7 Ways to Inspire Giving
1st Way
Building Community
ENGAGEMENT, CONNECTION, RELATIONSHIP
• 2nd Way

• Give Parishioners a Role in Parish Decision Process
OWNERSHIP, COMMUNICATION, AWARENESS, TRUST
3rd Way

Develop Stewardship

“From a heart of gratitude, we give back to God”
“Talking to the hearts rather than the wallets”

- The best thing we can do to increase giving among Catholics is to instill a sense of stewardship within our parishes.

- This is not only a practical solution, with enormous financial benefits, but it is also mission-driven and theologically sound.

- In fact, Stewardship is so much a part of the mission of the Church that it probably should be emphasized even if the Church didn’t have a need to raise more money.
“Stewardship is what you do with what you have when you believe in God.”

- Cardinal Joseph W. Tobin C.Ss.R.
Developing a community of good stewards

4 Things Parishes Can Do To Advance Stewardship

- Appoint a Stewardship Council / Committee
- Include Stewardship as a vital component of the Parish Plan
- Emphasize Stewardship in all parish formation programs
  - Prayer Groups
  - RCIA
  - Young Adult Groups
  - Marriage Prep.
- Have lay witness presentations 1-2x a year
Stewardship goes beyond the mere raising of money.

Stewardship is heart work.

Without Discipleship, Stewardship is impossible.

Tithing does not offer the opportunity for renewal that stewardship does.

Promoting the Stewardship message allows the parish to make good stewards out of every parishioner.

Stewardship stresses motivation for giving, rather than methods.
Minimize the Use of the Word “Volunteer”
From Parish Volunteers to disciples of Jesus

- It is important that we impress upon our parishioners that the time and talent they contribute should be viewed as a “ministry”, not merely a “volunteer” activity.

- There is a difference between “Volunteer” and “Disciple”

- Through our baptism, we are all called to ministry. Parishioners who serve as lectors, extraordinary ministers of the Eucharist, CCD Teachers, members of the parish committee, and such are all engaged in a ministry, not a volunteer activity. The parish relies on them to contribute their time and talent.

- Jesus calls us to make disciples, not volunteers.
Stewardship and Evangelization are two sides of the same coin.

- Evangelization leads you to become a disciple of Jesus.
  - This is what we call conversion.

- Once you are a disciple of Jesus, what are you going to do? What are you supposed to do?
  - You are supposed to become a Good Steward! What do Good Stewards do? They use their gifts, and they use what they have to introduce other people to Jesus, to our Catholic way of life.
The Christian life cycle:

1. Begins with **Evangelization**. *(seed)*
2. Continues through **Discipleship**. *(tree)*
3. And becomes fruitful with **Stewardship**, as the blessings received from Him are shared with others. *(fruits)*
**Prayer**: Parish and Pastor

- Do I dedicate significant time to prayer? When was the last time I prayed for my pastor? Do I teach my children and family the importance of prayer?

**Participation**: Ministries and parish groups

- How do you use your time and gifts? Do you use them at all? If not, this is a good opportunity to start doing so. It is never too late to begin to help. Either one day a week, or one hour a year, all God wants is your help in building his Kingdom.

**Generosity**: Treasures and material goods

- Material goods and money are gifts that God gives us. He asks us to administrate them well and to share generously for the good of our neighbor and brothers in Christ.
5th Institute Pledging
The Church needs all the support it can get to carry out its mission.

Research shows that Catholic giving in the United States costs the Church $1.963 billion a year. That’s how much more it is estimated our parishes can collect annually if Catholics gave the average rate for all Americans.

Catholics give at about half the rate of Protestants. Today, the annual household income of Catholics is virtually the same as that of mainline Protestants.
Data collected from 1,682 parishes showed that the “use of regular fundraising programs such as Bingo is associated with lower giving.

Fundraising focuses on the parish’s need to receive, rather than the individuals' need to give (Stewardship).

Stewardship stresses motivation for giving (Christian duty to support the Church), rather than methods.
Pledging works.

- People who pledge are better givers.

- People who plan their religious giving on an annual basis, rather than by looking at their checkbook each Sunday to see what they can afford that week, contribute more.

- Stewardship Programs urge the parish to ask for a commitment of time and talent as well as treasure when their people pledge.

  - Give parishioners the opportunity to give, and they will.
  - Latino Parishes and WALS.
  - Grateful Disciples Initiative.
6th

Meet the Needs of Parishioners
Become a Welcoming Parish

- Create Stewardship Opportunities:
  - Adult Parishioners (singles, married, widowed, and divorced or separated)
  - Senior Citizens
  - Young Adults
  - Children
People tend to give more to an organization that they have a relationship with.

- Thank you letters
- Phone calls
- Thank you receptions

The way to raise more money for the church is to become better at being the Church.
7th Planned Giving
Invite parishioners to remember the Church in a bequest.

Contributing to the Church through estate planning is not only good stewardship; it frequently offers the estate significant tax savings as well.
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