



GREEK ORTHODOX ARCHDIOCESE OF AMERICA
METROPOLIS OF SAN FRANCISCO



Stewardship Calling & OMS

Forming An Effective Stewardship Team

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



STEWARDSHIP
CALLING

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ORTHODOX
MINISTRY
SERVICES





Kenyan runner, Abel Mutai, got confused only a few meters from the finish line and stopped running thinking he had finished the race as the winner.

The 2nd place runner, Iván Fernández from Spain realized what was happening and started shouting to the Kenyan to keep running. Mutai didn't know Spanish and didn't understand. So Fernández slowed down and pushed Mutai to victory.

A reporter asked Ivan, "Why did you do this?"

Iván replied, "My dream is that one day we can have some sort of community life where we push ourselves and help each other win."

The reporter insisted "But why did you let the Kenyan win?" Ivan replied, "I didn't let him win, he was going to win. The race was his."

The reporter insisted and asked again, "But you could have won!"

Ivan looked at him and replied: "But what would be the merit of my victory? What would be the honor of this medal? What would my Mother think of it?"

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**

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** STRATEGIC PLANNING INTERNET RADIO / PODCASTS

KEYNOTES & LEADERSHIP BLOG RESOURCES STEWARDSHIP TRAINING VIDEOS PERSONAL HAGIA SOPHIA

METROPOLIS OF SAN FRANCISCO - IGNITING THE FLAME OF TRUE CHRISTIAN STEWARDSHIP PROGRAM

Stewardship Calling Culture of True Stewardship Best Practices

Session 1 - September 1, 2020

1. Facts & Figures
2. Science of Generosity Studies
3. Understanding True Stewardship

Session 2 - September 15, 2020

1. Leadership Alignment
2. Tithing and Percentage Giving
3. Increasing Engagement

Session 3 - September 29, 2020

1. Welcoming
2. Thanking
3. Youth Stewardship
4. Small Groups

Session 4 - October 13, 2020

1. Effective Messaging
2. Campaigns (Stewardship, Capital & Planned Giving)
3. Transparency & Accountability
4. Stewardship Team

Session 5 - October 27, 2020
Questions & Answers

Under the Stewardship Tab go to the Metropolis of San Francisco - Igniting the Flame of True Christian Stewardship page <https://stewardshipcalling.com/san-francisco-metropolis-stewardship-program/>

Send questions to: Bill@stewardshipcalling.com



The Big Idea

Engagement





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



15 of 15 Culture of True Stewardship Practices



15. It takes a TEAM

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



It Takes a Team



If you do not have a committed, trained, enthusiastic and disciplined Stewardship TEAM, your stewardship ministry (and results) will not be successful or sustainable and will likely fail!





Proposed Stewardship Team Tasks



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



Stewardship Calling Parish Financial Stewardship Management Dashboard



METRIC	This Year	Last Year	Year Before
Number of Stewards			
Total Stewardship Income			
% of Total Operating Expenses Coming from Stewardship			
Median Stewardship Contribution			
Proxy Tithe Stewardship %¹			
\$ Invested in Parish Chosen Charities/Ministries			
% of Total Expenses Invested in Parish Chosen Charities/Ministries			
% of Stewardship from Top 10 Stewards			
% of Stewardship from Top 20 Stewards			
% of Stewardship from Top 10% of Stewards			
% of Stewardship from Top 20% of Stewards			

¹ Median Stewardship Contribution divided by \$7,320



The Power of Small Teams



“The bigger a church gets, the smaller it must become!”



Stewardship Team



- ~ Team members must be in charge of written communications (e.g., regular stewardship messages, thank you letters, welcome packages, etc.)
- ~ Team members should give regular stewardship updates to the Parish
- ~ The Stewardship committee should regularly brief the Parish Council
- ~ One trusted team member (and the priest) should be the only ones who sees the actual pledges



Stewardship Team



- ~ Recruit the number of “Ambassadors” that is about 10% of your number of steward “units”
- ~ Each Ambassador takes care of themselves and 9 other steward units (= 100% of parish)
- ~ All parish board/council members, ministry leaders and Clergy are Ambassadors
- ~ Train all Ambassadors on how and what to solicit (emphasize 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**



Ingredients Of Effective Stewardship Ministry



Plan A Personal In-Home Visitations

~ Each steward is personally visited in their home by an Ambassador

Plan B Small Group In-Home Gatherings

~ Each steward is invited to a small group gathering hosted by an Ambassador at the Ambassador's house

Plan COVID Personal Telephone Calls

~ Each steward is personally called at their home by an Ambassador



Ingredients Of Effective Stewardship Ministry



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

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



Ingredients Of Effective Stewardship Ministry



Personal, in-home visitations are most effective

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

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



wHoly Engaged

9-Step Process



9 Follow Up

8 Home Visitations

7 Ambassadors Select Stewards

6 Train Ambassadors

5 Recruit Ambassadors

4 Ministry Handbook and Stewardship Materials

3 Council of Ministries

2 Mission-Vision-Strategic Objectives

1 P.P.S. Consensus

Interpersonal Steps

Foundational Steps



The wHoly-Engaged Personal Visitation Program





Ingredients Of Effective Stewardship Ministry



Plan A Personal In-Home Visitations

- ~ Each steward is personally visited in their home by an Ambassador

Plan B Small Group In-Home Gatherings

- ~ Each steward is invited to a small group gathering hosted by an Ambassador at the Ambassador's house



The wHoly-Engaged Personal Visitation Program

STEP 1 Priest, Parish Council, Stewardship and Ministry Leaders reach consensus about your stewardship strategy (PPS)

STEP 2 Reach consensus on the Parish's Mission, Vision and strategic goals and Strategic Plan

STEP 3 Organize your Council of Ministries

STEP 4 Prepare your Ministries Handbook and Stewardship materials and revised Stewardship Commitment Form

(See examples of Parish Ministry Handbooks here:
<http://stewardshipcalling.com/stewardship-ministry-handbooks/>



The wHoly-Engaged Personal Visitation Program



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



The wHoly-Engaged Personal Visitation Program



Personal, in-home visitations agenda

- ~ Opening prayer of thanksgiving
- ~ Discuss parish items of common interest (e.g., the top 3 things they like about parish)
- ~ Share the vision/ministries of the parish
- ~ Address any comments/concerns or promise to get back to them
- ~ Review Ministry handbook and stewardship forms
- ~ Explain you will follow up every 2 weeks until the church receives their completed forms
- ~ Thank them and end with a prayer



The wHoly-Engaged Group Visitation Program





Ingredients Of Effective Stewardship Ministry



Plan A Personal In-Home Visitations

- ~ Each steward is personally visited in their home by an Ambassador

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- ~ Each steward is invited to a small group gathering hosted by an Ambassador at the Ambassador's house



The wHoly-Engaged Group Visitation Program



STEP 1 Priest, Parish Council, Stewardship and Ministry Leaders reach consensus about your stewardship strategy

STEP 2 Reach consensus on the Parish's mission, vision and strategic objectives and Strategic Plan

STEP 3 Organize your Council of Ministries

STEP 4 Prepare your Ministries Handbook and Stewardship materials and revised Stewardship Commitment Form



The wHoly-Engaged Group Visitation Program



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



The wHoly-Engaged Group Visitation Program



- ~ Opening prayer, welcome/ice breaker
- ~ Dinner and fellowship
- ~ Program
 - the vision and ministries of the parish
 - 2 or 3 testimonials
 - present stewardship ministry handbook and stewardship commitment form
 - explain next steps (including every 2 week follow-up), answers any questions and closing prayer



Ingredients Of Effective Stewardship Ministry



Plan A Personal In-Home Visitations

- ~ Each steward is personally visited in their home by an Ambassador

Plan B Small Group In-Home Gatherings

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wHoly Engaged

9-Step Process



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Stewardship Calling

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

The screenshot shows the website's navigation menu with the following items: WHY ARE YOU HERE?, EFFECTIVE CHURCH MODELS, **STEWARDSHIP**, STRATEGIC PLANNING, INTERNET RADIO / PODCASTS, KEYNOTES & LEADERSHIP, BLOG, RESOURCES, STEWARDSHIP TRAINING VIDEOS, PERSONAL, HAGIA SOPHIA. Below the menu, there are logos for the Diocese of San Francisco and the Metropolitan Area Council. A red circle highlights the 'STEWARDSHIP' tab in the menu, and another red circle highlights the 'METROPOLIS OF SAN FRANCISCO - IGNITING THE FLAME OF TRUE CHRISTIAN STEWARDSHIP PROGRAM' link. Below the navigation, there is a section titled 'Stewardship Calling Culture of True Stewardship Best Practices' with five sessions listed:

- Session 1 - September 1, 2020**
 1. Facts & Figures
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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**



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/>



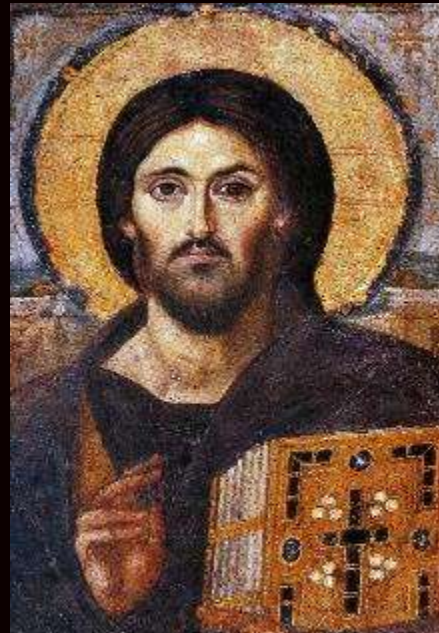
**ORTHODOX
MINISTRY
SERVICES**

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

<https://orthodoxministry.org/>

Christ's Possible Question To You

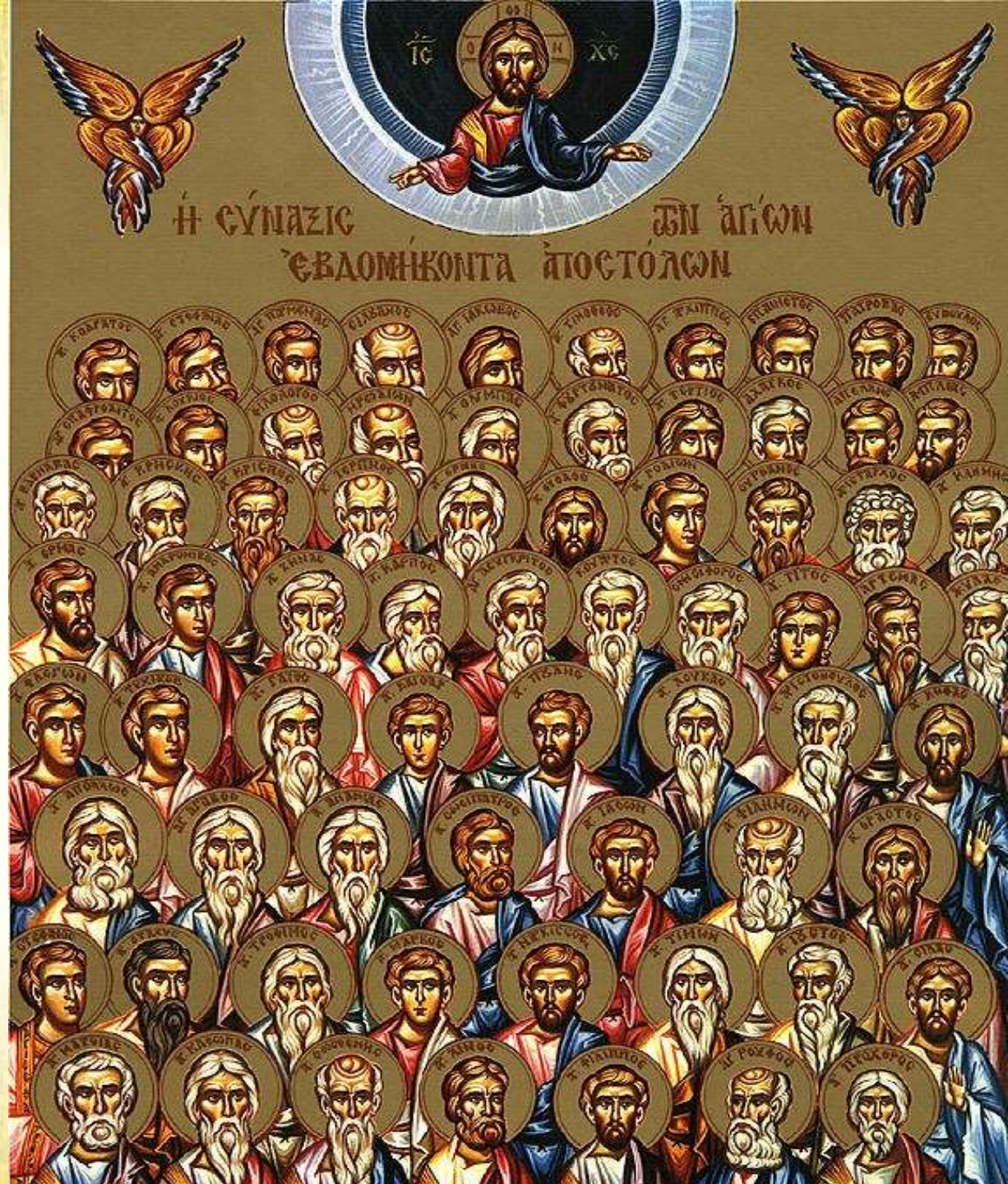
“What did You do with MY Church under Your watch given all of the gifts I gave You?”





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

Luke 10:1





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