

Session 3: “Ask, Thank Tell”

Lane’s suggested Stewardship Team Mission

“The goal of our stewardship ministry is to help God’s people grow in their relationship with Jesus through the use of the time, talents, and finances God has entrusted to them.” (page 11)

Chapter 6. Ask: the Annual Response Program

“It is important to think of the annual response program as the cornerstone of your stewardship ministry. Members of your congregation need the reflection and challenge that an annual response program provides.” (pages 67-68) ***Has the message of any annual response program really stuck with you? What made it special?***

Lane itemizes what he calls the “basics” of an annual response program. What is your reaction to his inclusion of the following in that list:

“Never use a budget.” (page 69)

“Ask for growth.” (page 69)

“Go first class.” (page 71)

Of these types of annual response programs, which do you feel would be the most effective? Which have you experienced?

Commitment Sunday worship (page 76)

Relay, or Pony Express (page 76)

Fellowship Meal (page 77)

Home Gatherings (page 78)

Home Visits (page 79)

Chapter 7. Ask: Making the Pie Larger

“God stirs our hearts with the story of a wonderful ministry that we want to support. Requests for additional giving ... seek to provide opportunities for trustees of God’s generosity to respond to those stories that stir their hearts.” (page 84) ***Describe a time when you have been moved to respond to a special giving opportunity.***

“In general, a good guideline is to have a monthly special offering that is well-conducted and provides lots of information about the ministry being supported.” (page 85) ***Do we already do this in our congregation? If we decide to do this intentionally, how should we choose the ministries to emphasize?***

“Strive to find ways for members of your congregation to grow their connection to special giving opportunities from merely financial to include time and talents.” (page 86) ***How does our congregation provide opportunities for members to combine serving with giving?***

“Special-needs offerings provide worshippers a way to make a difference in the face of human suffering.” (page 89) ***Give some examples of ways in which the people of our congregation have responded to special needs.***

Chapter 8. Improving How You Ask

According to studies, “What is the most effective way to ask someone to give?” (page 95) ***Why do you think this is true? Did it surprise you that “an event” is least effective?***

“What is the top motivator for people who give financial support to a non-profit organization?” (page 97) ***How does this relate to the most effective way to ask someone to give?***

“The pastor needs to be a part of the stewardship leadership team, and the pastor needs to be involved in asking people to consider their financial giving to the congregation.” (page 98) ***In what ways do you think the pastor should be involved in the stewardship ministry of the congregation?***

“Study after study has shown that givers under fifty are very different from those over fifty. Younger generations are not as committed to institutions, and certainly do not understand financial support of an institution to be their duty.” (page 99) ***How can we encourage younger people to grow in their relationship with Jesus Christ through their stewardship?***