

WHY Are You Here?

Being a Steward and Disciple of Christ in Your Jerusalem and beyond...



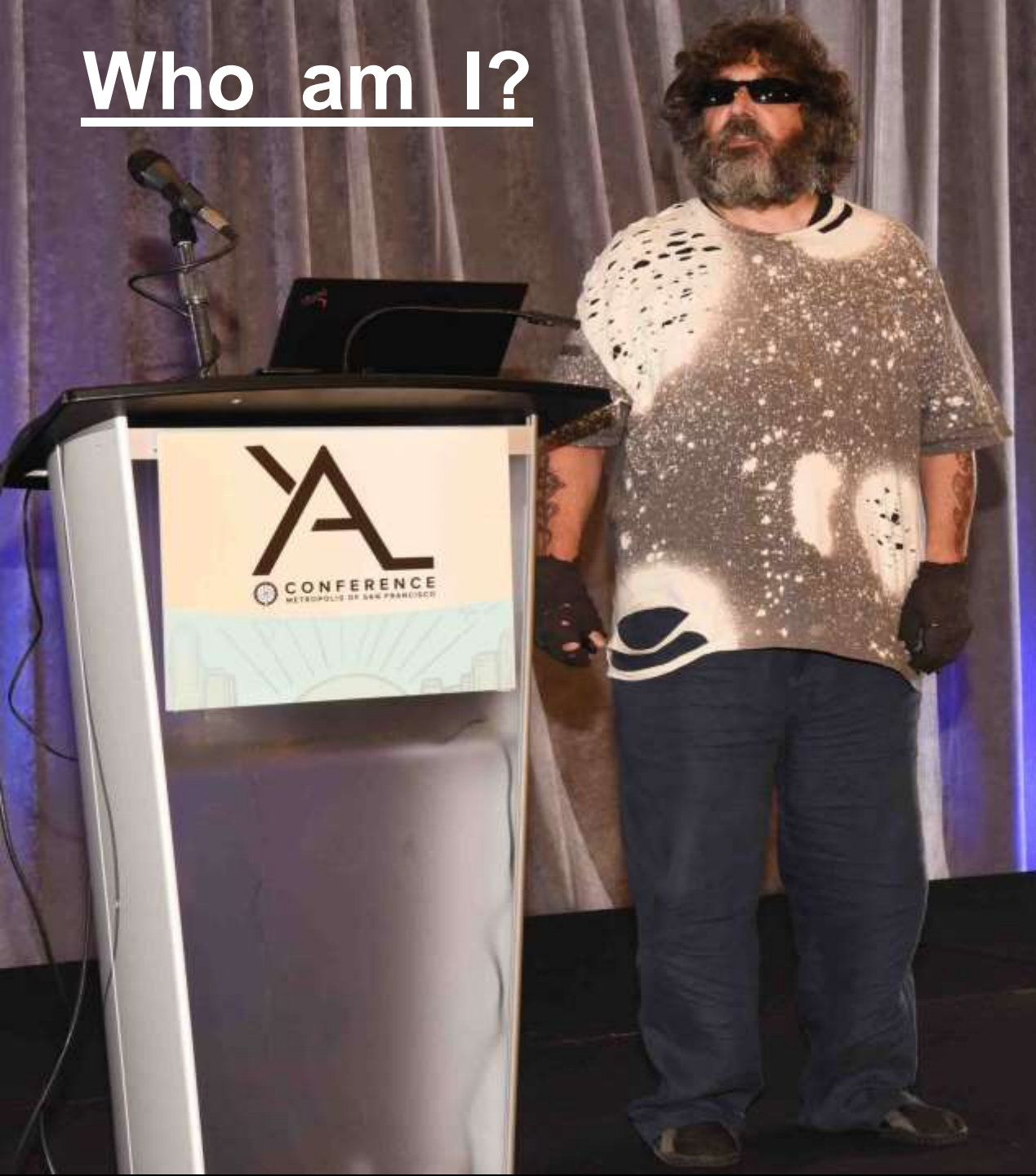
Bill Marianes



Who am I?



Who am I?



A silhouette of a person sitting on a ledge, looking out over a vast landscape at sunset. The sky is a mix of blue and orange, with clouds. The person is in the center, facing away from the camera.

Who are you?



**YOU are the
image and
likeness of...**



GOD

**WHAT WOULD
YOU DO IF
YOU WEREN'T
AFRAID?**

You can download this presentation at:

Stewardship Calling

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

WHY ARE YOU HERE?

STEWARDSHIP

STRATEGIC PLANNING

INTERNET RADIO & PODCASTS

KEYNOTES & LEADERSHIP

BLOG

RESOURCES

PERSONAL



Being a Steward and Disciple of Christ – St Barbara's, Toms River NJ

I was blessed to deliver a Keynote talk entitled: **"WHY Are You Here? Being a Steward and Disciple of Christ in Your Jerusalem and beyond..."** at St. Barbara's in Toms River, New Jersey. Here is the presentation you can download:

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StewardshipCalling.com

Under the Keynotes Tab

St. Barbara Toms River
Page

A row of black silhouettes of people's heads and shoulders against a solid orange background.

AUDIENCE PARTICIPATION TIME!





EXCLAIM !



3

Exclamation Points



WHY



Love



Light



Find Your WHY



Share The Love



Be The Light



Find Your WHY

WHY are you here?





**“That the end of our lives
may be Christian, without
pain, blameless and peaceful,
and for a**

**WHY Are
You Here?**

**GOOD ACCOUNT before the
AWESOME JUDGMENT SEAT
of CHRIST.”**



2 Corinthians 5:10

Orthodox Divine Liturgy

**Christ's
possible
very difficult
question to
you**





What did **you** do for **My** church and people,
under **your** watch,
given all of the gifts **I** gave **you** ?



Find Your WHY



*“I beg you to walk worthy of the **calling to which you have been called.**”*

Ephesians 4:1

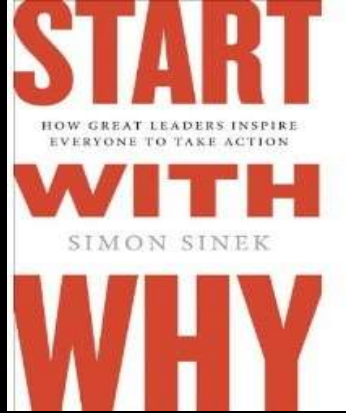
*“... to **each one of us grace was given** according to the measure of Christ’s gift... some to be **apostles**, some **prophets**, some **evangelists**, and some **pastors and teachers** for the equipping of the saints for the work of ministry...”*

Ephesians 4:7-13



Simon Sinek

Find Your WHY



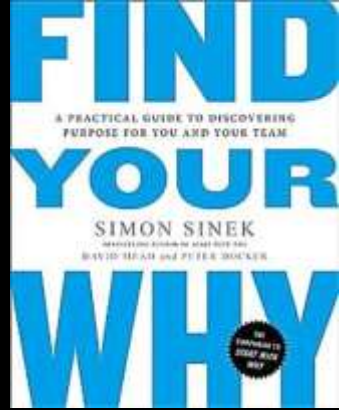
“How Great Leaders Inspire Action”

www.ted.com



Simon Sinek

Find Your WHY



“People don’t buy-in to what you do. They buy-in to WHY you do it.”

“But if you don’t know why you do what you do, how will you inspire anyone else to believe what you believe or follow you?”

BILL MARIANES

REVITALIZE STEWARDSHIP IN
YOUR PARISH AND PERSONAL LIFE

A STEWARDSHIP CALLING



Ancient Faith
PODCASTS



1st Wednesday each month
& months with a 5th Sunday

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

~~Wise~~

“The Orthodox WHY Guy”

1. “GPS” - The GOD Positioning System

(1-31-16)

2. Why Am I Here? (7-31-16)

3. Good and Faithfull Servant Through
Living Your Stewardship Calling

(with +Fr. George Livanos 5-26-21)

4. Why Are You Here on Earth? What Is
Your Purpose? (with Jim Huling 8-31-20)



The Orthodox WHY Guy's Personal WHY Statement



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



<https://www.stewardshipcalling.com>



The Orthodox WHY Guy's

3 Recommended Critical Action





3 Critical Actions

- 1. Acknowledge that GOD is in control**
- 2. Listen to God's messengers**
- 3. Reassess your big life events to connect the dots of your life's journey**

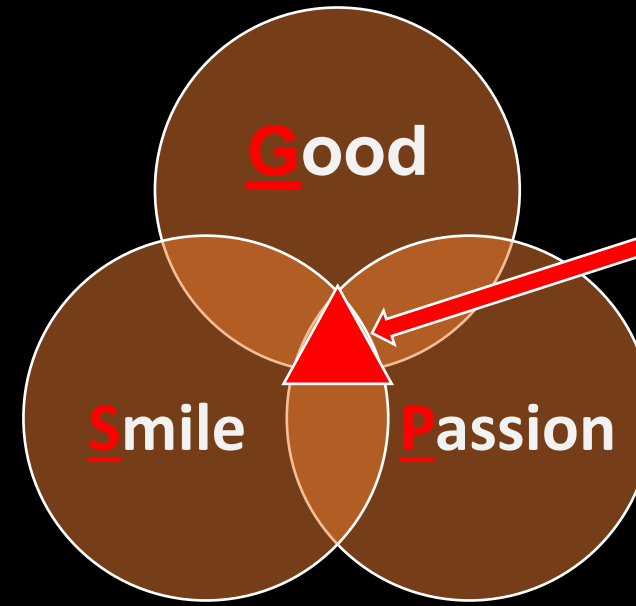
The Orthodox WHY Guy's

3 Recommended Critical Questions





3 Critical G.P.S. Questions



Your
G. P. S.
WHY

1. What am I Good at?
2. What am I Passionate about?
3. What makes me Smile?

***What
would you
do if you
weren't
afraid?***



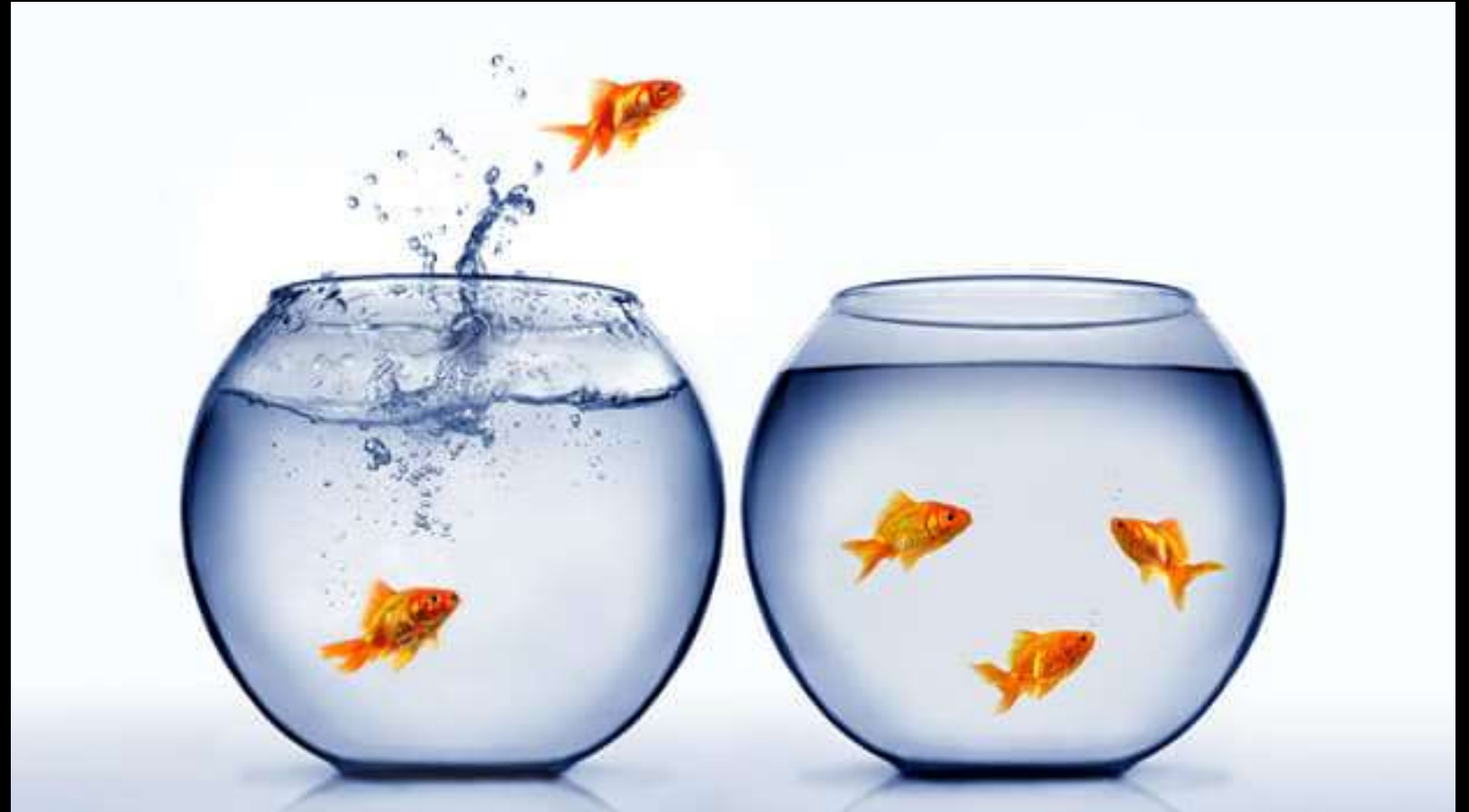


**Coach's
“Clean
Sheet Of
Paper”
Talk**



**“When was the last time you
reinvented yourself?”**

**Coach’s
“Clean
Sheet Of
Paper”
Talk**





**Coach's
“Clean
Sheet Of
Paper”
Talk**

- ~ Reassess everything when you change jobs, cities, decades relationships, etc....**
- ~ At life inflection points, including retirement, reinvent yourself to become who you are called to be.**

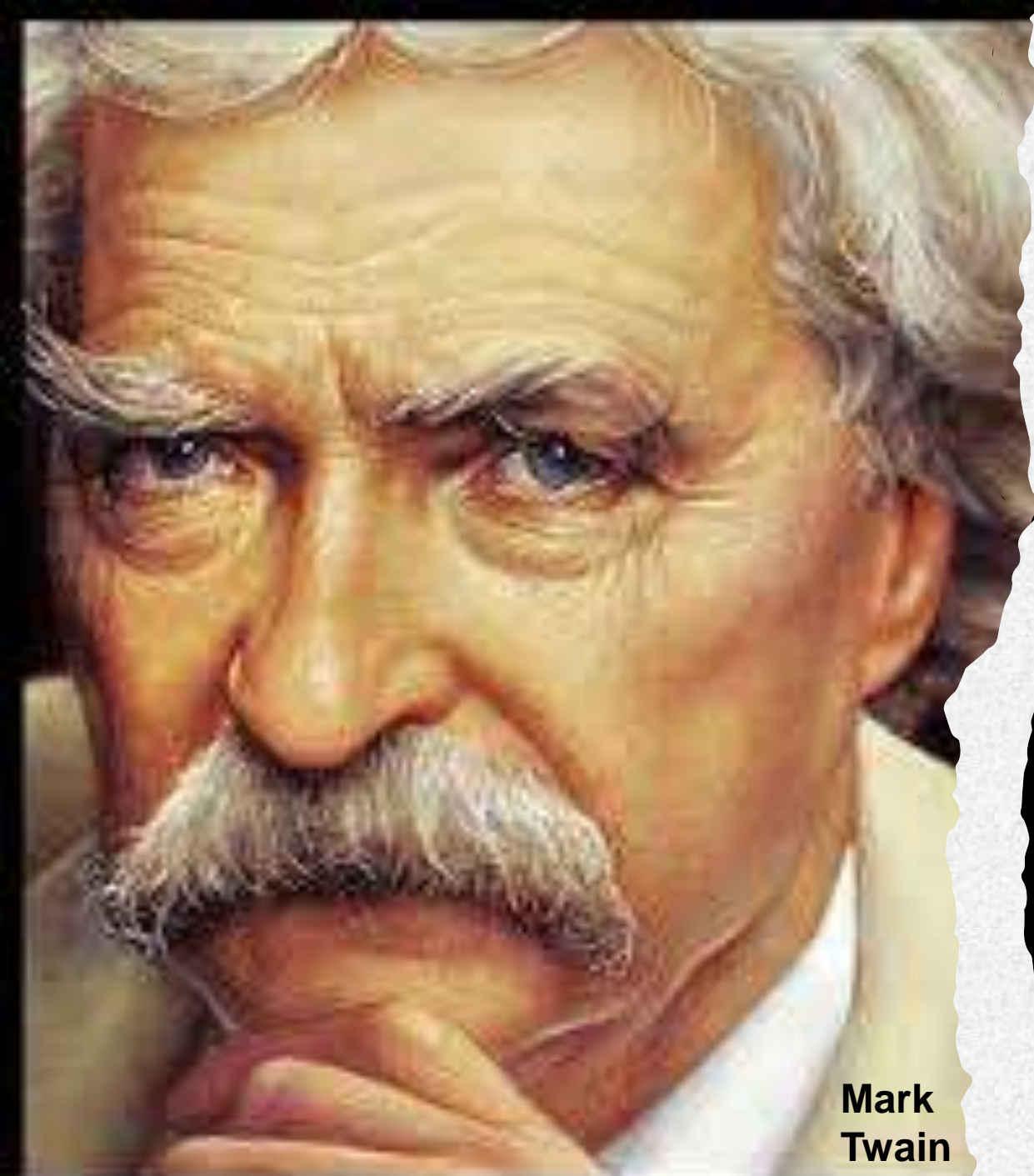


Coach's
"Clean
Sheet Of
Paper"
Talk

In seeking your WHY, be:

- ~ patient
- ~ diligent
- ~ flexible
- ~ persistent

***"Change is the only constant,
so constantly change."***



Mark
Twain

Find Your WHY

“Two of the most important days of your life are:

First, the day you were born; and

Second, the day you figure out why.”



AUDIENCE PARTICIPATION TIME!

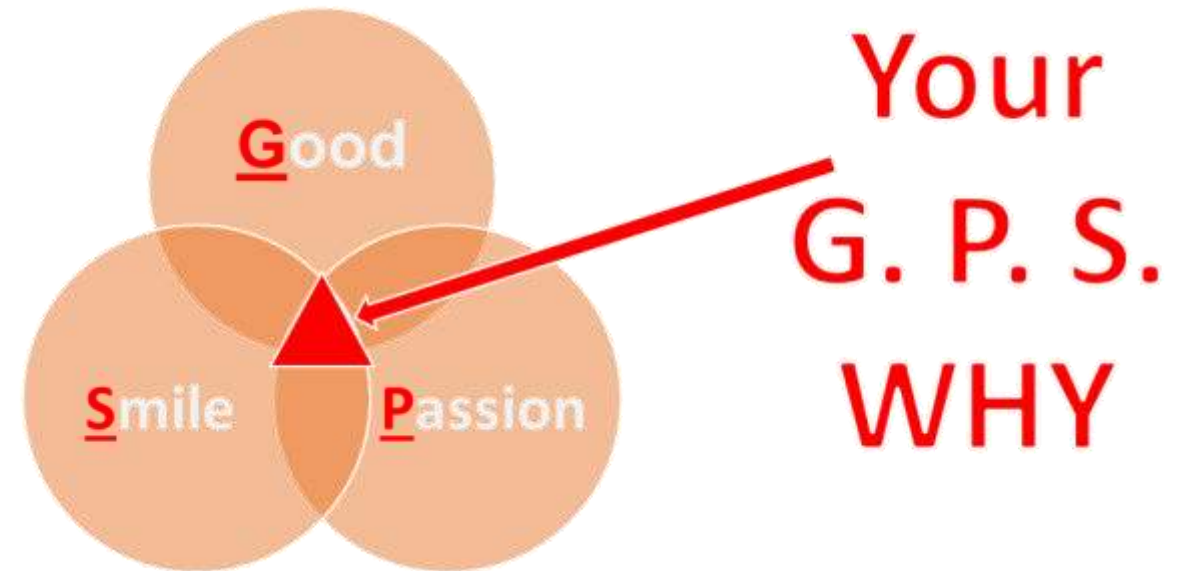
**What questions do you have
about discovering your WHY?**

or

What is your WHY?

or

**What have you done to find
your WHY?**



Share The Love



Last Things First



A person stands on the peak of a grassy cliff, looking out over a vast ocean under a soft, hazy sky at sunset. The scene is peaceful and contemplative, with the sun low on the horizon, casting a warm glow over the water and the person's silhouette.

Last Things First

***“A new commandment I
give you.***

***That you love one
another, as I have
loved you.***

***By this they will know
you are my disciple;***

***that you have love for
one another.”***



The Birth of Charming Bill





The Birth
of
Charming
Bill

Always

- ~ joke & smile
- ~ help before being asked
- ~ thank, 'ma'am' & 'sir' folks
- ~ be your most charming self

Opening Salvo



When someone asks me:



“Thank God, I’m great!”



My Parting Shot

“Have a blessed day.”



My Parting
Shot



A
Happier
“DOSE”
For Life



When you help
someone, you
make them feel
good, but you
make yourself
feel even better.

A Happier “DOSE” For Life

- D** = DOPAMINE...helps you feel **pleasure**, **satisfaction**, and **motivation**. Your brain gets a surge of dopamine when you feel good that you achieved something.
- O** = OXYTOCIN... is a hormone that makes you feel **love** and **trust**. It's sometimes known as the 'love hormone.'
- S** = SEROTONIN... is a natural **mood stabilizer** chemical that controls **wellbeing** and **happiness**. Too little serotonin contributes to depression.
- E** = ENDORPHINS... are directly related to **happiness**, **meaning**, and help **reduce physical pain** or symptoms from injuries.



Ukulele Man



Van Mom & Child



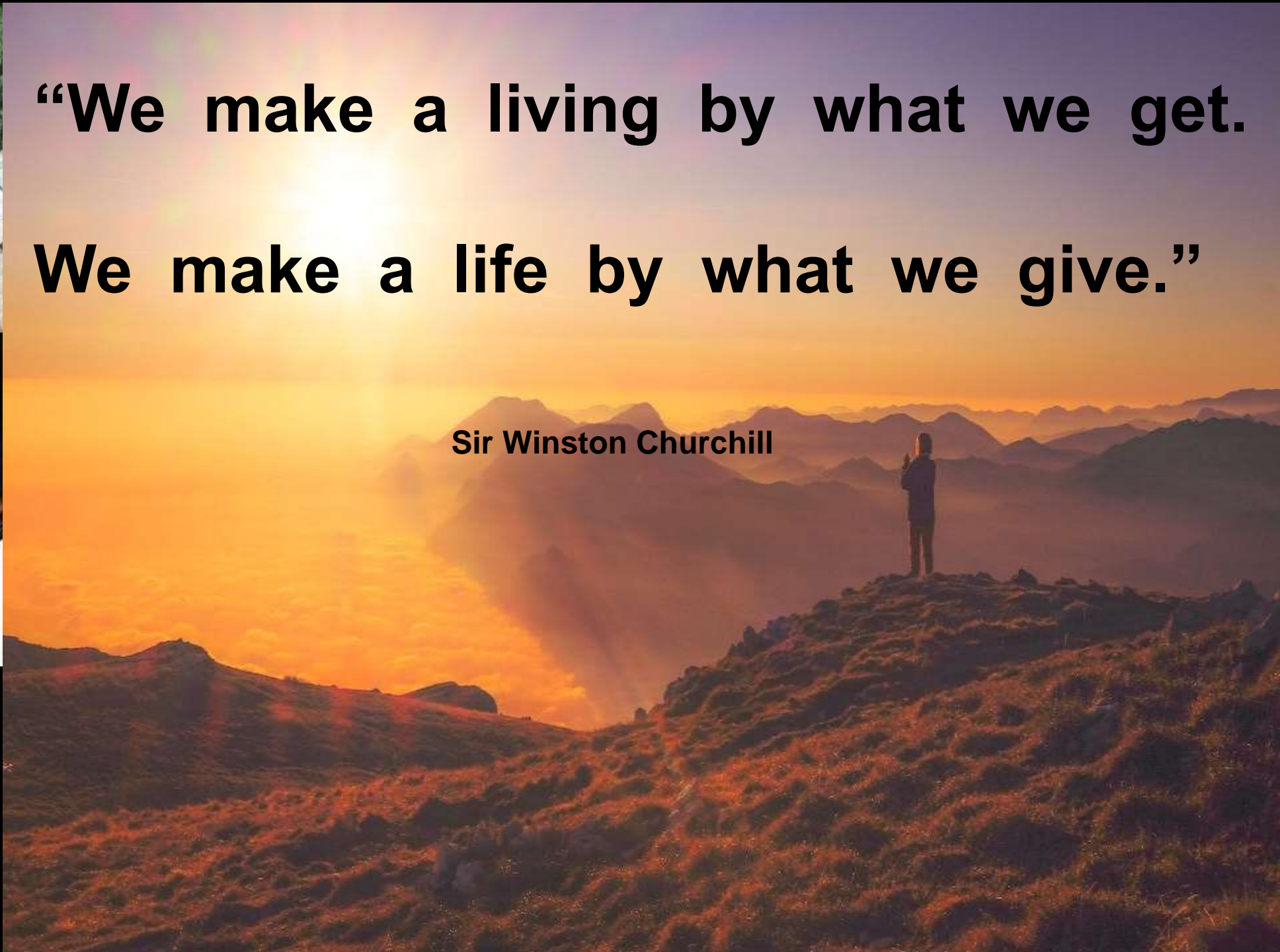
Ukulele Man, Van Mom & Child



The Begging Family

**“We make a living by what we get.
We make a life by what we give.”**

Sir Winston Churchill



The Single Guy's Dilemma



What are you good at that your church could use?





OPEN:

- ~ your eyes
- ~ your ears
- ~ your heart



The Single
Guy's Dilemma



GOD will:

- ~ send you messengers
- ~ give you opportunities
- ~ show you your calling



Today, you can
be the answer
to someone's
prayer !





AUDIENCE PARTICIPATION TIME!

**What questions do you have
about sharing the LOVE?**

or

**What have you done to share
the LOVE?**

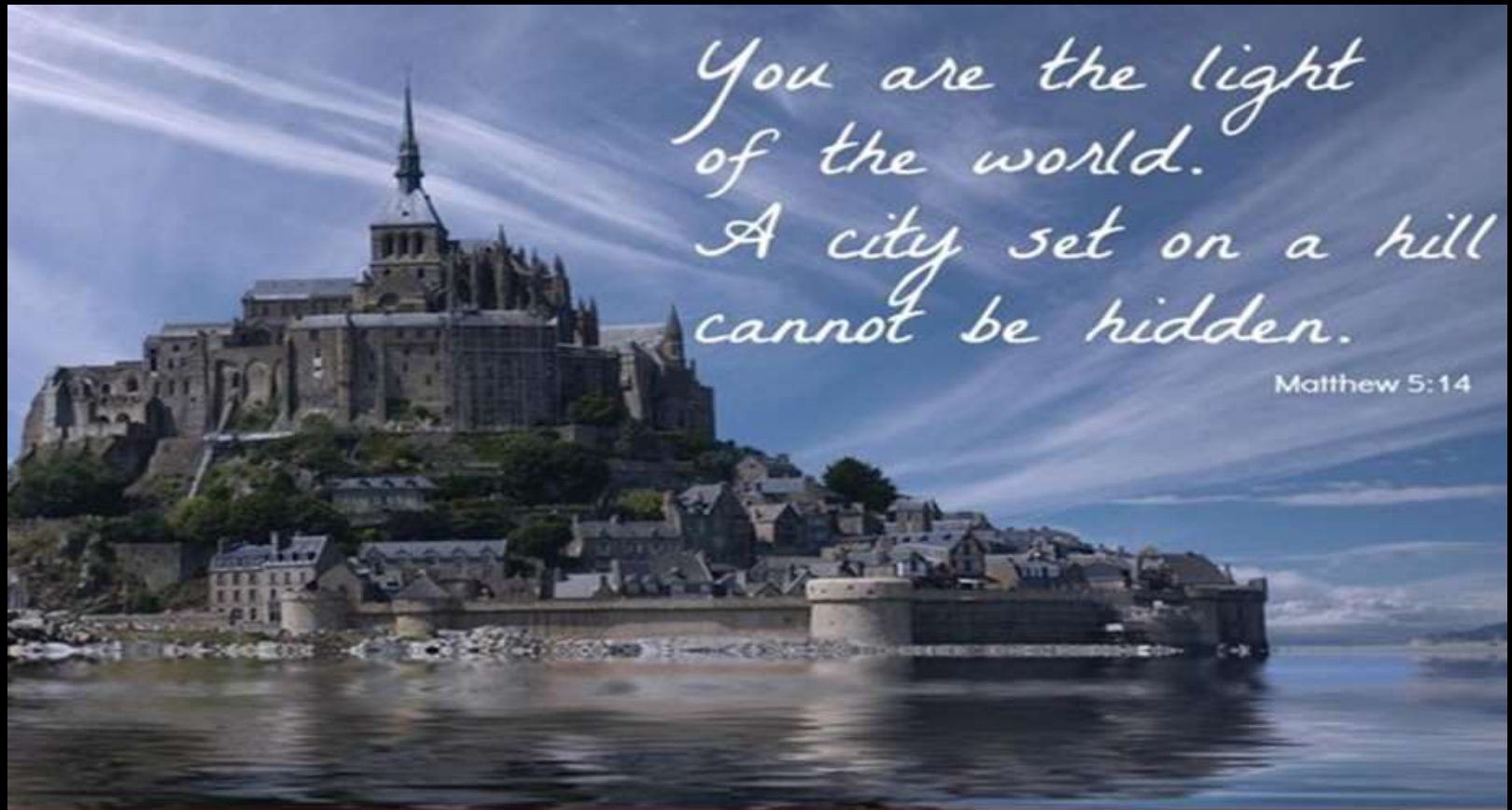




Be The Light



Be A Human
Light Bulb



***“Let your light so shine before men,
that they may see your good works
and glorify your Father in heaven.”***

Darkness is not a thing.



It's merely the absence of



You can be a Human Light Bulb





Hearing The Voice Of GOD



Hearing
The Voice
Of GOD

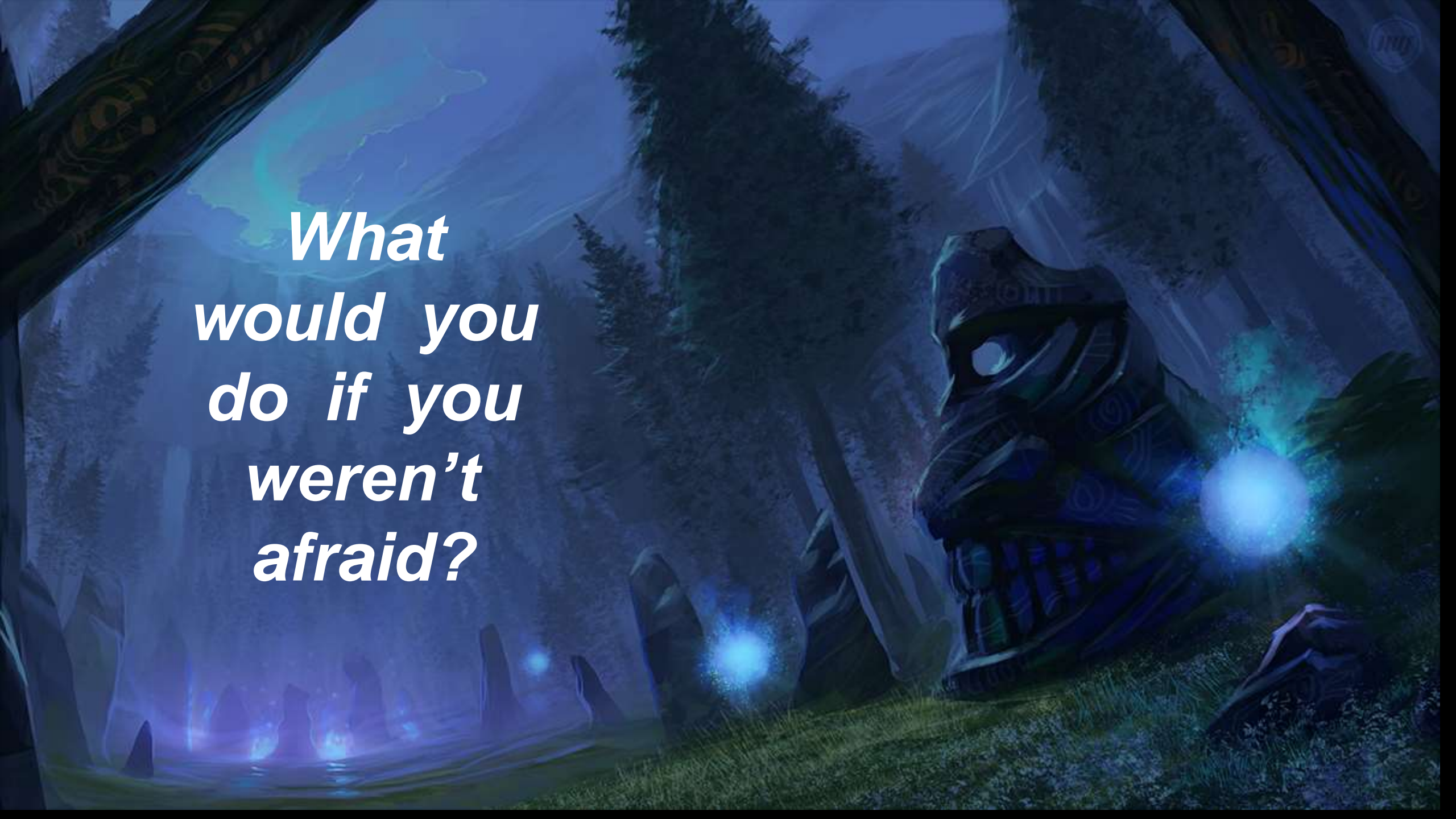
Conduct yourself as if
GOD is there with you...

~ everywhere you go
~ in every interaction
~ at all times

...because HE is !



“I Want What She’s Having.”



***What
would you
do if you
weren't
afraid?***

**What Would
Jesus Do ?**





What Would
Jesus Do ?

Christianity historically spread explosively after crises:

1. Antonine Plague (2nd Century) killed **25%** of the Roman Empire while Christians cared for the sick.
2. Plague of Cyprian (3rd Century) A Roman crisis during which Christianity grew explosively.

Pagan Emperor **Julian** **complained bitterly** about how “the Galileans” cared for even non-Christian sick people



“IT'S NOT BUSINESS,
IT'S
PERSONAL”

The 1st step
someone takes
toward Christianity is
they trust a Christian.

They say "yes" to a
Christian's invitation.



**Our Orthodox
Christian church
might not exist if
“The 12” didn’t say
“YES” to Christ.**

**Engagement
happens by
personal invitation.**



**71% of “Big Box”
church parishioners
invite someone to
attend church with
them at least every
6 months!**

**(25% invite 3 people
every 6 months)**



**When did you last
invite someone to
join you at church?**



Tough Love



St. Paisios the Athonite

**“The spirit of luke-warmness reigns.
We’ve been spoiled for good.**

How does God still tolerate us?”



St. Paisios the Athonite



**“Today’s generation is the generation
of indifference.**

There are no warriors !

**The majority are fit for parades and
feasts only.”**



St. Paisios the Athonite



“Even people who’ve got something
inside have begun to grow cool
saying, ‘**Can I really do anything to
change the situation ?**’ ”



St. Paisios the Athonite



“We have to **witness** our Faith with **boldness**, because if we continue to remain silent, we’ll have to **answer in the end.**”



St. Paisios the Athonite



“In these difficult days, **each must do** what is in their own power.

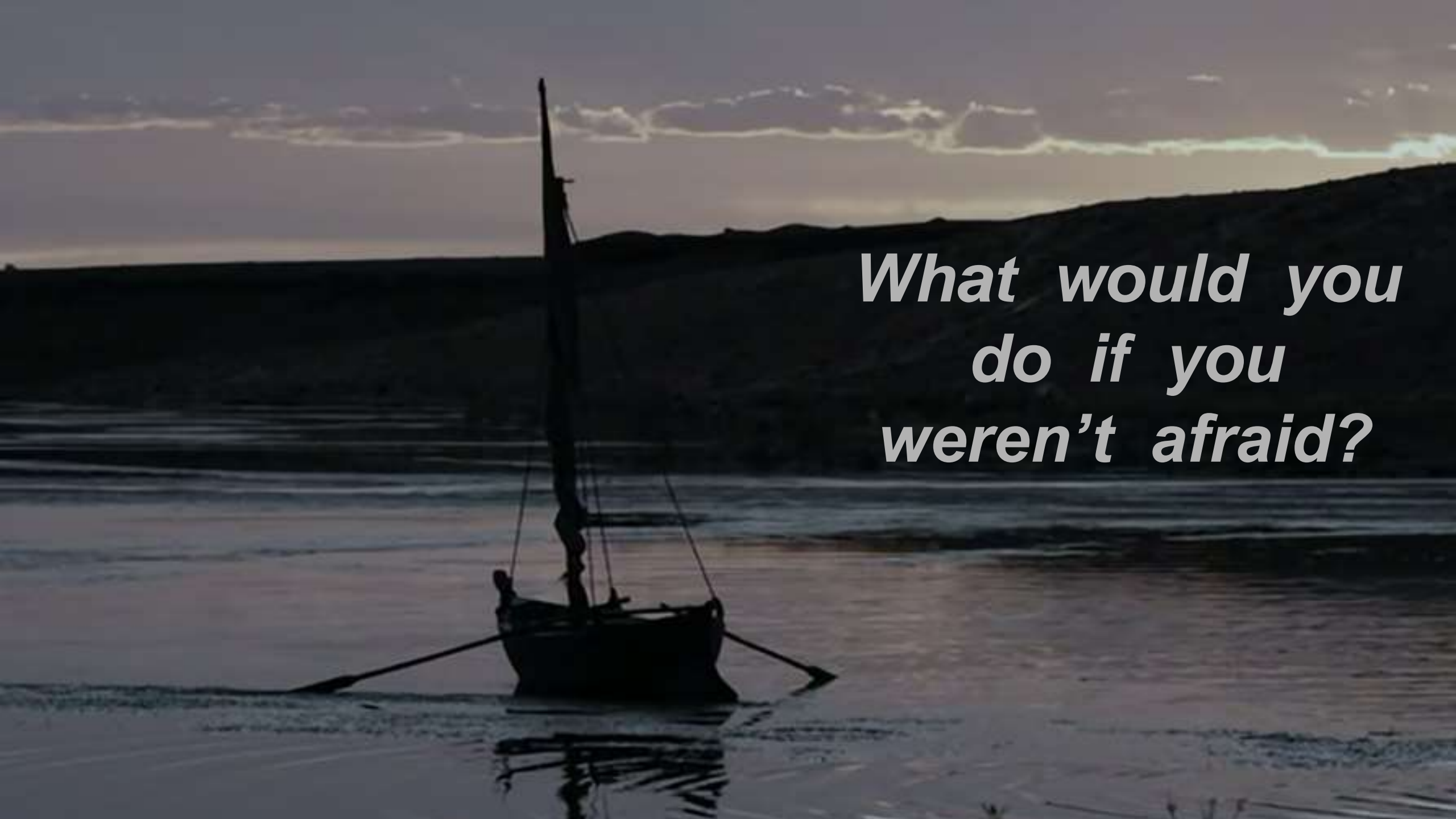
Leave what's out of their power to GOD.

In this way, our **conscience will be clear.”**



St. Paisios the Athonite



A small sailboat is silhouetted against a calm body of water. The water reflects the light from the sky, which is a mix of soft pinks, oranges, and blues, indicating a sunset or sunrise. In the background, dark, rolling hills are visible under the twilight sky. The overall mood is peaceful and contemplative.

***What would you
do if you
weren't afraid?***

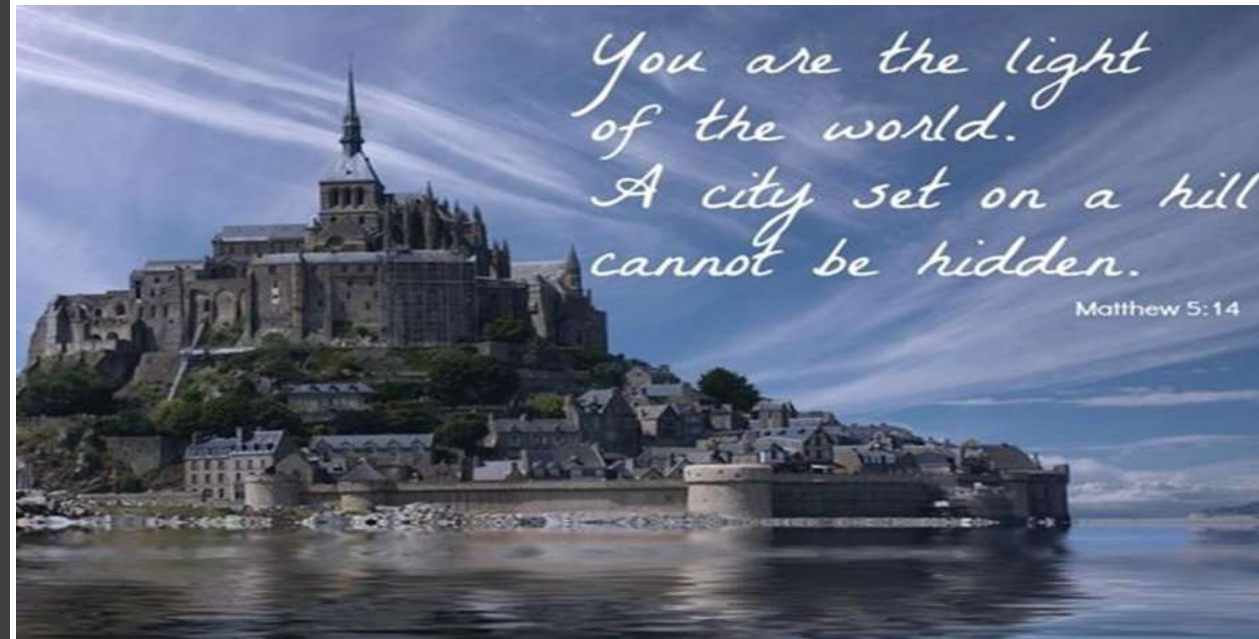


AUDIENCE PARTICIPATION TIME!

What questions do you have
about being the LIGHT?

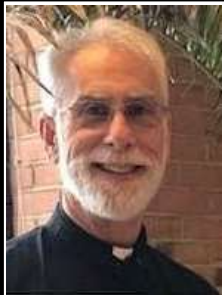
or

What have you done to be
the LIGHT?





**What Can We
Do At St.
Barbara GOC
To Offer
Support To
Christ's
Church?**



FR. PAUL'S NEW 2022 STEWARDSHIP CARD

STEP 1: How much do you make \$_____

STEP 2: Send it all in.

Matthew 19:16-26 Stewardship Card

A Steward Is Someone Who...

1. “is a temporary caretaker for another”
2. joyfully gives with a heart of gratitude
3. never talks about “their money”
4. expects no recognition or benefit for their gift
5. only regrets not giving more
6. gives of their “first fruits” before anything else
7. gives in proportion to their blessings
8. views giving as a walk of discipleship with Christ

Today's Life Changing Idea

INY IG

It's Not Yours It's God's

“You received without paying, give without pay.”

Matthew 10:8

Disguised Dues

1. Minimums or suggested donations
2. Donations based on age or demographic status
3. “Perks” given to “members”
4. “Family plans”
5. Dues set based on budget
6. “Pay a day” of church expenses
7. Anything other than the tithe and proportional percentage giving

The Problem With Dues?

Dictionary Definition of Dues:
“charges for membership in a club or organization”

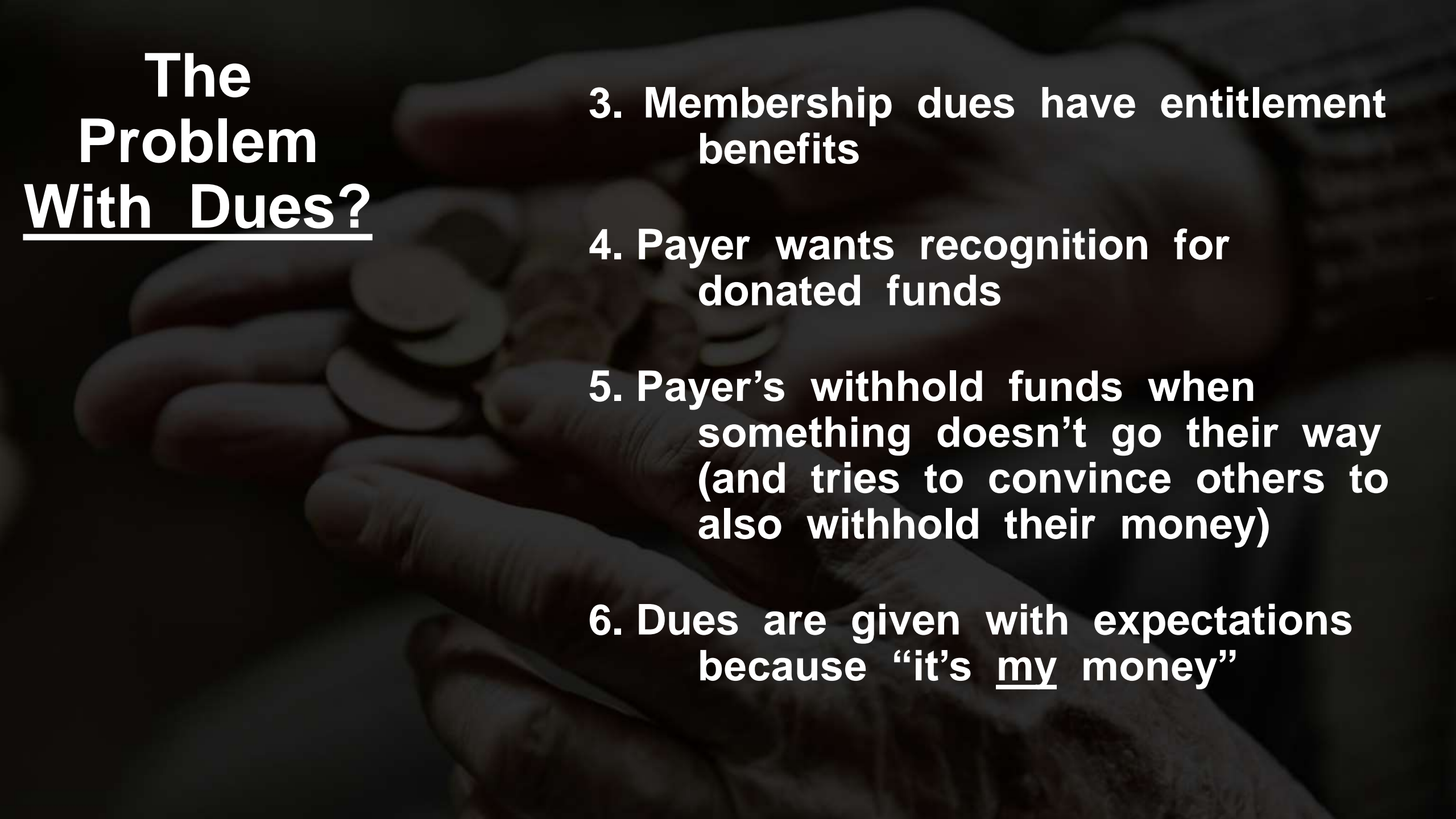
1. Christ never taught that dues
2. Christ explained our stewardship obligation

= 100% in the parable of the Rich Young Man (Matthew 19:16-22)

= 50% + 4x what was taken \approx 100% in the parable of Zacchaeus (Luke 19:1-10)

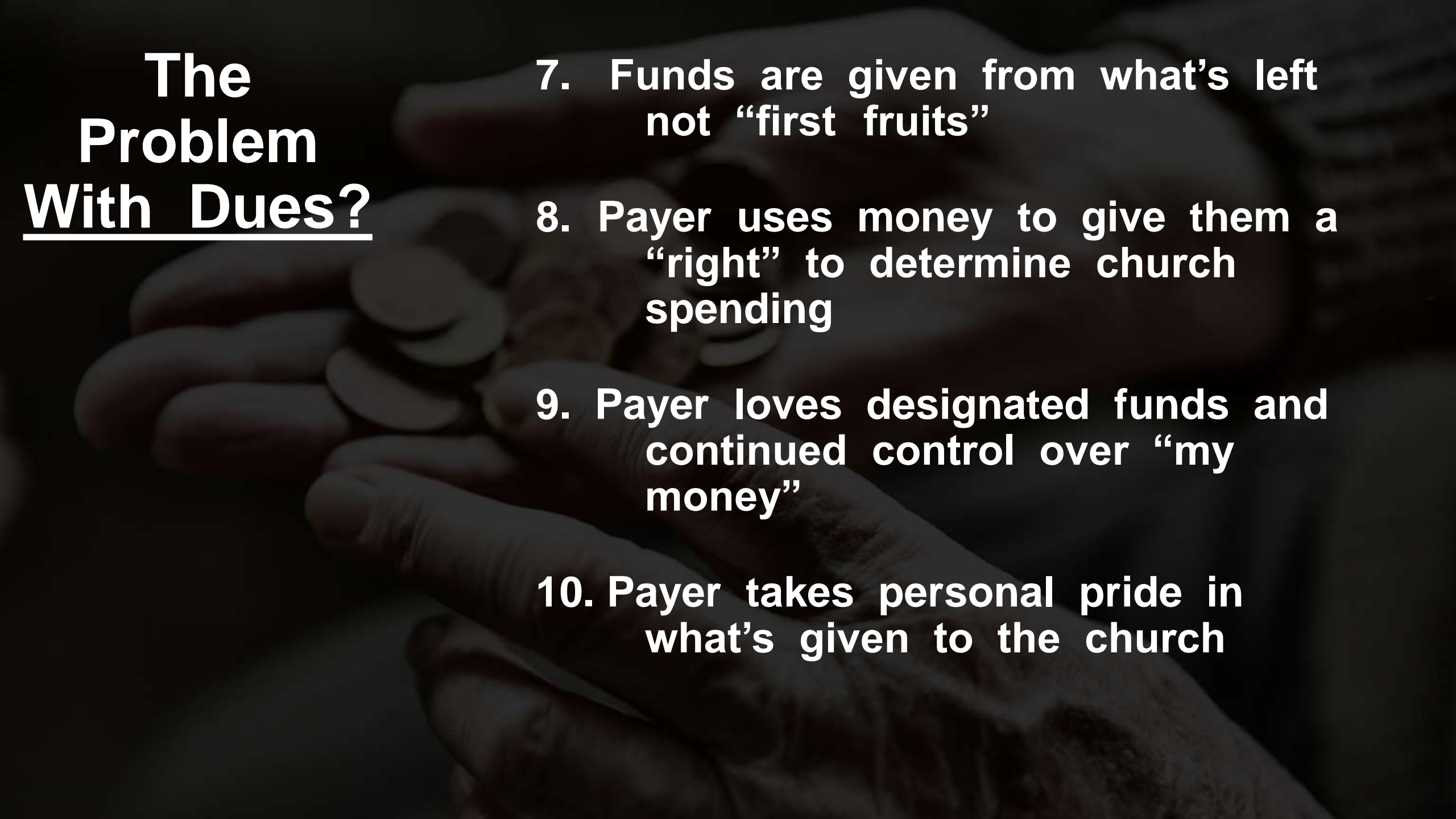
¹ Thom Rainer

<https://churchanswers.com/blog/eight-differences-church-giving-church-dues/>

A close-up, slightly blurred photograph of a hand holding a large number of small, round coins. The hand is positioned in the center-left of the frame, with fingers slightly curled around the coins. The background is dark and out of focus.

The Problem With Dues?

- 3. Membership dues have entitlement benefits**
- 4. Payer wants recognition for donated funds**
- 5. Payer's withhold funds when something doesn't go their way (and tries to convince others to also withhold their money)**
- 6. Dues are given with expectations because "it's my money"**



The Problem With Dues?

- 7. Funds are given from what's left
not "first fruits"**
- 8. Payer uses money to give them a
"right" to determine church
spending**
- 9. Payer loves designated funds and
continued control over "my
money"**
- 10. Payer takes personal pride in
what's given to the church**

How Much Due I Owe?

HOW MUCH DO I OWE?

By Bill Marianes¹

"How much do I owe" asked the parishioner. "For what?" I asked. "You know, for my church dues." I truly did not know what to say next, so I asked a simple question: "How much have you been blessed?" "A lot" they said, "but what has that got to do with anything? I just want to know how much of my money I have to give to the church as dues to be a member?"

And that was when I finally realized that, among other things, they got the pronoun wrong. They weren't really dealing with "their" assets. They are all "His" (i.e., God's). They failed to understand that Christ's church does not sell "memberships" or charge "dues" and that everything "they" had was really a gift from God, their Father. Everything! Their life, their talents, their genetic composition, their life experiences, the people who loved them, the opportunities presented them for greatness, the chances to make a difference in the world, their stuff and even their money. None of it was really theirs. They were merely a temporary steward (caretaker) of God's gifts. They didn't get it and just wanted me to give them a magic number as if it were written in some golden tablets.

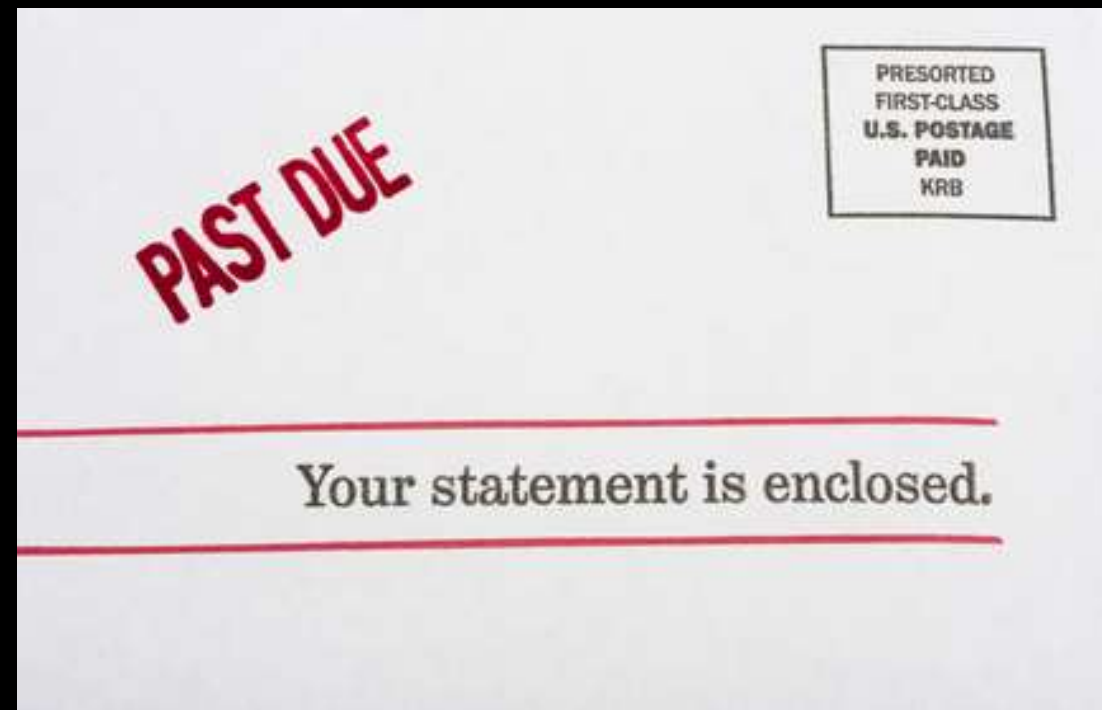
So I replied with what Christ taught us on the subject: "Give it all, I said." In Matthew 19:16-21 we are presented with parable of the young man who asked Christ: "What good deed must I do to have eternal life?" The young man was focused on the right thing, namely eternal life, and not some temporary success, job promotion or nice lifestyle. Christ responded by essentially first reviewing the 10 Commandments and then gave the following clear guidance: "If you would be perfect, go sell what you possess and give it to the poor and you will have treasure in heaven; and come follow me."

Notice what Christ said. "If you would be perfect..." Perfect, he said, not average, or in the 2nd quartile. The roadmap to perfection is to give back everything we have been given. How many of us are ready to go "all in" and take the journey down that path toward an ultimate goal that is more rich and fulfilling than anything we could imagine? The young man was not ready, and "...he went away sad."

Paradoxically, it is kind of funny, because eventually we will give everything. When we die (on this earth) we will not take any of our stuff with us. You still never see a hearse followed by a U-Haul trailer. So why not give it now and experience the joy that comes from helping someone else. Or would you prefer to also "go away sad."

An endless number of Scripture passages make it clear that our obligation of stewardship over God's many gifts to us is to give in proportion to the blessings we have received. Indeed the Parable of Talents from Matthew 25:14-30 is all about taking whatever gifts God gives us, putting them out into the world and causing them to multiply, and then giving them back in proportion to what we earned in order to receive the reward of hearing: "Well done, good and faithful servant; you have been faithful over a little, I will set you over much."

1st Corinthians 9:7 teaches us: "So let each one give as he purposeth in his heart, not grudgingly or out of necessity; for God loves a cheerful giver." Note the emphasis on cheerful giving, not





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

(Luke 12:48)

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

(Deuteronomy 16:17)





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

Tithe



Tithing of all 3 Ts

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



MALACHI 3:10

**BRING THE WHOLE TITHE INTO THE
STOREHOUSE, THAT THERE MAY BE
FOOD IN MY HOUSE. TEST ME IN THIS,"
SAYS THE LORD ALMIGHTY, "AND
SEE IF I WILL NOT THROW OPEN THE
FLOODGATES OF HEAVEN AND POUR
OUT SO MUCH BLESSING THAT YOU
WILL NOT HAVE ROOM ENOUGH FOR IT.**

The Tithe

In the instructions to the faithful:

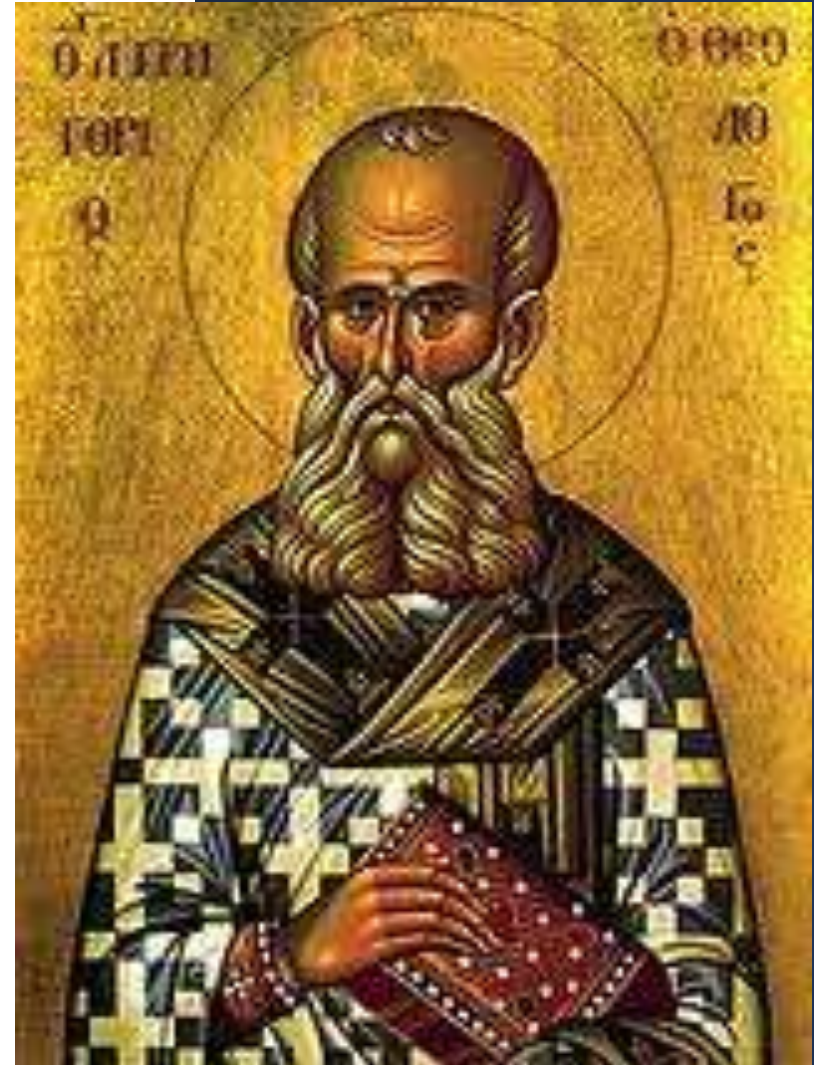
The Didascaly Apostolorum ¹

“Set aside part-offerings and tithes and first fruits to Christ, the true High Priest, and to His ministers, even tithes of salvation to Him...”

¹ The ***Didascalia Apostolorum***, is a Christian legal treatise belonging to the genre of the Church Orders. It presents itself as being written by the Twelve Apostles at the time of the Council of Jerusalem; however, scholars agree that it was actually a composition of the 3rd century, perhaps around **230 AD**

**“If there was a danger
then (during Old Testament times)
in omitting tithes,
think how great it
must be now!”**

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



Tithing Is Not Just An Old Testament Thing



“Do not think that I have come to abolish the Law and Prophets. I did not come to destroy but to fulfill”

(Matthew 5:17)

“Now Melchizedek the king of Salem brought out bread and wine...Then Abram gave him a tithe of all”. (Exodus 14:18-20)

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

“Will a man insult God? ... But you say, ‘In what way have we insulted You?’ You keep back tithes and offerings!” (Malachi 3:8)

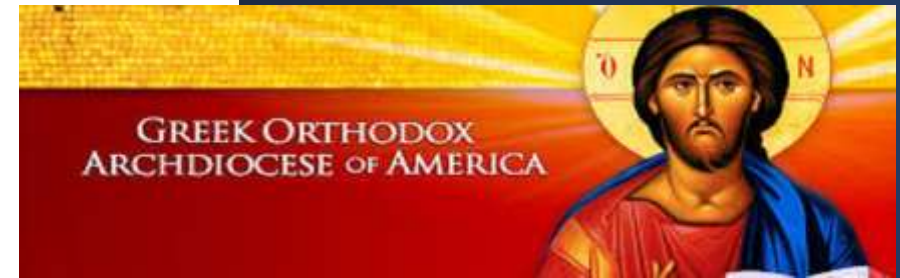
“Woe to you scribes and Pharisees, hypocrites! For you pay tithe of mint and anise and cummin, and have neglected the weightier matters of the law: justice and mercy and faith. These you ought to have done without leaving the others undone”

(Matthew 23:23)

“Stewardship is recommended to be ten percent (10%) of one’s annual income as stated in Holy Scripture to help meet the financial obligations of the Parish, the Metropolis and the Archdiocese”

Uniform Parish Regulations

Article 18, Section 1 of the Regulations of the Greek Orthodox Archdiocese of America



**Tithing should be
your goal.**

**A minimum of
10% Time, Talent
and Treasures.**

(“You shall tithe...” Deuteronomy 14:22)



U.S. Tithing Data¹

- ~ Between 3% and 5% of Americans tithe
- ~ 80% of Americans give on average \approx 2% of income
 - ~ proxy median tithe analysis in the GOA shows we give \approx **0.7%** ²
 - ~ it's only \approx **0.4%** at St. Barbara GOC)
- ~ 70% of tithers base it on their gross income
- ~ Churches accepting tithes online increase overall donations by 32%

¹ <https://nonprofitssource.com/online-giving-statistics/church-giving/>

² Stewardship Analysis from 250+ Orthodox parishes by Stewardship Calling



What ministries, services or charities could you fund if you had

\$3,458,025

in total annual stewardship
instead of only \$197,802

Here's How This Is Possible at St. Barbara GOC

- Est. Median U.S. Orthodox Christians income = **\$81,750¹**
(**\$8,175** = a median income tithe)
- Your 2021 median stewards donation = **\$350**
- Your stewards are giving \approx **0.4%** of Orthodox “proxy” median
- If all 423 stewards earned the median and tithed, your stewardship income would = **\$3,458,025** instead of only **\$197,802**
- What could you do with **\$3,260,223** more?

¹ Median annual household income U.S. Census as reported 10-02-2020: Lebanese \$87,099; Russian \$85,989 - Greek \$82,036; Romanian \$81,878; Ukrainian \$81,603; Serbian \$81,452; Bulgarian \$80,626; Armenia \$77,110. = MEDIAN INCOME OF AMERICANS FROM HISTORICALLY ORTHODOX COUNTRIES = \$81,750
(Median Toms River Income = \$72,939)

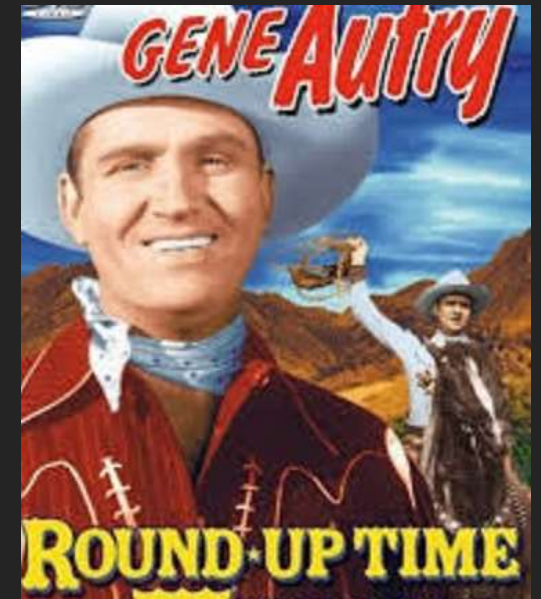
How To Start A Tithing Program

1. Teach tithing + % giving
2. Share the impact and lives improved
3. Leaders lead by example
4. Use the “ROUND-UP”



The “Round Up”

1. Calculate the % of last year's income you donated to St. Barbara GOC to 1 decimal point (e.g., 0.4%)
2. This year, “round up” your giving to the next highest whole number percent of income (e.g., 1%)
3. Next year give 1% more
4. Add 1% a year until you reach 10%





AUDIENCE PARTICIPATION TIME!

What questions do you have about “the Roundup,” tithing, percentage giving, or stewardship?

Will you agree to Roundup in 2022?





HOW COME THE WAITRESS GETS 15% AND GOD
ONLY GETS 10%?

Our More Likely Stewards Reality



HOW COME THE WAITRESS GETS 20% AND GOD
DOESN'T EVEN GET 1% ?



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



St. Barbara Stewardship

Donor Concentration

- Your top 10 stewards (2%) contributed 29% of your total stewardship income!
- When they die (or retire to Florida), you'll lose \$98,395!
- Your top 20 stewards (4.7%) contributed 42% of your total stewardship income!
- ~ Your top 10% of stewards contributed 55%
- ~ Your top 20% of stewards contributed 70%

St. Barbara Stewardship

Donor Concentration

TOP # or % STEWARDS	% OF TOTAL STEWARDSHIP
10 (2.3%)	29%
20 (4.7%)	42%
10% (42)	55%
20% (84)	70%

St. Barbara Stewardship Challenge ¹

- Only 24% of your total net income came from your stewards!
- Your parish received more money from total strangers than it received from its stewardship (45% or \$364,940)
- Your parish only spent 0.8% (\$4,690) on parish chosen ministries and charities

The Parish Income % Expense Statement shows stewardship income of \$198,102. The stewardship records show stewardship income of \$337,768, a difference of \$139,666. The above percentages use your Income & Expense Statement.



If your parish
disappeared, would
anyone in your
community notice?



The Final Words





***“And you shall be witnesses
to Me in Jerusalem, in all of
Judea, in Samaria and to the
ends of the earth...”***

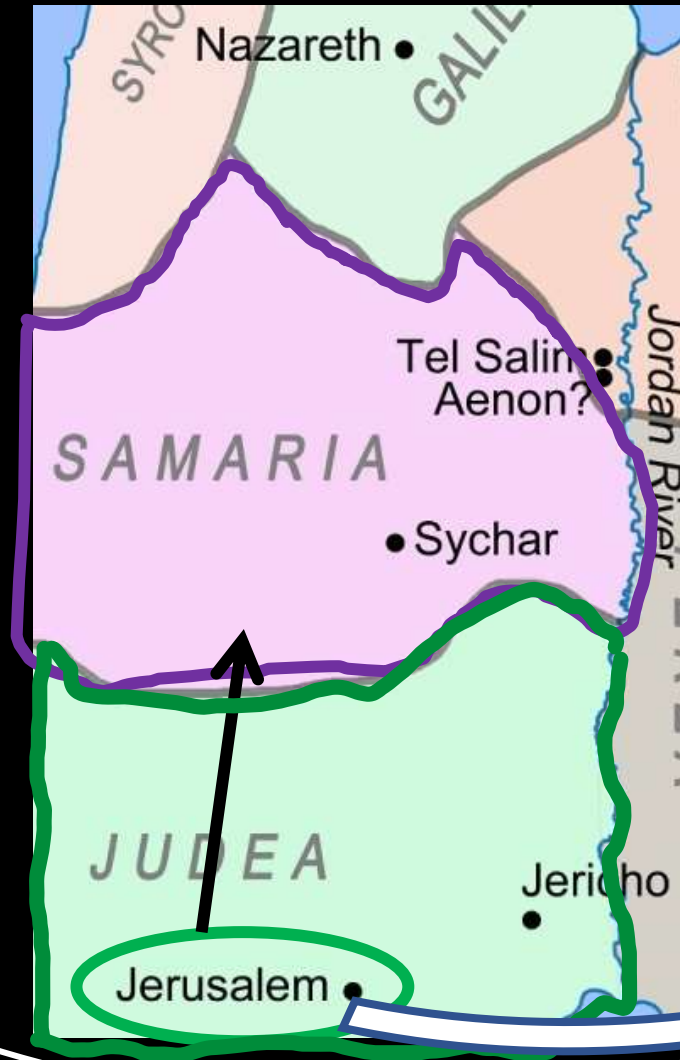
Acts 1:8

Your Great Commission Map

Welcome To
Toms River
Township

The Ends of the Earth

Samaria is
only about
35 miles
North of
Jerusalem



You're
only 5,733
miles
West of
Jerusalem

Your Great Commission Map



Continue to the **Ends of the Earth**
Living your **WHY**,
Sharing the **LOVE** and
Being the **LIGHT** of the World



Your **Samaria** is your country

Your **Judea** is your state

Your **Jerusalem** is wherever you are

***What
would you
do if you
weren't
afraid?***



TURN *the* PAGE



**There comes a day
when you realize
turning the page is
the best feeling in
the world.**

**Because you realize
there's so much
more to the book
than the page you
are stuck on.**





AUDIENCE PARTICIPATION TIME!



AS YOU
TURN *the* PAGE

1. What will you do to Find My WHY?
2. What will you do to Share The LOVE?
3. What will you do to Be The LIGHT?
4. What will you do to Be A Disciple In My Jerusalem?
5. What will you give as a Steward of God's Gifts To Me?

What if your
whole world
turned
upside-down

*What would
you do if
today was
your last
day on
earth?*



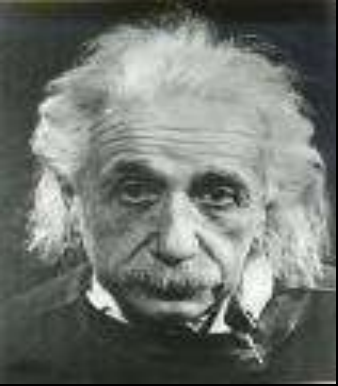
**The
sky
is
not
the
limit...**



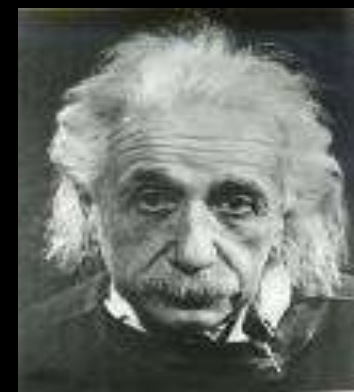
**...because
there are
footprints
on the
moon**



**Do Something
Today That Your
Future Self Will
Thank You For.**



Albert's Insight



What was Albert Einstein's greatest contribution?

$$\cancel{E=mc^2}$$

**“NOTHING HAPPENS UNTIL
SOMETHING MOVES.”**



The Marianes Corollary



**“NOTHING HAPPENS
UNTIL SOMEBODY
MOVES.”**

You have now been called as one of the 70 Disciples

(Luke 10:1)

Find your Why
Share the Love
Be the Light



WHY Are You Here?

Being a True Steward and Disciple of Christ in Your Jerusalem and beyond...



Bill Marianes

