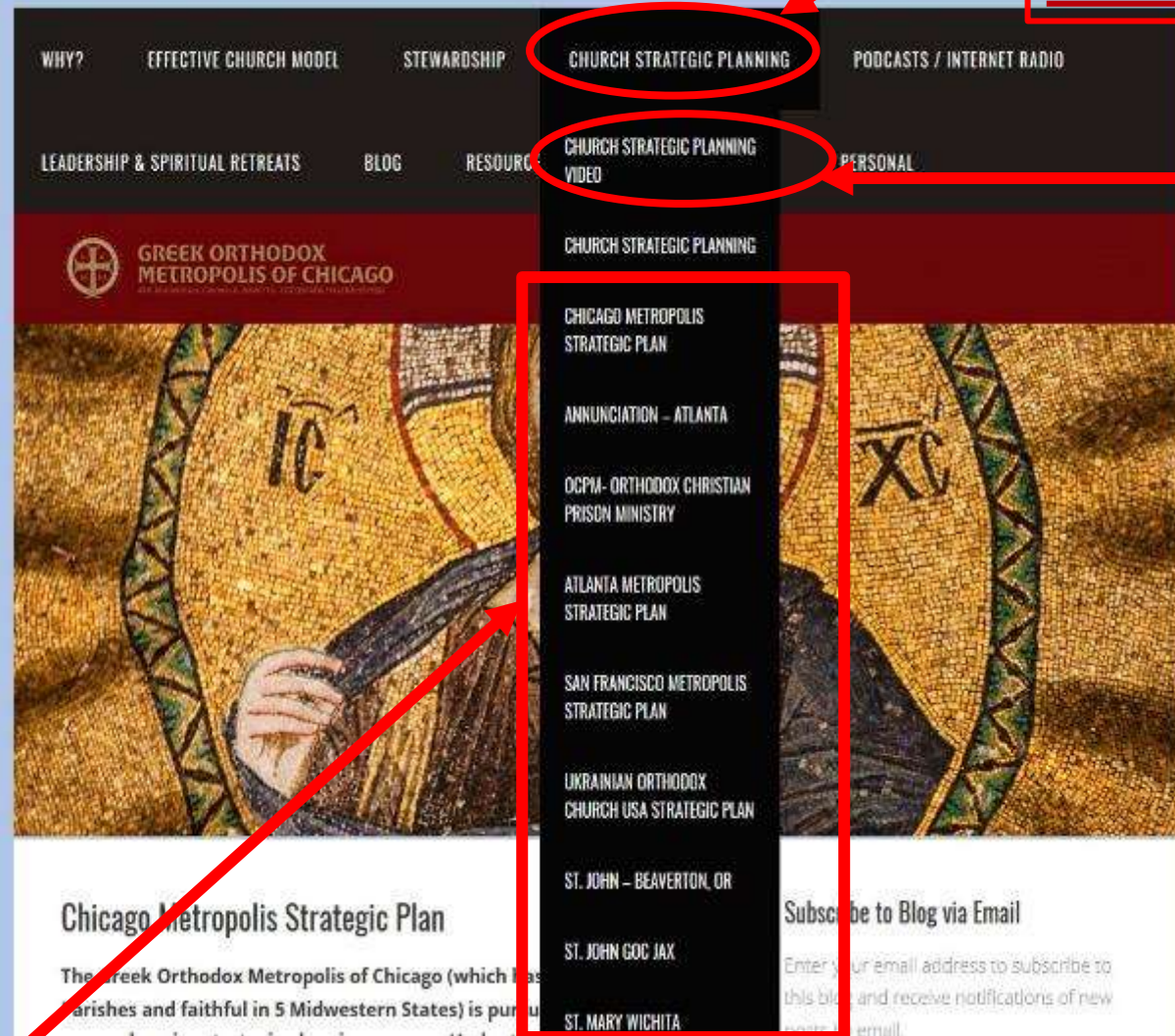
Learn more here: <https://stewardshipcalling.com/financial-stewardship-analysis-fsa-for-churches/>

Or contact: Bill@stewardshipcalling.com

Stewardship Calling

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

Strategic Planning Tab at
www.stewardshipcalling.com



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

You can download several Strategic Plans
<http://stewardshipcalling.com/strategic-planning/>

Stewardship Calling

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

www.stewardshipcalling.com

WHY?

EFFECTIVE CHURCH MODEL

STEWARDSHIP

CHURCH STRATEGIC PLANNING

PODCASTS / INTERNET RADIO

KEYNOTES & LEADERSHIP

BLOG

RESOURCES

UPCOMING PROGRAMS

PERSONAL

WHY ARE YOU HERE?

LEADERSHIP

RELIGIOUS FREEDOM

EFFECTIVE COMMUNICATIONS
– FROM TEACHER TO
PREACHER TO REACHER

LIVING IN H.D. – BEING A HERO
AND DISCIPLE – (UKRAINIAN
ORTHODOX LEAGUE- 2016)

Why Are You Here?

Why Are You Here?

One of the most profound questions one must answer is "Why am I here?" Of all of the trillions of life forms on earth, you were the one whom God made in His image and likeness. For what purpose were you given all of the gifts, talents, resources, abilities and experiences you have been given?

Humorist and author Mark Twain once famously said: "The two most important days of your life are: first, the day you were born, and second, the day you figure out why." It is in pursuit of helping you figure out your WHY that this page and these resources are devoted. Godspeed on your journey!

Recent Posts

COVID-19 – Spread the Word, not the virus

You Have Been Called – Music Mogul Turns Youth Ministry Neptic Warrior

"Meet The Met" – Metropolitan Gerasimos & The Generosity Challenge Part II

You Have Been Called – Laity, Deacons, Clergy & Hierarchs

OCA Diocese of New York & New Jersey
2019 Diocese Assembly Keynote and Stewardship Presentations

Understanding Your Why and Living Your Stewardship Calling Program is available under the Keynote & Leadership tab and the Why Are You Here page

Stewardship Calling

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

www.stewardshipcalling.com

WHY? EFFECTIVE CHURCH MODEL STEWARDSHIP CHURCH STRATEGIC PLANNING PODCASTS / INTERNET RADIO

KEYNOTES & LEADERSHIP

BLOG RESOURCES UPCOMING PROGRAMS PERSONAL

WHY ARE YOU HERE?

LEADERSHIP

RELIGIOUS FREEDOM

EFFECTIVE COMMUNICATIONS
– FROM TEACHER TO
PREACHER TO REACHER

LIVING IN H.D. – BEING A HERO
AND DISCIPLE – (UKRAINIAN
ORTHODOX LEAGUE- 2016)

Christian
Leadership

Leadership

"There are 'leaders' and there are 'those who lead.'" While there are many dimensions to being an authentic, Orthodox Christian Servant Leader, developing those leaders is one of the most critical challenges I have heard from the hundreds of churches I have worked with over the last 11+ years. So, I have assembled some written materials, podcasts and videos that cover many of the elements of how to develop true servant leaders. While all leaders are courageous in leading their church or ministry, the Stewardship Calling Orthodox Christian Servant Leadership Model focuses on the 6 critical leadership core values of: Courage; Love; Humility; Trust; Vision; and Team.

Below you will find a PowerPoint outline of some of the core servant leadership content I present to Parishes and Churches/Ministries/Dioceses /Parish Councils and Boards, as well as a video of one such program, a link

Recent Posts

COVID-19 – Spread the Word, not the virus
You Have Been Called – Music Mogul Turns
Youth Ministry Neptic Warrior
"Meet The Met" – Metropolitan Gerasimos &
The Generosity Challenge Part II
You Have Been Called – Laity, Deacons,
Clergy & Hierarchs
OCA Diocese of New York & New Jersey
2019 Diocese Assembly Keynote and
Stewardship Presentations

Recent Comments

**Servant
Leadership
Program is
available under
the Keynote &
Leadership tab
and the
Leadership page**

Stewardship Calling

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

www.stewardshipcalling.com

WHY? EFFECTIVE CHURCH MODEL STEWARDSHIP CHURCH STRATEGIC PLANNING PODCASTS / INTERNET RADIO

KEYNOTES & LEADERSHIP

BLOG RESOURCES UPCOMING PROGRAMS PERSONAL

WHY ARE YOU HERE?

LEADERSHIP

RELIGIOUS FREEDOM

EFFECTIVE COMMUNICATIONS
- FROM TEACHER TO
PREACHER TO REACHER

LIVING IN H.D. - BEING A HERO
AND DISCIPLE - (UKRAINIAN
ORTHODOX LEAGUE- 2016)



ANCIENT FAITH MINISTRIES

Communications - From Teacher to Preacher to

sted, how would the world be any different? Or better here, how IS the world different? We sometimes ask ourselves these profound questions, particularly as we focus on 3 very critical personal questions of:

1. "Why am I here?"
2. "What is my purpose/calling?"
3. "What is the meaning of my life?"

We are all called to be "the light of the world" as our Lord made us in his image and likeness. In so doing, we ALL communicate, ALL the time. But are we communicating most effectively? At the Ancient Faith Radio Podcasters/Writers conference, I was honored to give a keynote address to help us all become better communicators in whatever way we communicate. As it turns out, we all communicate at different times in three different ways: as Teachers, Preachers and Reachers.

Teachers merely provide information, so they are informational.
Preachers inspire us with what the information they teach us, so they are

Recent Posts

COVID-19 - Spread the Word, not the virus
You Have Been Called - Music Mogul Turns Youth Ministry Neptic Warrior

"Meet The Met" - Metropolitan Gerasimos & The Generosity Challenge Part II

You Have Been Called - Laity, Deacons, Clergy & Hierarchs

OCA Diocese of New York & New Jersey
2019 Diocese Assembly Keynote and Stewardship Presentations

Recent Comments

sotpaetj on "Does the future have a church?"

sotpaetj on Overcoming the Great Challenge of Donor Fatigue in our Orthodox Christian Churches, Ministries and Other Nonprofit Organizations

Ruth Wilkey on Overcoming the Great Challenge of Donor Fatigue in our Orthodox

Effective Communications Program is available under the Keynote & Leadership tab and Effective Communications "From Teacher to Preacher to Reacher" page



The Ministries
of
St. Luke's
2010~2011



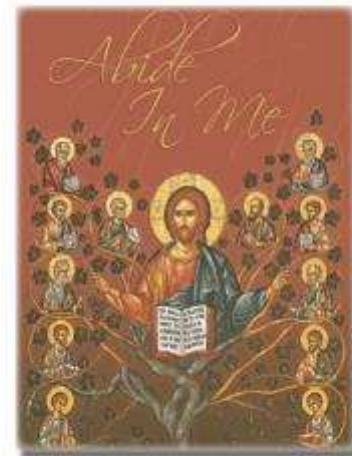
Wherever you are on your spiritual journey, your time and talents are welcome — and needed — at St. Luke's.

SAINT ANTHONY MINISTRIES HANDBOOK



St. Anthony Greek Orthodox Church
776 South Rosemead Boulevard
Pasadena, California 91107-5813
(626) 449-6945 - Fax (626) 449-0974
Rev. Fr. Peter Stratos
saint-anthonys.org

ST. NICHOLAS GREEK ORTHODOX CHURCH
LEXINGTON, MASSACHUSETTS
2011-2012
PARISH MINISTRIES



Sunday Worship Services

Orthros	8:15 am
Matins & Eucharist	9:30 am

Tel: 721-562-6453
1750 Main Street

Publications
To receive assistance in this area is vital in this community, the Toronto City community (The Mayor, The City, and the community), and working in home visitation is essential to our population. It is important, or unable to get our women and their families to visit this organization.

Make a call to: 416-461-3450 • info@toronto.ca

Interfac New 500 Diversity Affiliates
 2002 year 1 development program at Bay Islands, America possibly
 opportune the to-experience high education, California, arise
 education, inner a variety of facilities while having fun open to making
 and under the sun (1) and have completed the eighth grade for April
 19-23

Orthodox Ministry
To strengthen and enhance the Orthodox experience in our parish by offering programs that aid in the development and awareness of our faith, we have a variety of classes, bible study, and activities.
For more information, please contact:
Mrs. Victoria Kouskouskas • 770-685-1201 • info@orthodoxmi.com

Break-Through Washing
The annual celebration of our faith and heritage and
communion in the Holy Spirit of the year
1999-2000 • 1-800-645-7777 • www.mwcc.org

Project Snapshot Ministry
is seeking individuals open to those who have just given birth, or those who have recently lost a loved one, and to those in need during the winter months of the year.
Early Christy • 870-467-9515 • songsofthewild@gmail.com

East Lake the Murder Victim: Goores and Parks Ministry
To provide comprehensive health (physical and mental) for the
surrounding Atlanta communities: poor, racial and sexual
discrimination and violence.
Nancy Goores • 770-361-0851 • soledad@eastlake.org

PARISH SUPPORT SERVICES MINISTRY

FINANCE AND REGULATIONS MINISTRY
Stewardship Ministry
 Empower our participants to worship God through the sharing of their
 love and talents for the glory of God
 Gordon Foxworth • 403-252-7073 • info@faithfulsteward.ca

Optics Development and Packaging Division
 Assist our world in producing major projects in order to maintain
 order as a priority.
 David Greenlee • 0202-214-1100 • dgreenlee@comcast.net

Minister and Deputy Minister
 Assist our parish by providing wisdom and direction to the governance to our community.

Adult Modeling
 Second, our community is regularly taking account of the massive blessings God has poured out.

CONTACT: 011-2606-26262
Executive Ministry
 Text our work in the use of technology to commercialize, reform, and
 reform
 011-2606-26262 • kurumcu@sis.gov.tr

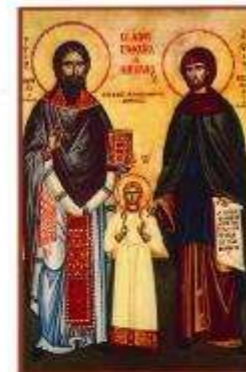
Newsletter efficacy
Associate editor Patrick is communicating with postdoc members across all our career life.
Email: patrick.lee@cam.ac.uk • [+4412233376261](tel:+4412233376261) • patrick.lee@cam.ac.uk

Archived Library
 It provides a global view of past events and features
 from 1945 to 2000. www.2000years.com

INDUSTRY MANAGEMENT AND GROWTH MINISTRY
Building Infrastructure and Property Management Efficiency
Send us your work in the maintenance and care of the facilities and grounds.
Get the green light
John Pichler • 404.764.2311 • jpichler@emc.com

Reproduction Ministry
Service plans and flowers for the wedding to the church and The First
Reverend
Carmel Torres • 1234567 890 • cel22@verizon.net

Location: Albany, New York
 Needs include a manager, 100 hours, and an affidavit for our community
 4401 Home • 415-338-1288 • info@warrdialba.com



SAINTS RAPHAEL, NICHOLAS, AND IRENE
GREEK ORTHODOX CHURCH

DIRECTORY OF MINISTRIES

Alm. Fr. Barnabas Powell, Probstsegenos

3074 Bethelview Road
Cumming, Georgia 30040
(770) 381-5250
www.1800-390

<https://stewardshipcalling.com/stewardship-ministry-handbooks/>

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

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

WHY ARE YOU HERE? EFFECTIVE CHURCH MODEL **STEWARDSHIP** YOUR BUDGETING INTERVIEW RADIO / PODCASTS

KEYNOTES & LEADERSHIP BLOG RESOURCES STEWARDSHIP TRAINING VIDEOS PERSONAL HAGIA SOPHIA

DIRECT ARCHDIOCESAN DISTRICT & METROPOLIS OF NEW JERSEY - IGNITING THE FLAME OF TRUE ORTHODOX CHRISTIAN STEWARDSHIP

Direct Archdiocesan District & Metropolis of New Jersey - Igniting the Flame of True Orthodox Christian Stewardship

With the blessings of Archbishop Elpidophoros, Archdiocese of America, I am honored to be the presentation of the Igniting the Flame of True Orthodox Christian Stewardship Program for the Direct Archdiocese of New Jersey. We will discuss the 15 proven best stewardship strategies.

Here is the agenda of the 6 sessions

Stewardship Calling True Stewardship Best Practices

Session 1 - December 8, 2020	Session 2 - January 26, 2021
1. Facts & Figures Of What Is Happening In Our Churches 2. Covid / Crisis Strategies 3. Questions & Answers	1. The Move From "Does" To Percentage Giving & Tithing 2. Increasing Engagement 3. The Personal Touch 4. Questions & Answers
Session 3 - February 23, 2021	Session 4 - February 9, 2021
1. Youth Stewardship 2. Effective Messaging 3. Questions & Answers	1. Welcoming 2. Thanking 3. Small Groups 4. Questions & Answers
Session 5 - February 23, 2021	Session 6 - March 6, 2021
1. Campaigns - Stewardship, Capital & Planned Giving 2. Transparency & Accountability 3. Stewardship Team 4. Questions & Answers	1. Campaigns - Stewardship, Capital & Planned Giving 2. Transparency & Accountability 3. Stewardship Team 4. Questions & Answers

Send questions to: Bill@stewardshipcalling.com
archdiocalline.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-archdiocese-district-metropolis-of-new-jersey-igniting-the-flame-of-true-orthodox-christian-stewardship/>

Send questions to: Bill@stewardshipcalling.com

Effective Parish “To Do” Review

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.
2. Ensure consensus ALIGNMENT OF ALL KEY LEADERS and stakeholders to your new stewardship program.
3. Begin a TITHING and Percentage Giving Program
4. Develop and implement a stewardship program focused more on SOLICITING TIME AND ENGAGEMENT in the church ministries.

Effective Parish “To Do” Review

5. Design and implement a process that would work in your Parish to PERSONALLY SOLICIT every steward
- 6A. Adopt/adapt one of the 3 best personal solicitation approaches to PERSONALLY reach every steward:
 - Plan A - In home personal visitations
 - Plan B - In home group gatherings
 - Plan C - Personal telephone calls.
- 6B. Implement a COUNCIL OF MINISTRIES and engage all your faithful in at least one Ministry.
7. Establish a Welcoming Ministry and create a “TOTAL WELCOMING EXPERIENCE”



Effective Parish “To Do” Review

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 REGULARLY AND PUBLICLY COMMUNICATE your stewardship message with integrity, accountability and transparency all stewardship, financial and other Parish information

Effective Parish “To Do” Review

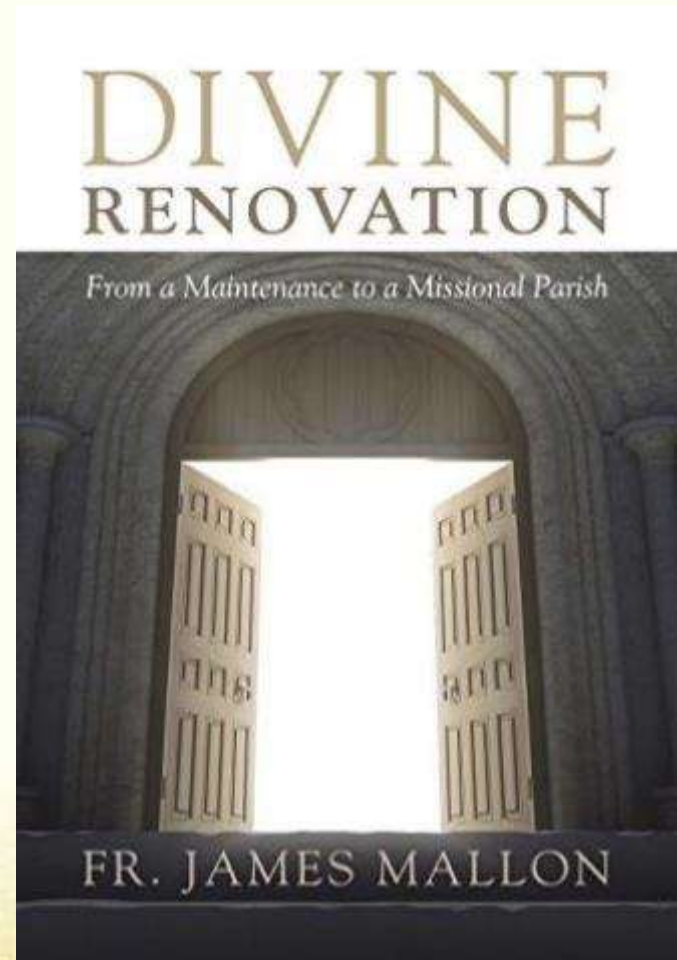
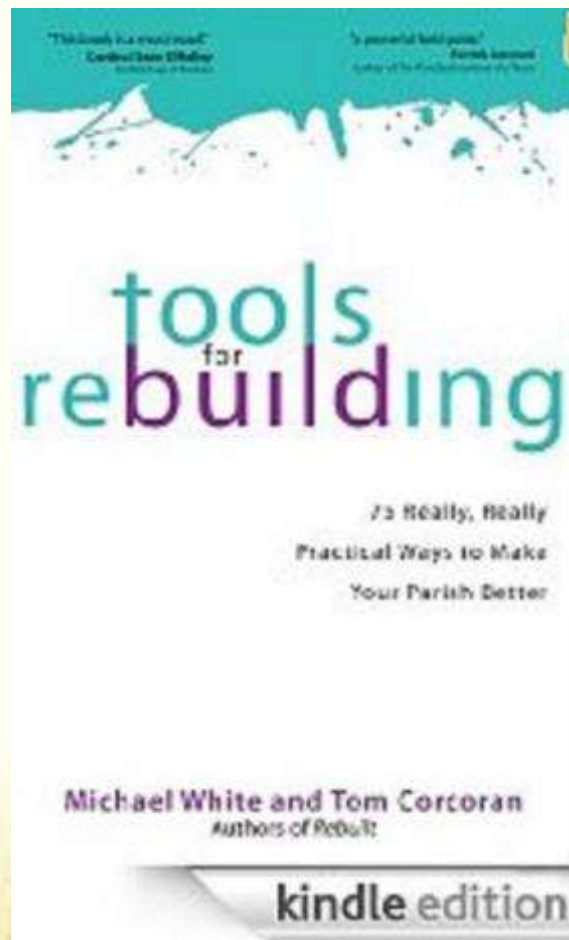
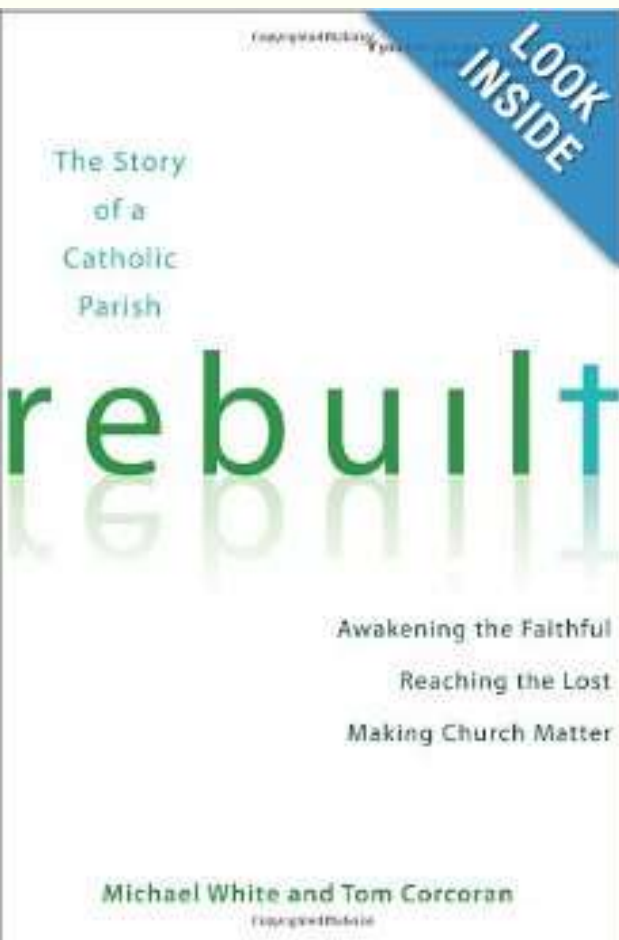
11. Establish a YEAR-LONG STEWARDSHIP schedule and CAMPAIGN with extensive stewardship messages in many places from many voices.
12. Develop and implement a PLANNED/ESTATE GIVING program.
13. Consistently COMMUNICATE all stewardship, financial and other Parish information with INTEGRITY, ACCOUNTABILITY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

Suggested Book Reading List



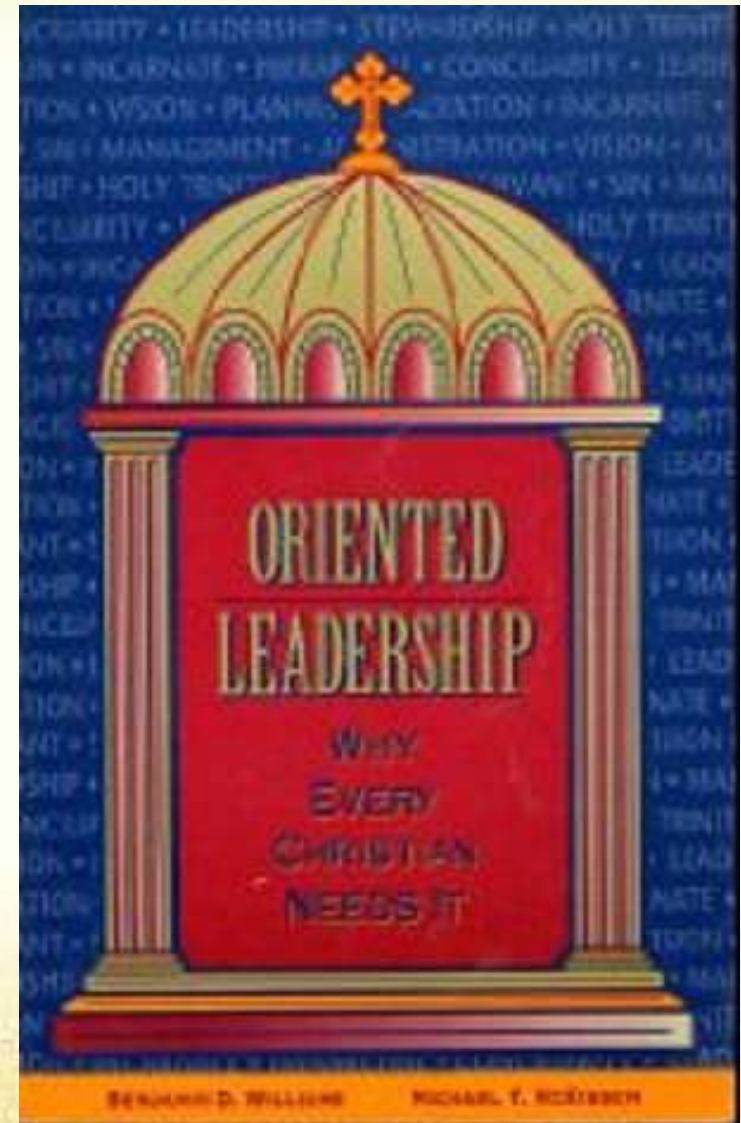
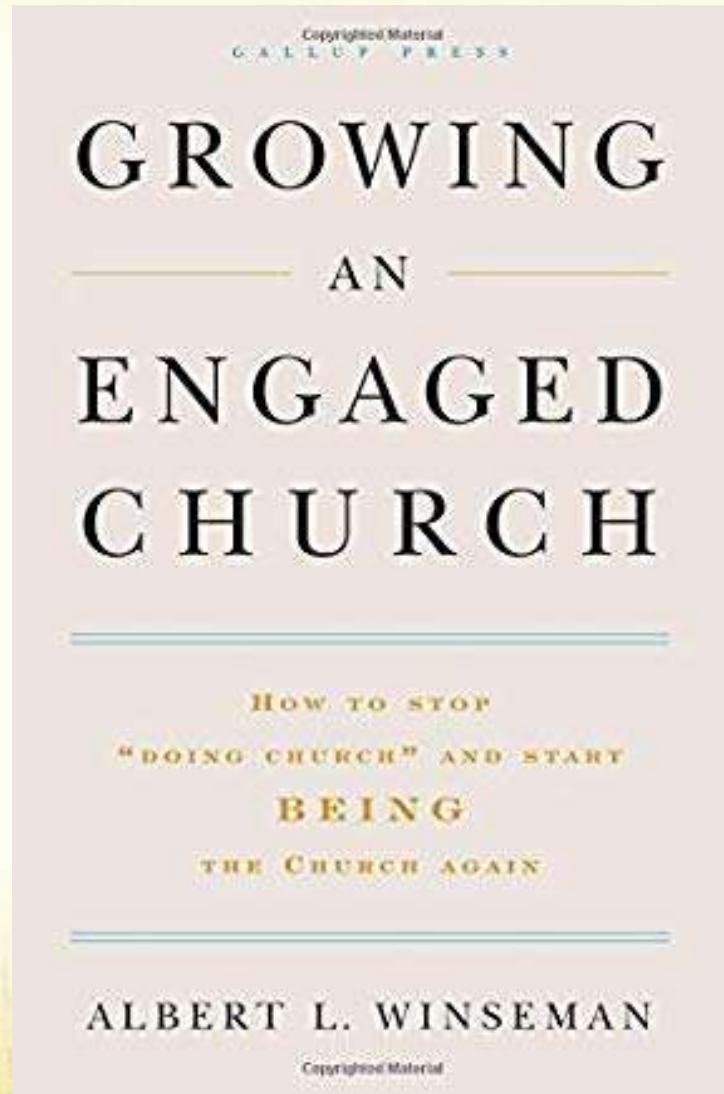


Suggested Reading List (Successful Church Transformation)



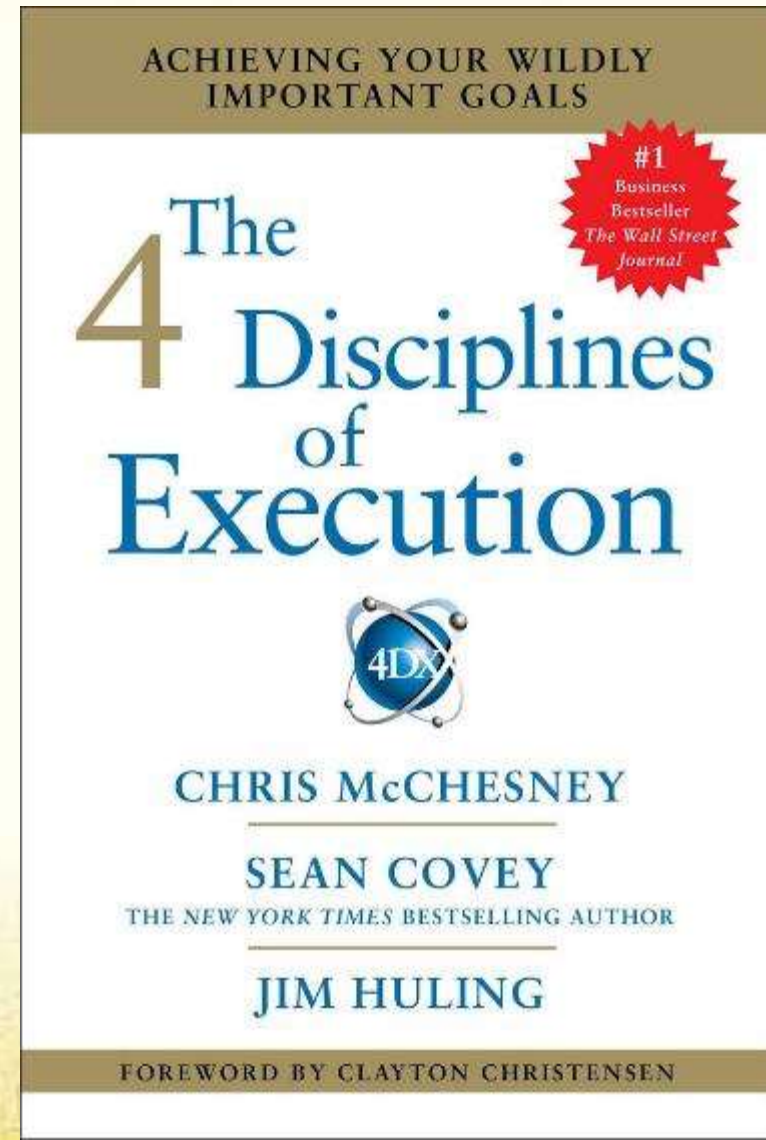
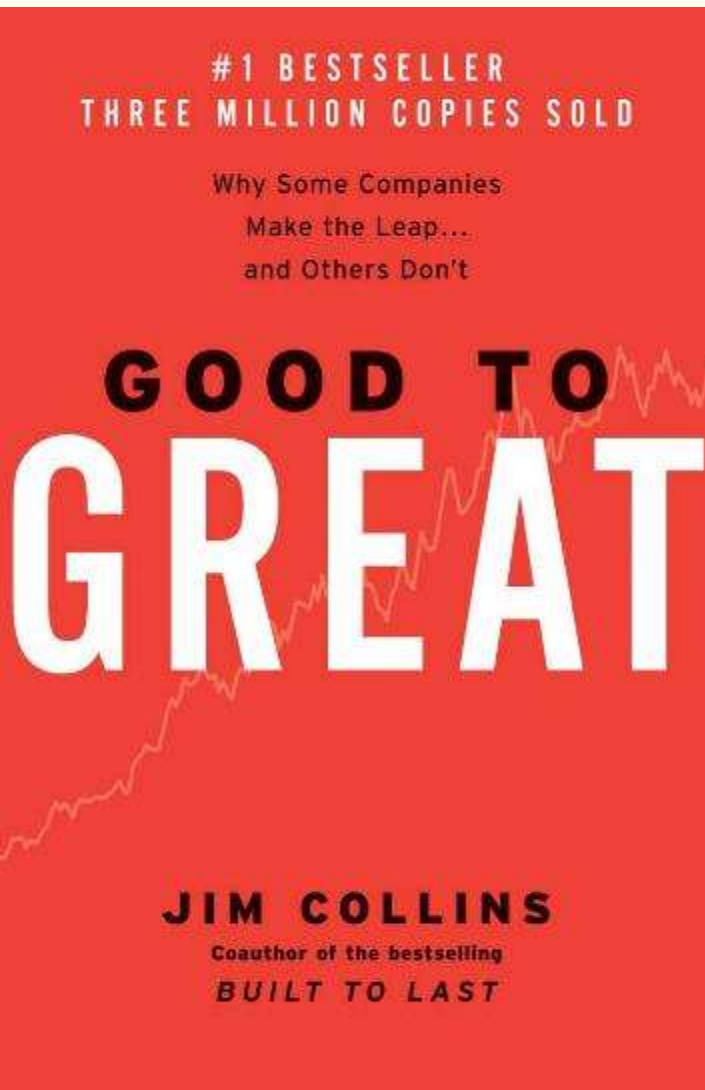


Suggested Reading List (Culture and Leadership)





Suggested Reading List (Operational Excellence)

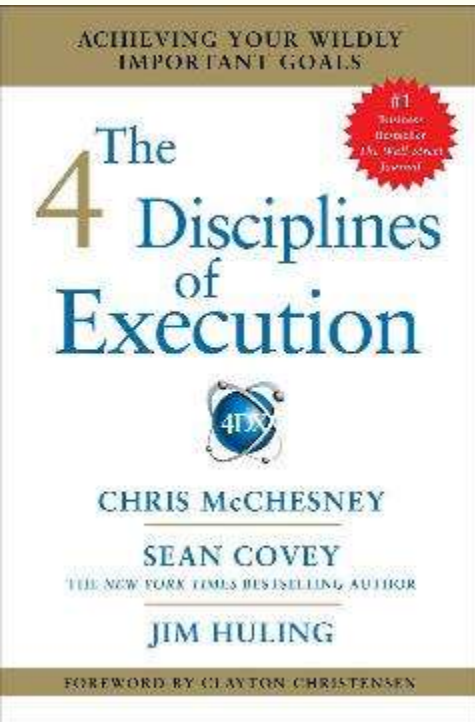




A Great Process for Effective Execution and Leadership



The 4 Disciplines of Execution



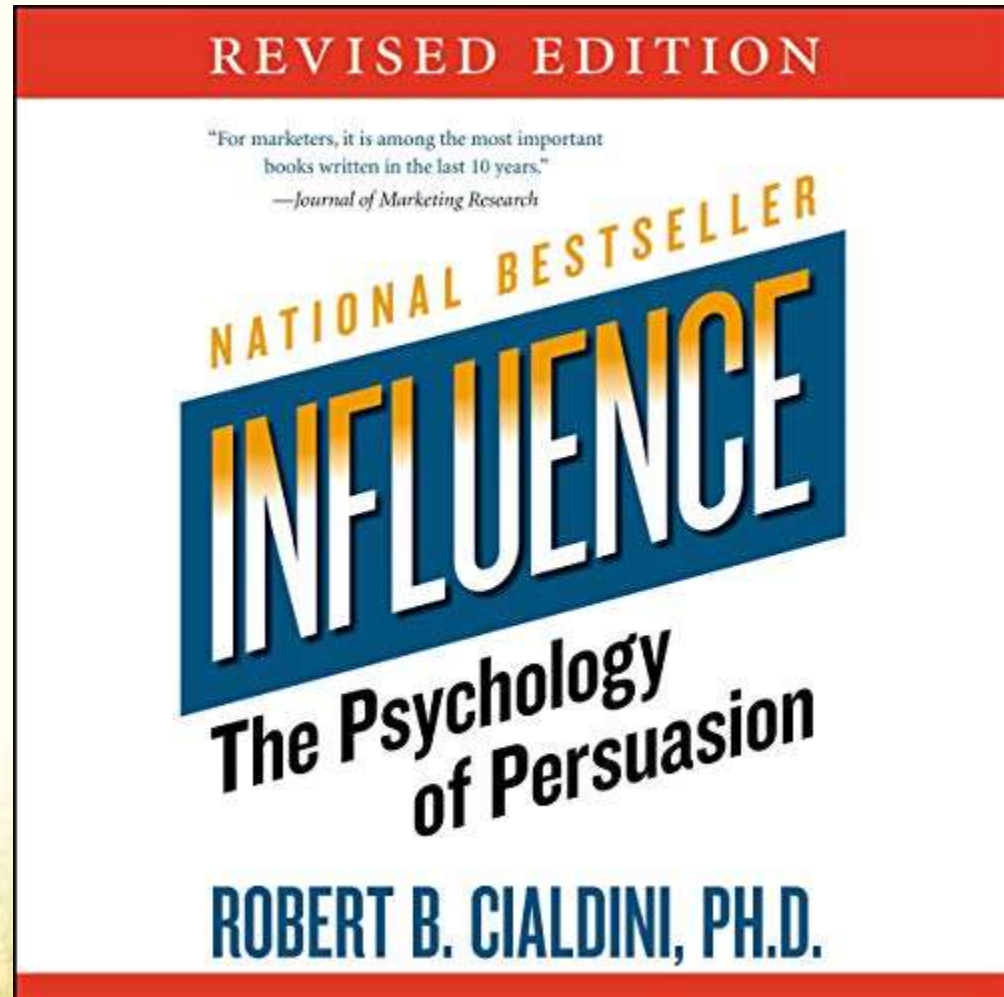
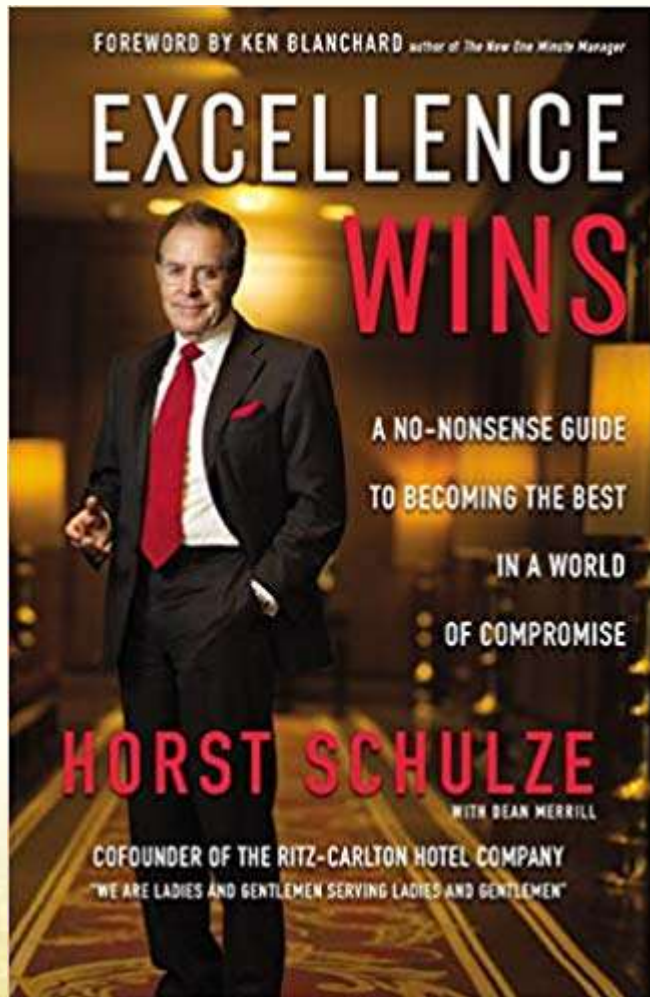
- 1. Determine your WIG(s)
(Wildly Iimportant Goals)**
- 2. Act on Lead Measures**
- 3. Create a compelling scoreboard**
- 4. Create a cadence of accountability**

<http://the4disciplinesofexecution.com/>

NOTE: Some adaptation may be required to apply certain of these proven principles in a church environment

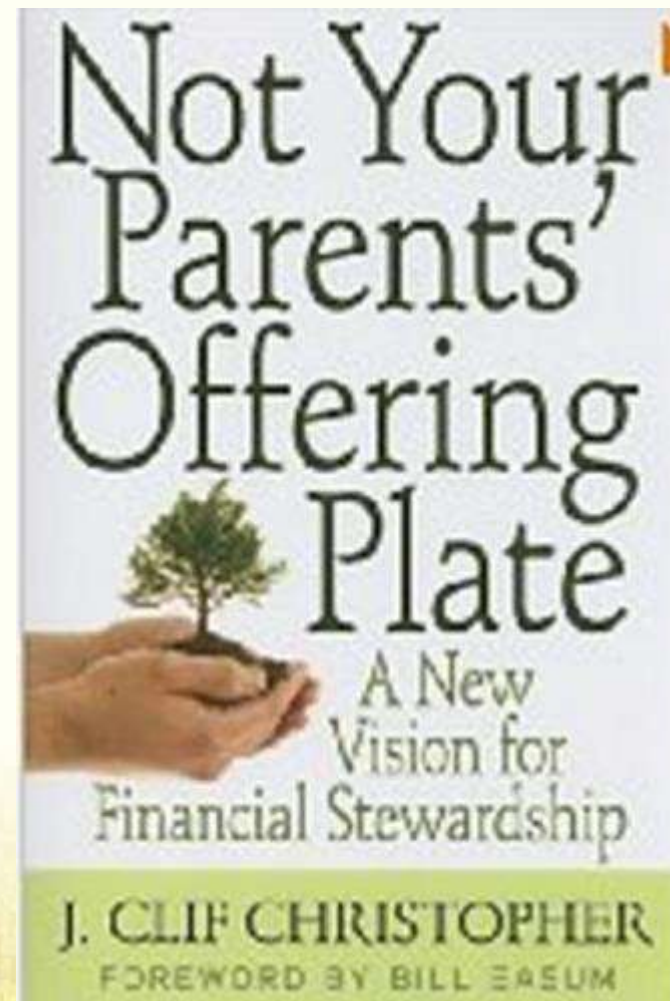
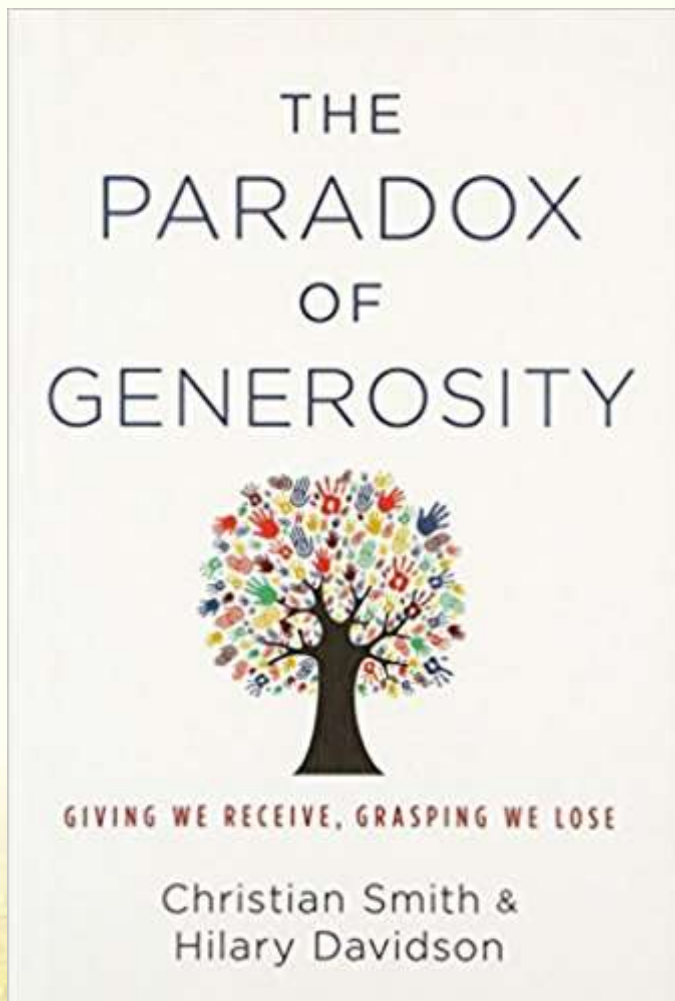


Suggested Reading List Operational and Communications Excellence



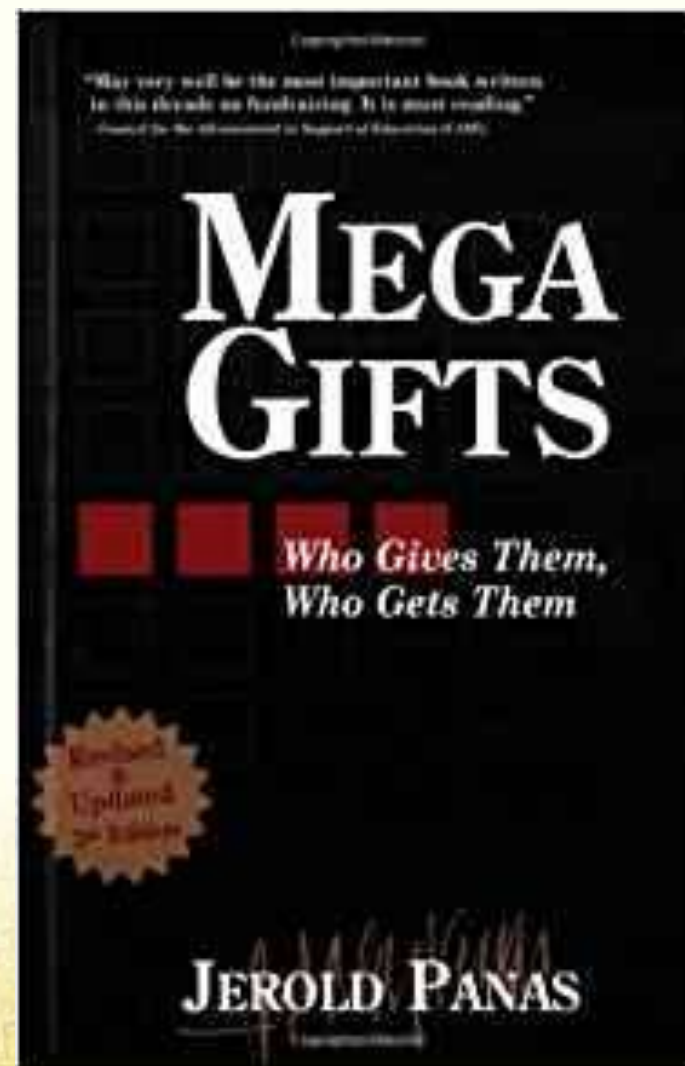
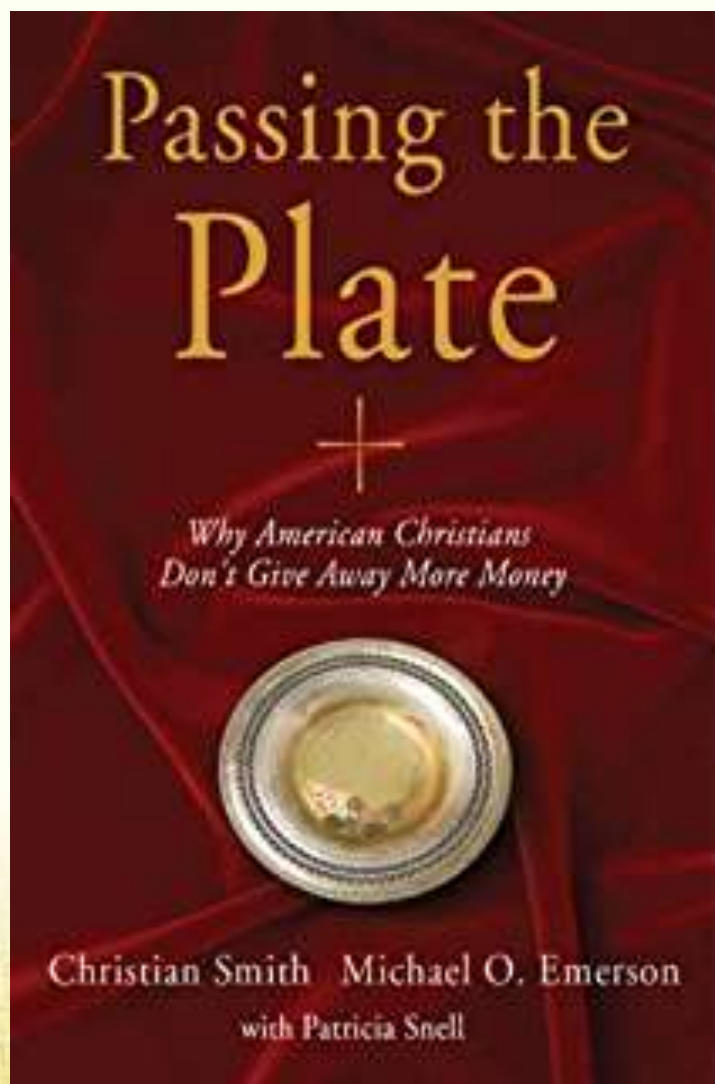


Suggested Reading List (Stewardship)





Suggested Reading List (Stewardship)





Suggested Reading List (Calling & Purpose)



START

HOW GREAT LEADERS INSPIRE
EVERYONE TO TAKE ACTION

WITH

SIMON SINEK

WHY

FIND

A PRACTICAL GUIDE TO DISCOVERING
PURPOSE FOR YOU AND YOUR TEAM

YOUR

SIMON SINEK

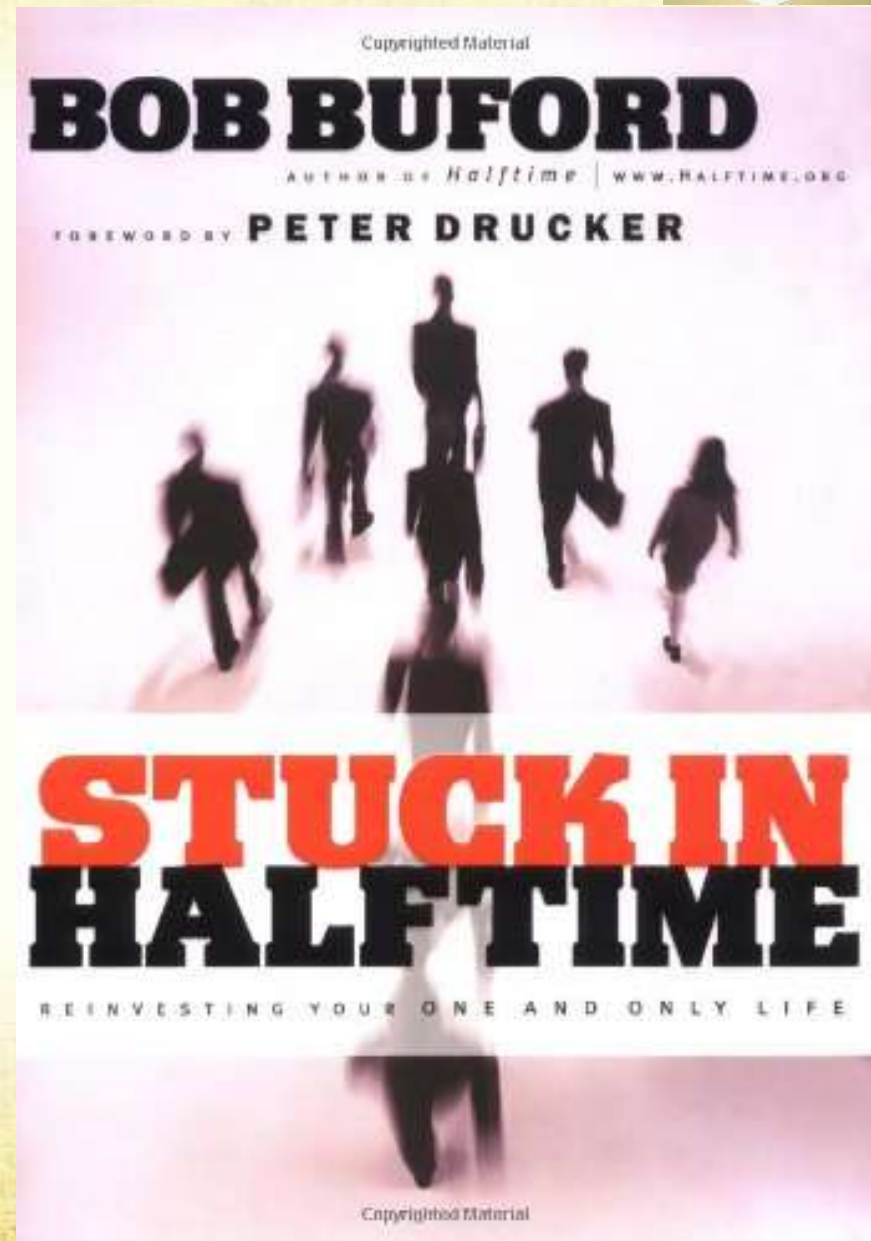
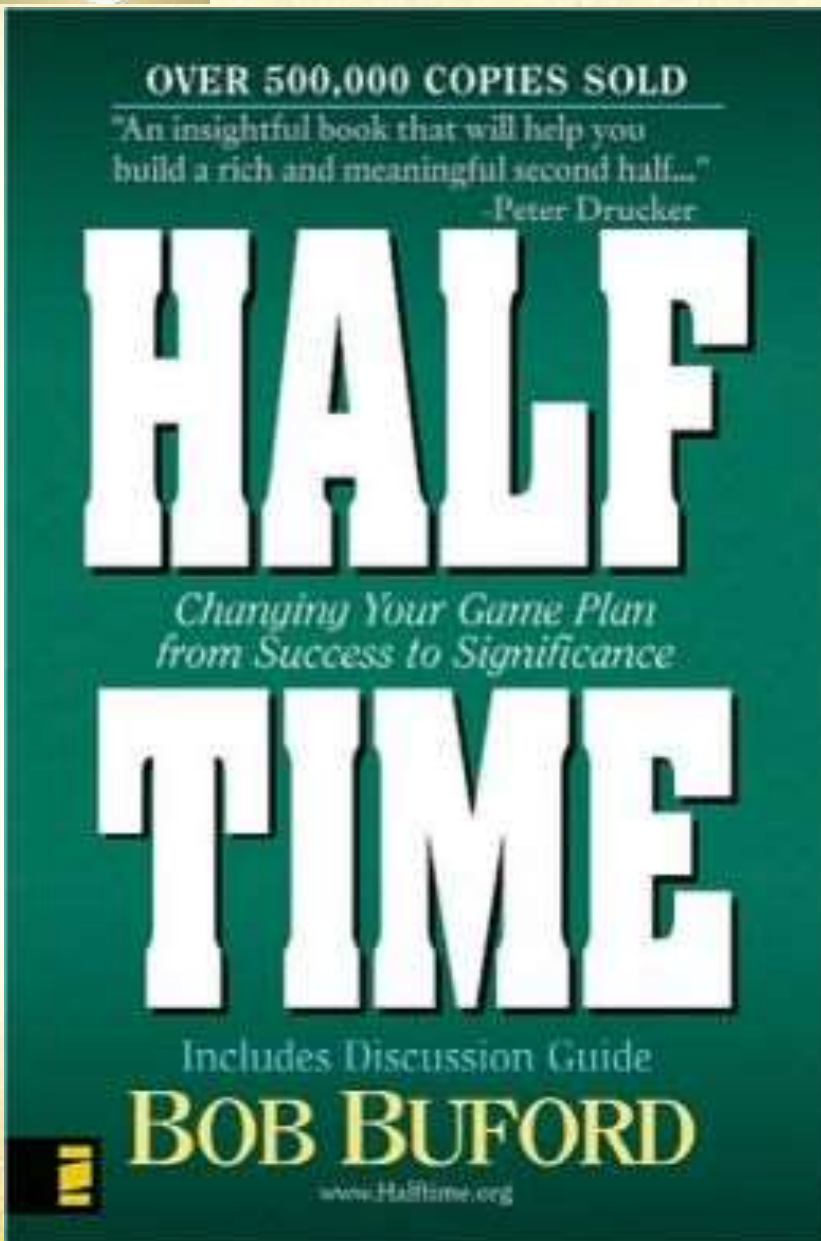
BESTSELLING AUTHOR OF START WITH WHY
DAVID MEAD and PETER DOCKER

WHY





Suggested Reading List (Calling & Purpose)





Suggested Reading List Youth & Emerging Adults



YOU LOST ME.

Why Young Christians Are Leaving Church . . .

And How to Reclaim Them

David Kinnaman
Bestselling author of *unChristian*
President of the Barna Group

un christian

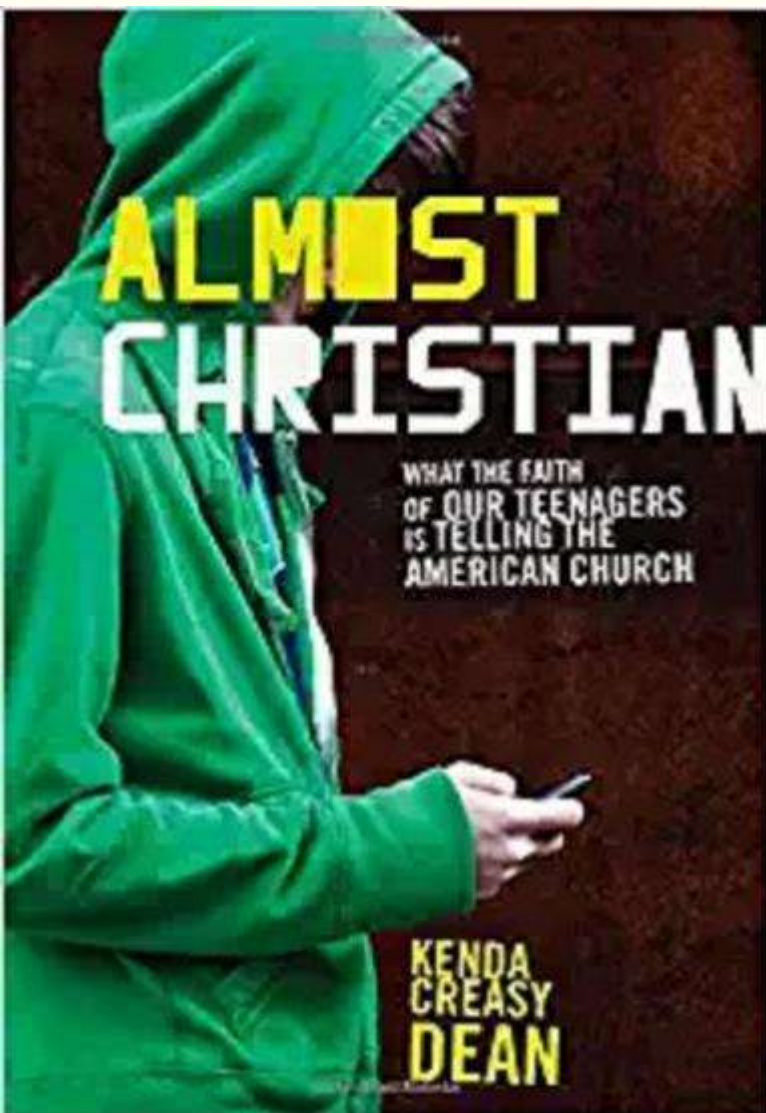
WHAT A NEW GENERATION REALLY
THINKS ABOUT CHRISTIANITY

... AND WHY IT MATTERS

GROUNDBREAKING RESEARCH
FROM THE BARNH GROUP
DAVID KINNAMAN
AND GABE LYONS



Suggested Reading List Youth & Emerging Adults



Y²AM

Exodus from Orthodoxy?

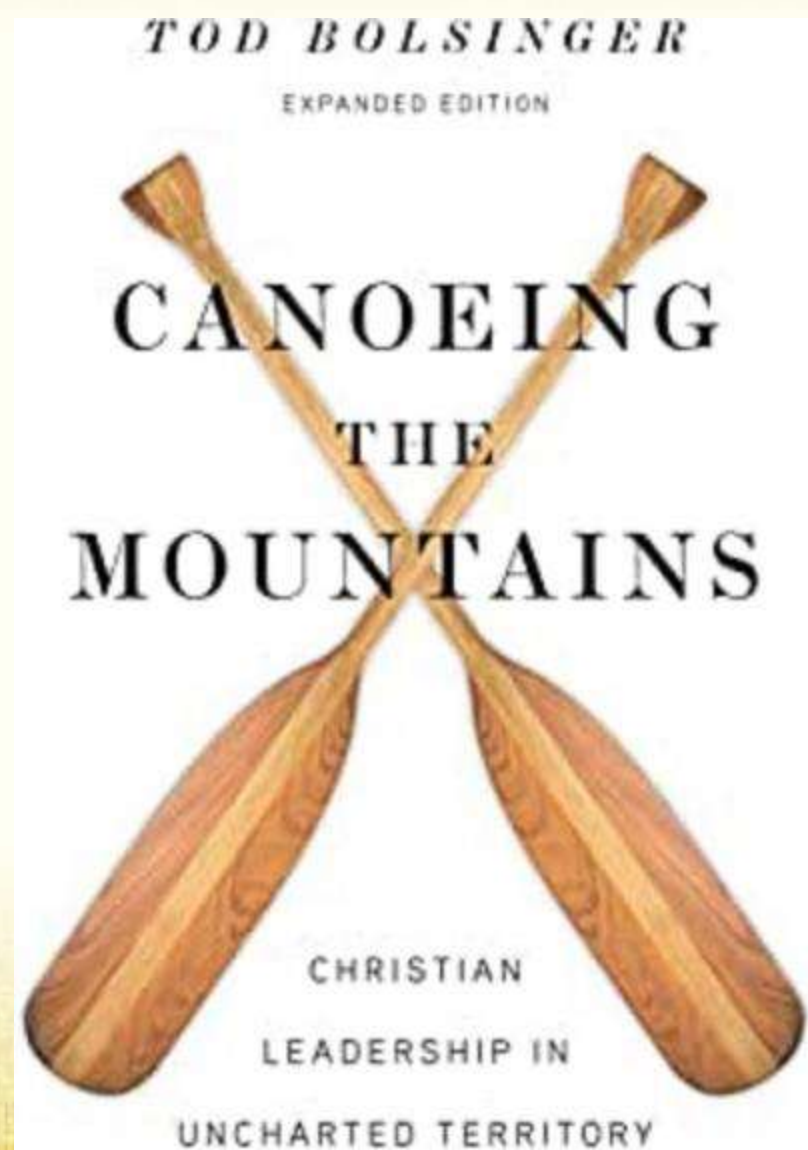
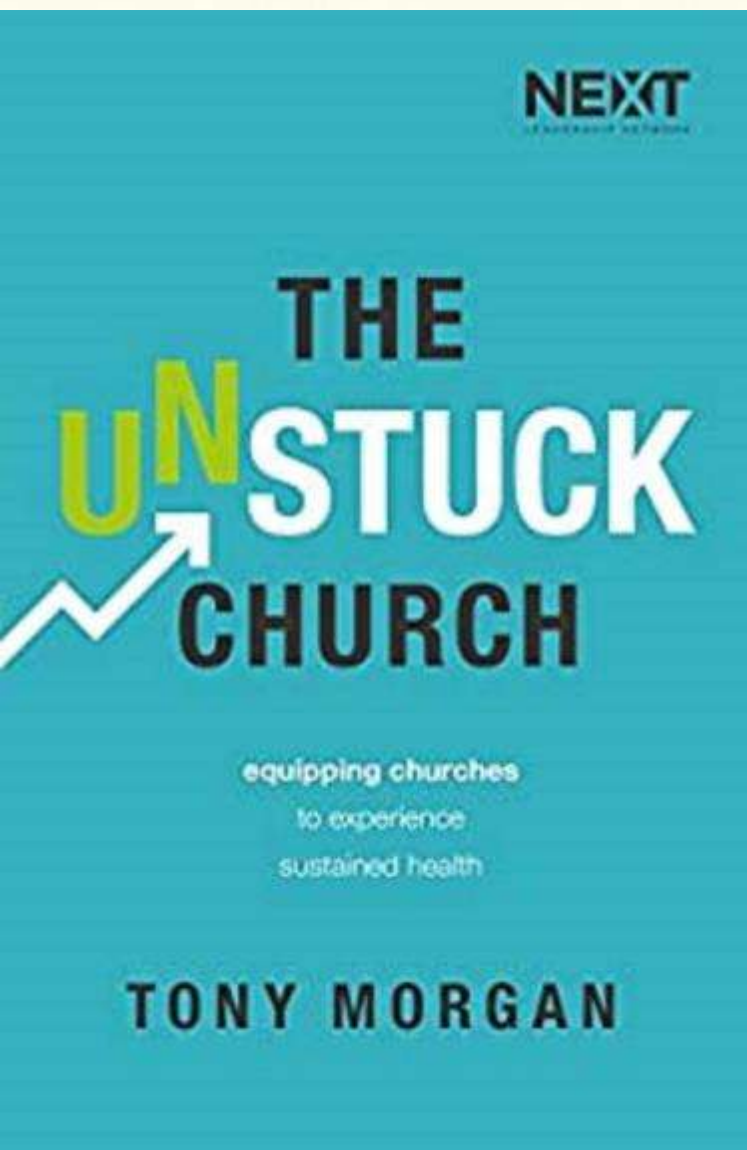
Are Young Adults Leaving the Church
(and What Can We Do About It)?

Presented by:



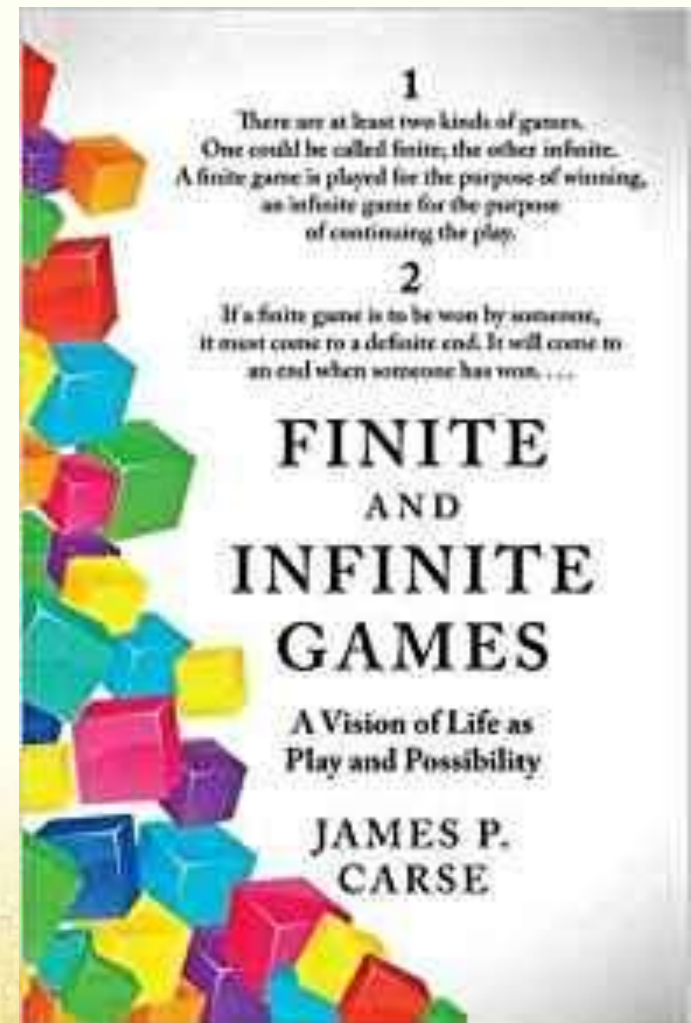
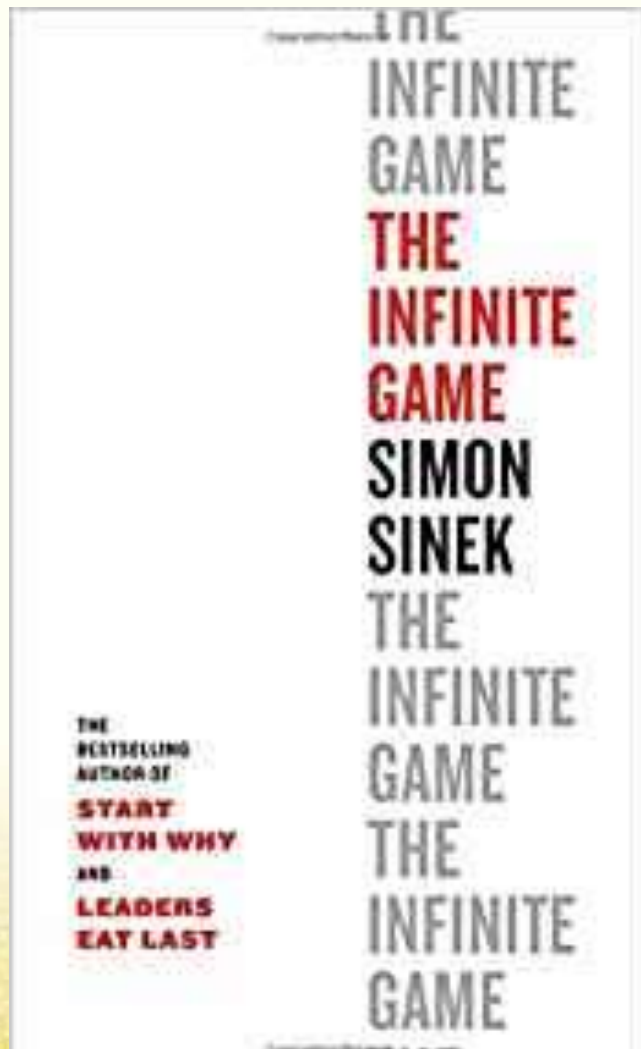


Suggested Reading List (Healthy Parishes)





Suggested Reading List (Reimagining The Church and Salvation as An Infinite Game)

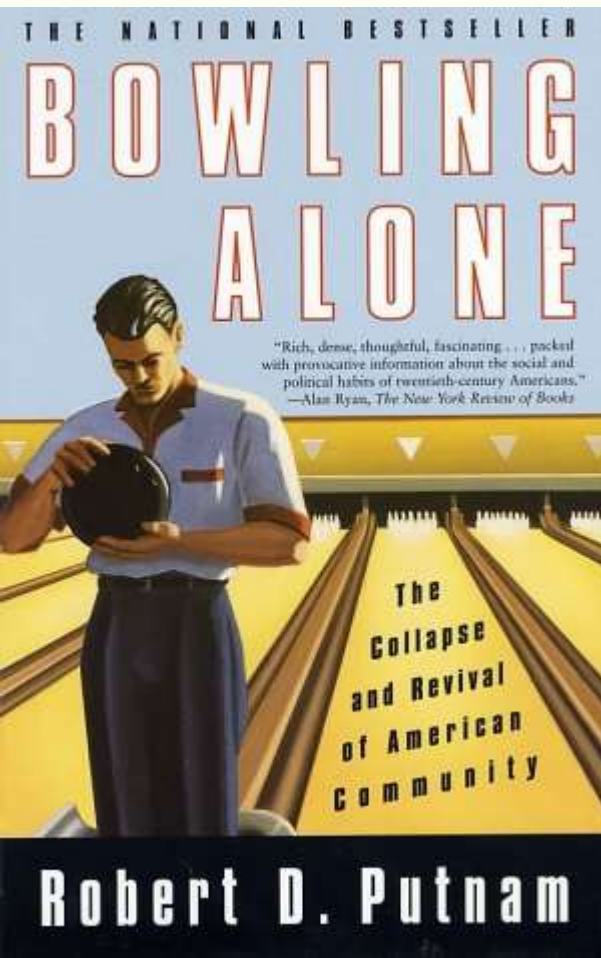




“Social Capital”

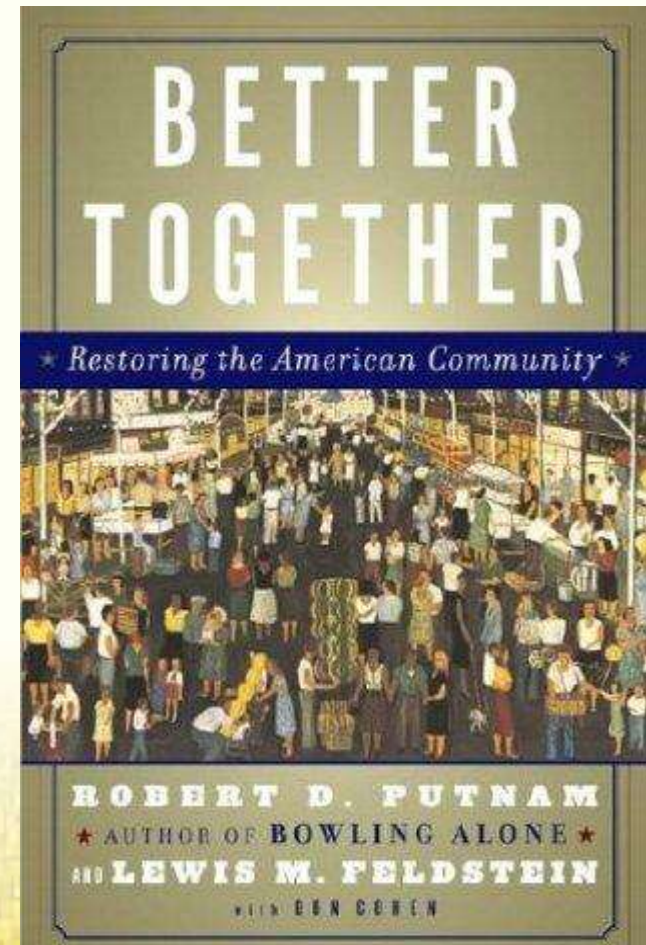


A key to a healthy Parish is
to increase “Social Capital.”



Social Capital =

1. the collective value of everyone you know (your “social networks”)
2. the desire to do things for each other that our networks foster (“reciprocity”)





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.”

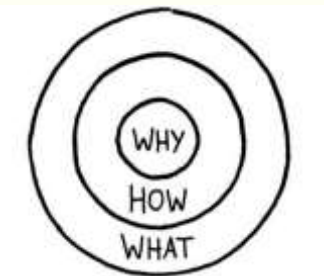
¹ St John Chrysostom from *On Living Simply: The Golden Voice of John Chrysostom*

Suggested TED Talks – You Tube Watching List





Start With Why - How Great Leaders Inspire Everyone To Take Action

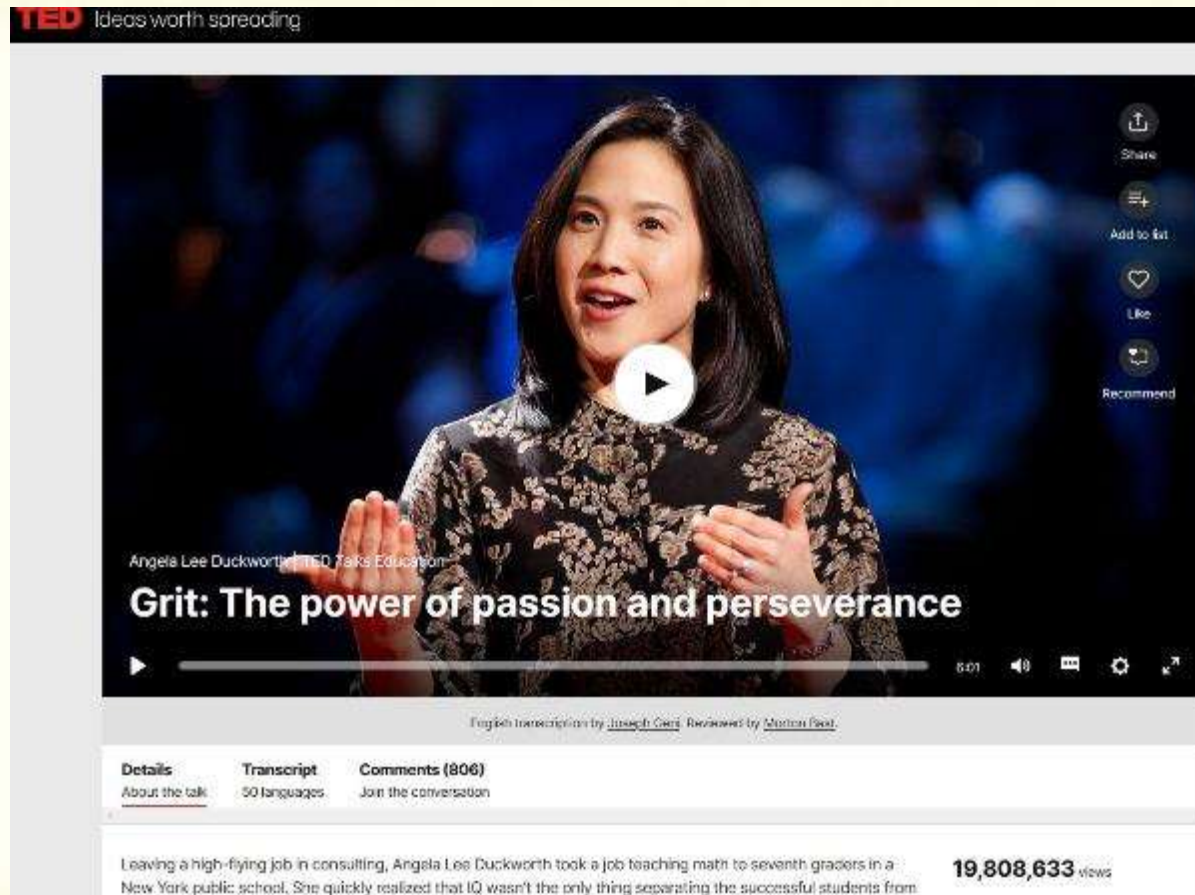


TED.COM – Simon Sinek

http://www.ted.com/talks/simon_sinek_how_great_leaders_inspire_action.html



GRIT: The Biggest Contributor to Success



TED.COM – Dr. Angela Lee Duckworth

https://www.ted.com/talks/angela_lee_duckworth_grit_the_power_of_passion_and_perseverance?language=en



On Technology And Faith



TED.COM – Rev Billy Graham

[https://www.ted.com/talks/billy_graham_on_technology_and_faith?](https://www.ted.com/talks/billy_graham_on_technology_and_faith?language=en)
[language=en](https://www.ted.com/talks/billy_graham_on_technology_and_faith?language=en)



On Leading A Life Of Purpose



TED Ideas worth spreading

2006

Rick Warren | TED2006

A life of purpose

20:50

Details About the talk
Transcript 31 languages
Comments (929) Join the conversation

Pastor Rick Warren, author of "The Purpose-Driven Life," reflects on his own crisis of purpose in the wake of his book's wild success. He explains his belief that God's intention is for each of us to use our talents and influence to do good.

3,982,982 views

TED2006 | February 2006

TED.COM - Pastor Rick Warren

https://www.ted.com/talks/rick_warren_a_life_of_purpose#t-339441



Why Good Leaders Make You Feel Safe



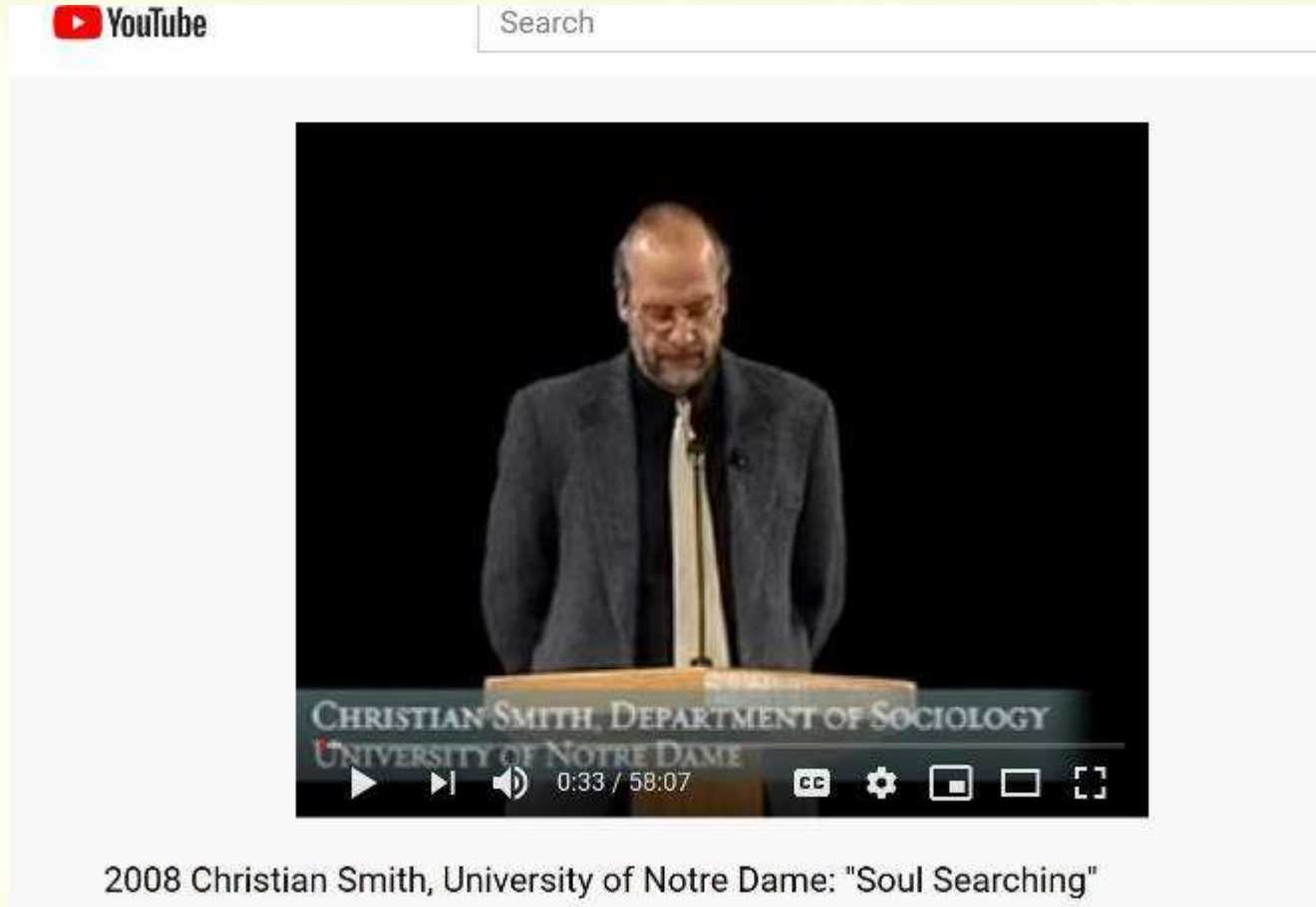
The screenshot shows a TED video player interface. At the top, the TED logo and the tagline 'Ideas worth spreading' are visible. The main video frame shows Simon Sinek, a man with glasses and a microphone, gesturing with his hands while speaking. A large white play button is centered over the video. Below the video frame, the title 'Why good leaders make you feel safe' is displayed, along with 'Simon Sinek | TED2014'. To the right of the video frame, there are icons for 'Share', 'Add to list', 'Like', and 'Recommended'. Below the video frame, there are tabs for 'Details', 'Transcript', 'Reading List', and 'Comments (327)'. The 'Details' tab is selected, showing 'About the talk', '40 languages', and 'Further learning'. Below the tabs, there is a description of the talk: 'What makes a great leader? Management theorist Simon Sinek suggests, it's someone who makes their employees feel secure, who draws staffers into a circle of trust. But creating trust and safety — especially in an unavon economy — means taking on big responsibility.' The view count '12,747,069 views' is displayed on the right, along with the date 'TED2014 | March 2014'.

TED.COM – Simon Sinek

https://www.ted.com/talks/simon_sinek_why_good_leaders_make_you_feel_safe?language=en



National Study of Youth And Religion Presentation



Dr. Christian Smith – Notre Dame

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



Leaders Eat Last Excellent Leadership



Simon Sinek

<https://www.youtube.com/watch?v=ReRcHdeUG9Y&t=3s>

Suggested Empirical Research Studies



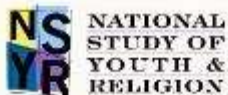


National Study Of Youth and Religion



Required reading for anyone involved in youth ministry

UNIVERSITY of NOTRE DAME



Search 
Contact

Home

Research Team

Research Purpose

Research Design

Research Findings

Related Resources

Announcements

Contact Us



The National Study of Youth and Religion is a research project directed by Christian Smith, Professor in the Department of Sociology at the University of Notre Dame and Lisa Pearce, Assistant Professor of Sociology at the University of North Carolina at Chapel Hill. This project, generously supported by Lilly Endowment Inc., began in August 2001 and is currently funded through December 2015. Wave 3 (January 2007 - December 2010) is also supported by a grant from the John Templeton Foundation. The project is designed to enhance our understanding of the religious lives of American youth from adolescence into young adulthood, using telephone survey and in-depth interview methods. What follows is a more detailed description of the goals and design of the National Study of Youth and Religion.

Copyright © 2020 University of Notre Dame Youth and Religion



<https://youthandreligion.nd.edu/>

Pew Forum Religious Landscape Survey

The latest data on religion in America



<https://www.pewforum.org/religious-landscape-study/>



Gallup Religious Studies Religious Landscape Survey



A lot of data about religion in the U.S.

The screenshot shows the Gallup News website interface. At the top is a navigation bar with the Gallup logo and links for 'What We Do', 'Who We Are', 'Locations', 'Careers', and 'Store'. Below this is a secondary navigation bar with categories like 'News', 'Business', 'Politics', 'World', 'Education', 'Social & Policy Issues', 'Wellbeing', 'Economy', and 'More'. On the right of this bar are 'SIGN IN' and 'SUBSCRIBE' buttons. The main content area is titled 'Religion' on the left. It features several article previews: 1. 'RELIGION DEC 20, 2019: More Americans Celebrating a Secular Christmas'. 2. 'THE SHORT ANSWER: How Many Americans Believe in God?' with a small image of a person. 3. 'POLLING MATTERS 6 HOURS AGO: Religion and the COVID-19 Virus in the U.S.' by Frank Newport, with a large image of a church interior. 4. 'POLITICS JAN 27, 2020: Americans' Take on the U.S. Is Improved, but Still Mixed'. 5. 'THE SHORT ANSWER: What Percentage of Americans Celebrate Christmas?' with a circular image of people. 6. 'GALLUP BLOG DEC 31, 2019: Gallup Decade in Review: 2010-2019' by Justin McCarthy, with a collage of images.

<https://news.gallup.com/topic/religion.aspx>



Pew Forum Studies On Decline In Christianity In the U.S. Over Last Decade



Pew Research Center *Religion & Public Life*

SEARCH



HOME

U.S. POLITICS

MEDIA & NEWS

SOCIAL TRENDS

RELIGION

INTERNET & TECH

SCIENCE

HISPANICS

GLOBAL

METHODS

PUBLICATIONS

TOPICS

INTERACTIVES

DATA AND RESOURCES

EXPERTS

OCTOBER 17, 2019



In U.S., Decline of Christianity Continues at Rapid Pace

An update on America's changing religious landscape



REPORT MATERIALS



Complete Report PDF



Detailed tables

TABLE OF CONTENTS

In U.S., Decline of Christianity
Continues at Rapid Pace

<https://www.pewforum.org/2019/10/17/in-u-s-decline-of-christianity-continues-at-rapid-pace/>



Successful Clergy Suggestions



~ Some highly successful and experienced clergy provided you their anonymous and unfiltered suggestions based on the lessons they had learned over many decades.

~ These are merely their ideas, opinions and recommendations and do NOT necessarily represent the opinions of Holy Cross, Fr. Luke, Stewardship Calling ministry, etc. You can find these “Successful and Experienced Clergy Recommendations” at:

<http://stewardshipcalling.com/holy-cross-parish-life-101/>



Science of Generosity Studies



Required reading for anyone
involved in stewardship ministry

UNIVERSITY of NOTRE DAME COLLEGE of ARTS and LETTERS

Search Science of Generosity

SCIENCE of GENEROSITY
exploring an essential human virtue

Home
More About the Initiative
Current Projects
Project Publications
News
Sci Gen Community
Research Resources

Join the Network
Read Our Blog

LEARN MORE ABOUT
**SCIENCE OF GENEROSITY
INITIATIVE**
Watch the Video

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.

Generosity in the News

15 March
Wisconsin Public Radio: Just How Generous Are Americans Really?

22 February
"American Generosity Who Gives and Why"
+ More News

Why the Science of Generosity?

Generosity & Attachment

<https://generosityresearch.nd.edu/>



Science of Generosity Studies



The Science Of Generosity Studies Identified 6 Basic Conclusions





Science of Generosity Studies



Conclusion #1 (Cognitive Decision):

1. After thoughtful reflection, people form an existential opinion about themselves and their generosity at a fairly early age
2. It's shaped initially by their parents and the behavior of other adults important to them
3. If they don't decide to be generous when young, a parish can help people confront the key question: *“What kind of person do I want to be?”*

Are you generous?

**Have you taught
generosity?**





Science of Generosity Studies



Conclusion #2 (Routinization of Giving):

1. After they form a personal generosity opinion, people look for easy and routine ways to be generous
2. Parishes must make sure to have easy electronic and other routine giving options
3. Parishes should have a standard donor giving timetable (campaign) and process (including your youth)

**Does your Parish
facilitate easy giving?**





Science of Generosity Studies

Conclusion #3 (Culture of Generosity):

1. People model the behavior of their peers and those around them
2. A Parish should create and communicate a culture of generosity, and social networks that support generosity, for members to see themselves as a part of that generous culture
3. “There are no lone givers” - peoples’ giving is affected by who they know and how generous they are



Science of Generosity Studies

Conclusion #3 (Culture of Generosity):

4. Encourage creative ways for your youth to decide to become generous
5. Get generous givers to talk constructively (not brag) about the joy their giving brings them
6. Encourage (do not shame) people to be generous in a variety of creative ways

**Has your Parish
created a culture of
generosity and a
social network to
promote it, including
your youth?**





Science of Generosity Studies

Conclusion #4 (Church Giving Facilitation):

1. Regular church goers generally give more money and are more generous
2. Generosity is improved when a church makes a religious call to give
3. You have to ask and remind - not constantly, but consistently
4. Talking about needs or paying bills does NOT work at creating true and sustainable stewardship behavior -
“**people give to mission and vision**”

**Has your Parish
created regular
processes to share its
vision and life
changing ministries
and then solicit
generosity?**





Science of Generosity Studies



Conclusion #5 (Parents Teaching):

- 1. Parents must proactively and explicitly teach their children about giving generously**
- 2. Kids watch and mimic adults' visible behavior**
- 3. Parent's generosity is usually invisible to their children, so you need to make it visible and talk about it to show them how you live, and how they should live**

**Has your Parish
created a social
network of generosity,
including your youth?**





Science of Generosity Studies



Conclusion #6 (Attitude of Abundance):

1. Parishes need to cultivate an attitude of abundance and gratitude, not scarcity, since most of us have plenty in our households
2. Attitudes of abundance have been shown psychologically and biologically to cause people to reframe their reality and allows people to become generous

**Has your Parish
communicated an
attitude of abundance
(or have you been
communicating
scarcity and crisis)?**



Suggested



**Stewardship
Calling**

Podcasts List





ANCIENT FAITH RADIO

Bringing the Ancient Christian Faith to the Modern World

Ancient Faith Ministries

BILL MARIANES

REVITALIZE STEWARDSHIP IN
YOUR PARISH AND PERSONAL LIFE

A STEWARDSHIP CALLING



Ancient Faith
PODCASTS

5th Sunday Stewardship Calling

Every month with a 5th Sunday 1.5 hour live call-in program at 8:00 p.m. EDT

1st Wednesday Stewardship Calling

One hour live call-in program on the first Wednesday of each month at 8:00 p.m. EDT

<http://stewardshipcalling.com/internet-radio/>

For specific questions or additional information email Bill@stewardshipcalling.com



ANCIENT FAITH RADIO

Bringing the Ancient Christian Faith to the Modern World

Ancient Faith Ministries

BILL MARIANES

REVITALIZE STEWARDSHIP IN
YOUR PARISH AND PERSONAL LIFE

A STEWARDSHIP CALLING



Ancient Faith
PODCASTS

The Generosity Challenge – The Top Issue Facing Parishes and Parishioners

How to Create a
Culture of Generosity
in Your Life & Parish:
Sunday,
December 30, 2018

[https://www.ancientfaith.com/podcasts/stewardshipcalling/how to solve the biggest challenge in our parishes today](https://www.ancientfaith.com/podcasts/stewardshipcalling/how-to-solve-the-biggest-challenge-in-our-parishes-today)



ANCIENT FAITH RADIO

Bringing the Ancient Christian Faith to the Modern World

Ancient Faith Ministries

BILL MARIANES

REVITALIZE STEWARDSHIP IN
YOUR PARISH AND PERSONAL LIFE

A STEWARDSHIP CALLING



Ancient Faith
PODCASTS

“Overcoming The Challenge of Donor Fatigue”

August 7, 2019

With Fr. Aaron
Warwick – St.
Mary
Antiochian
Church -
Wichita, KS



<https://www.ancientfaith.com/podcasts/stewardshipcalling/donorfatigue>



ANCIENT FAITH RADIO

Bringing the Ancient Christian Faith to the Modern World

Ancient Faith Ministries

BILL MARIANES

REVITALIZE STEWARDSHIP IN
YOUR PARISH AND PERSONAL LIFE

A STEWARDSHIP CALLING



Ancient Faith
PODCASTS

“The Tithe & Percentage Giving”

February 6, 2019

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

Nick Kasemeotes





ANCIENT FAITH RADIO

Bringing the Ancient Christian Faith to the Modern World

Ancient Faith Ministries

BILL MARIANES

REVITALIZE STEWARDSHIP IN
YOUR PARISH AND PERSONAL LIFE

A STEWARDSHIP CALLING



Ancient Faith
PODCASTS

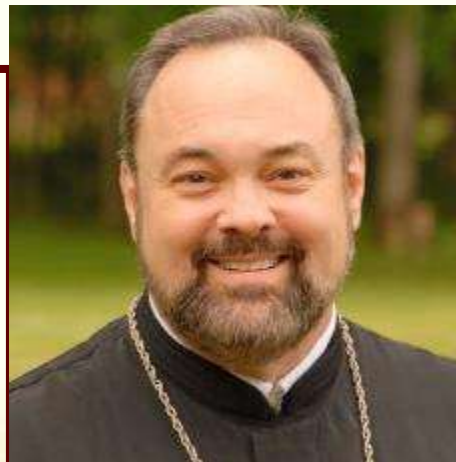
Effective Sermons and Homilies

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/th_e_importance_of_effective_pre_aching_part_2



**Fr. Barnabas
Powell**



**Fr. Nicholas
Louh**



ANCIENT FAITH RADIO

Bringing the Ancient Christian Faith to the Modern World

Ancient Faith Ministries

BILL MARIANES

REVITALIZE STEWARDSHIP IN
YOUR PARISH AND PERSONAL LIFE

A STEWARDSHIP CALLING



Ancient Faith
PODCASTS

“Stewardship Over God’s Creation & Creatures”

July 3, 2019

Dr. Alexis Marianes

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



<https://www.ancientfaith.com/podcasts/stewardshipcalling/stewardship-over-gods-creation>



ANCIENT FAITH RADIO

Bringing the Ancient Christian Faith to the Modern World

Ancient Faith Ministries

BILL MARIANES

REVITALIZE STEWARDSHIP IN
YOUR PARISH AND PERSONAL LIFE

A STEWARDSHIP CALLING



Ancient Faith
PODCASTS

**“The Forgotten Most
Important Stewards in
our Orthodox Christian
Churches – Youth and
Emerging Adults”**

May 1, 2019

<https://www.ancientfaith.com/podcasts/stewardshipcalling/youthandyoungadultstheforgottenstewards>

**With Steve
Christoforou of
GOA Y2AM**





ANCIENT FAITH RADIO

Bringing the Ancient Christian Faith to the Modern World

Ancient Faith Ministries

BILL MARIANES

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

1.
https://www.ancientfaith.com/podcasts/stewardshipcalling/losing_our_christian_youth

2.
https://www.ancientfaith.com/podcasts/stewardshipcalling/youth_part_2

Part 1 = 4/30/17

Part 2 = 7/30/17





ANCIENT FAITH RADIO

Bringing the Ancient Christian Faith to the Modern World

Ancient Faith Ministries

BILL MARIANES

REVITALIZE STEWARDSHIP IN
YOUR PARISH AND PERSONAL LIFE

A STEWARDSHIP CALLING



Ancient Faith
PODCASTS

Summary of the 4-P Approach to Building a Consensus Vision and Effective Strategic Plan

**Church Strategic
Planning - Sunday
October 30, 2016**

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



ANCIENT FAITH RADIO

Bringing the Ancient Christian Faith to the Modern World

Ancient Faith Ministries

BILL MARIANES

REVITALIZE STEWARDSHIP IN
YOUR PARISH AND PERSONAL LIFE

A STEWARDSHIP CALLING

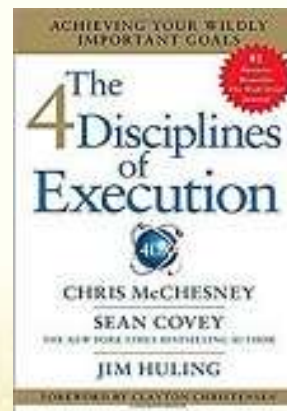


Ancient Faith
PODCASTS

Using The Four Disciplines of Execution In Parishes

August 5, 2020

[https://www.ancientfaith.com/podcasts/stewardshipcalling/how can you and your church be more effective](https://www.ancientfaith.com/podcasts/stewardshipcalling/how_can_you_and_your_church_be_more_effective)



Best-selling author Jim Huling



ANCIENT FAITH RADIO

Bringing the Ancient Christian Faith to the Modern World

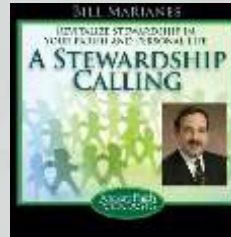
Ancient Faith Ministries

PODCASTS



Ancient Faith Presents...

Special features from Ancient Faith Radio



The Power and Impact of Strategic Planning for Church Organizations

A New Day for OCPM

September 19, 2019 Length: 21:43

Bobby Maddex interviews Fr. Stephen Powley, the Executive Director of *The Orthodox Christian Prison Ministry*, about the organization's exhaustive strategic planning process that he believes will improve its reach and effectiveness.



TOOLBOX



Send Feedback

Sponsor a Transcript for \$16.50

SHARE



**Fr. Stephen Powley of Orthodox Christian Prison Ministries - “A New Day for OCPM”
(9-19-19 AFR Interview)**

https://www.ancientfaith.com/podcasts/features/a_new_day_for_ocpm



ANCIENT FAITH RADIO

Bringing the Ancient Christian Faith to the Modern World

Ancient Faith Ministries

BILL MARIANES

REVITALIZE STEWARDSHIP IN
YOUR PARISH AND PERSONAL LIFE

A STEWARDSHIP CALLING



Ancient Faith
PODCASTS

**“The New Old
Imperative for
Churches and People:
Trust, Integrity,
Transparency and
Accountability”**

July 29, 2018

**With CPA Chris Mandaleris
and Attorney Steve
Laduzinsky, including special
materials on Good Financial
Practices**

<https://www.ancientfaith.com/podcasts/stewardshipcalling/integrity>



ANCIENT FAITH RADIO

Bringing the Ancient Christian Faith to the Modern World

Ancient Faith Ministries

BILL MARIANES

REVITALIZE STEWARDSHIP IN
YOUR PARISH AND PERSONAL LIFE

A STEWARDSHIP CALLING

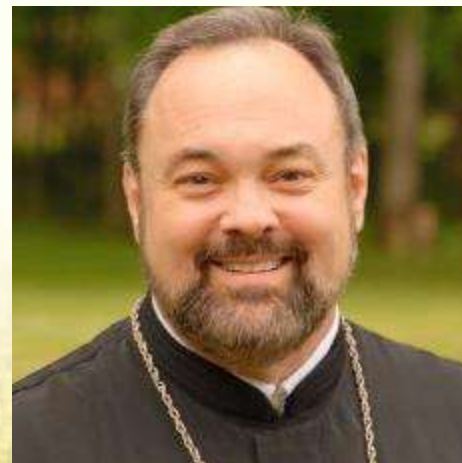


Ancient Faith
PODCASTS

“Social Media is Antisocial - So, What Would Jesus Do?”

March 3, 2021

Fr. Barnabas Powell



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



ANCIENT FAITH RADIO

Bringing the Ancient Christian Faith to the Modern World

Ancient Faith Ministries

BILL MARIANES

REVITALIZE STEWARDSHIP IN
YOUR PARISH AND PERSONAL LIFE

A STEWARDSHIP CALLING



Ancient Faith
PODCASTS

5th Sunday Stewardship Calling

Every month with a 5th Sunday 1.5 hour live call-in program at 8:00 p.m. EDT

1st Wednesday Stewardship Calling

One hour live call-in program on the first Wednesday of each month at 8:00 p.m. EDT

<http://stewardshipcalling.com/internet-radio/>

For specific questions or additional information email Bill@stewardshipcalling.com



Two Orthodox Resources Available To You



**Stewardship
Calling**

**To help people and
parishes discover
and live their
stewardship callings
so that they may
have a good account
before the awesome
judgement seat of
Christ.**

<https://stewardshipcalling.com/>



**ORTHODOX
MINISTRY
SERVICES**

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

<https://orthodoxministry.org/>



The U.S. Culture vs. Religion Tipping Point



THE RESEARCH SHOWS¹:

“Within the last 5 years or so, something dramatic has shifted (tipped) in America regarding the Christian religion!”

¹ The conclusion from a senior researcher who works at a well-established national research organization that focuses on religion and Christianity in America.



The U.S. Culture vs. Religion Tipping Point



*The Tipping Point: How Little Things Can Make a Big Difference - **Malcolm Gladwell***

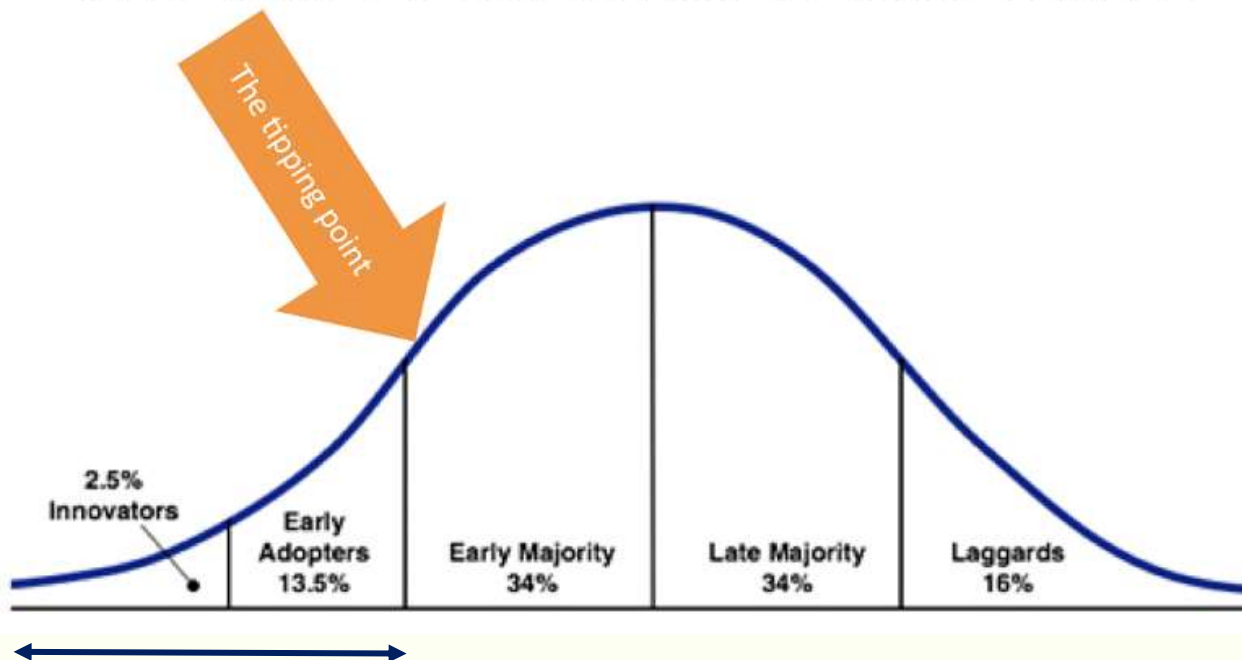
- ~ A tipping point is "the moment of critical mass..."
- ~ The turning point in an evolving situation that leads to a new and irreversible development
- ~ In epidemiology it is when an infectious disease reaches the point beyond any local ability to control it from spreading more widely
- ~ A tipping point occurs after approximately 16% adoption of any idea or product



The U.S. Culture vs. Religion Tipping Point



The law of diffusion of innovation



16%
Tipping
Point



The U.S. Culture vs. Religion Tipping Point



- ~ In 2011, a majority of Americans believed same sex marriage was OK (and should be legal) ¹ ²
- ~ Around 2011, more than 50% of Americans expressed the belief homosexuality should be accepted by society²

¹ Gallup

² The Pew Research Center Religion and Public Life



The U.S. Culture vs. Religion Tipping Point



- ~ In 2012, only 50% of Americans said religion was very important in their lives¹
- ~ In 2010, less than 50% of Americans expressed a “great deal” or “quite a lot” of confidence in organized religion ¹

¹ Gallup



The U.S. Culture vs. Religion Tipping Point



- ~ Around 2013, less than the 50% of minorities (Hispanic and black) believe race relations in America are “very good” or “somewhat good” ¹
- ~ In 2014, a majority of Americans believed doctor assisted suicide was morally acceptable ¹

¹ Gallup



The U.S. Culture vs. Religion Tipping Point



- ~ In 2013, a majority of Americans said the protection of the environment should be given priority over economic growth ¹
- ~ In 2015, a majority of Americans said the seriousness of global warming was underestimated ¹

¹ Gallup



The U.S. Culture vs. Religion Tipping Point



- ~ In 2012, more Americans disapproved of the way the Supreme Court was handling cases than those who approved¹
- ~ In 2013, a majority of Americans said abortion was morally acceptable ¹

¹ Gallup



The U.S. Culture vs. Religion Tipping Point



- ~ In 2011, a majority of Americans believed marijuana should be made legal ¹
- ~ In 2010, less than 50% of Americans expressed a “great deal” or “quite a lot” of confidence in organized religion ¹

¹ Gallup



The U.S. Culture vs. Religion Tipping Point



- ~ Around 2011, more Americans agreed we should control gun ownership than said it was more important to protect the right to own guns ¹**
- ~ Around 2010, a majority of Americans used social networking sites ¹**

¹ The Pew Research Center Religion and Public Life



The U.S. Culture vs. Religion Tipping Point



- ~ Around 2012, the percentage of Americans who were married dropped to 50% for the first time ¹**
- ~ In 2014, only 28% of millennials were married compared to 66% of baby boomers ¹**

¹ The Pew Research Center Religion and Public Life

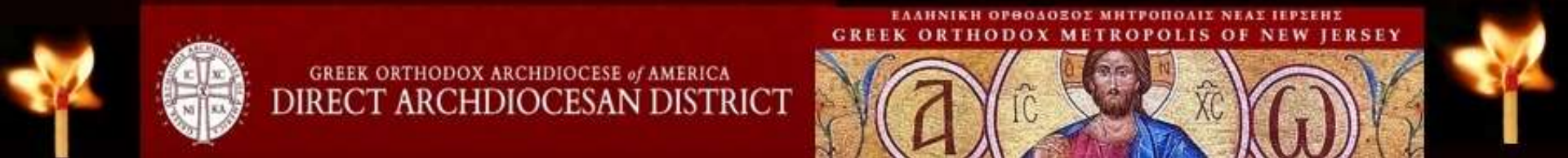


The U.S. Culture vs. Religion Tipping Point



~ Around 2009, a great percentage of Americans said they were politically “independent” than the percentage saying they were Democrat or the percentage saying they were Republican ¹

¹ The Pew Research Center Religion and Public Life



Igniting the Flame

A Culture of True Christian Stewardship and Generosity

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

Luke 12:48

Bill Marianes

www.stewardshipcalling.com

Bill@stewardshipcalling.com

Copyright © 2020-2021



**Stewardship
Calling**

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

www.stewardshipcalling.com



**ORTHODOX
MINISTRY
SERVICES**

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

www.orthodoxministry.org/