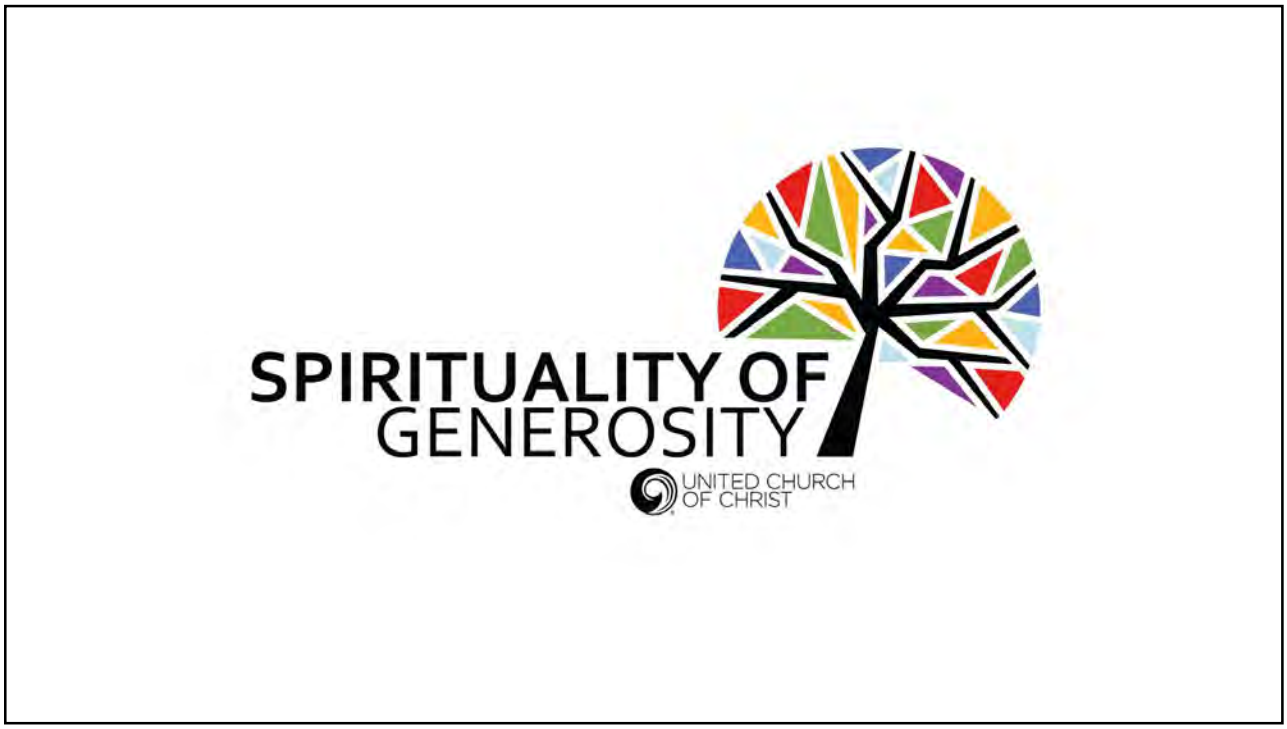


1

What is Generosity?

"By 'generosity,' I mean the virtue of giving good things to others freely and abundantly. Generosity thus conceived is a learned character trait that involves attitude and action—entailing both the inclination and actual practice of giving liberally. Generosity is not a haphazard behavior but a basic orientation to life. It entails not only a moral good expressed but also certain vices rejected, such as selfishness, greed, fear, and meanness. Generosity also involves giving not just anything, but rather those things that are good for others. What exactly generosity gives can vary: money, possessions, time, attention, aid, encouragement, emotional availability, and more. But it always intends to enhance the true wellbeing of the receiver."

- Christian Smith, The Paradox of Generosity: Giving We Receive, Grasping We Lose

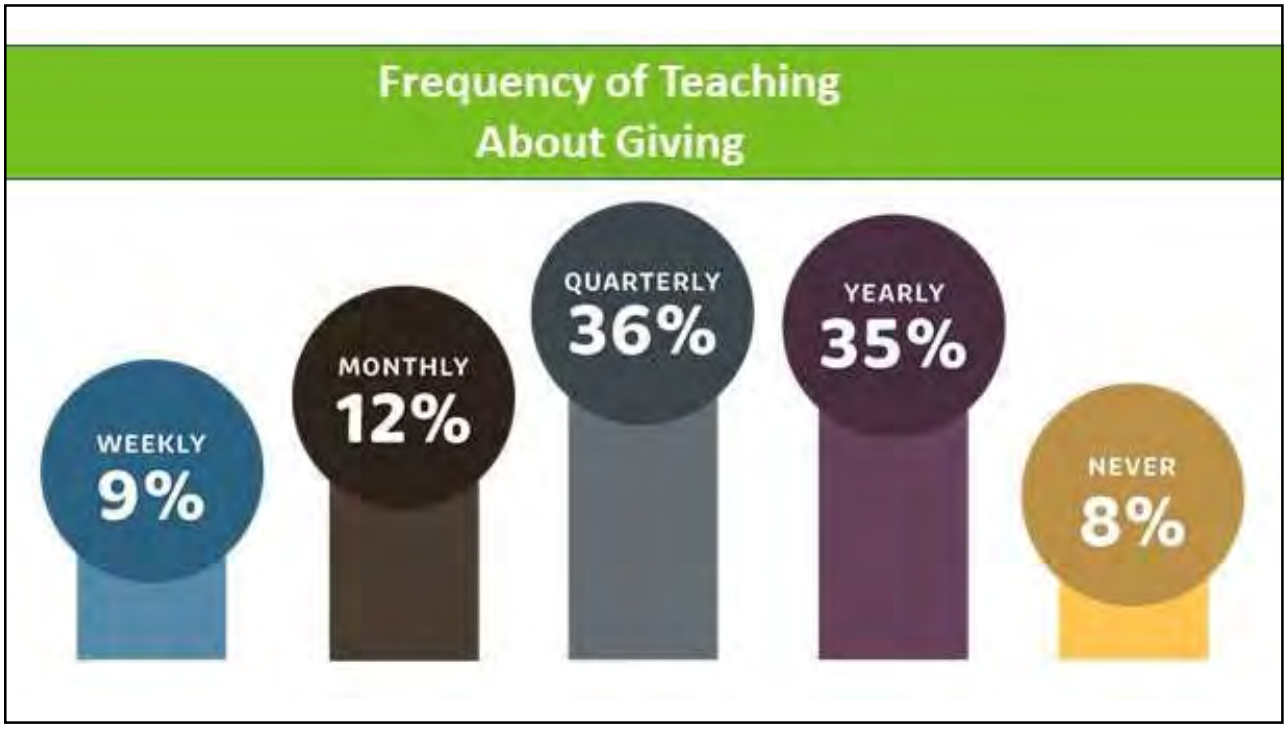
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Generosity in Congregations:

National Study on Congregations' Economic Practices (NSCEP.org)

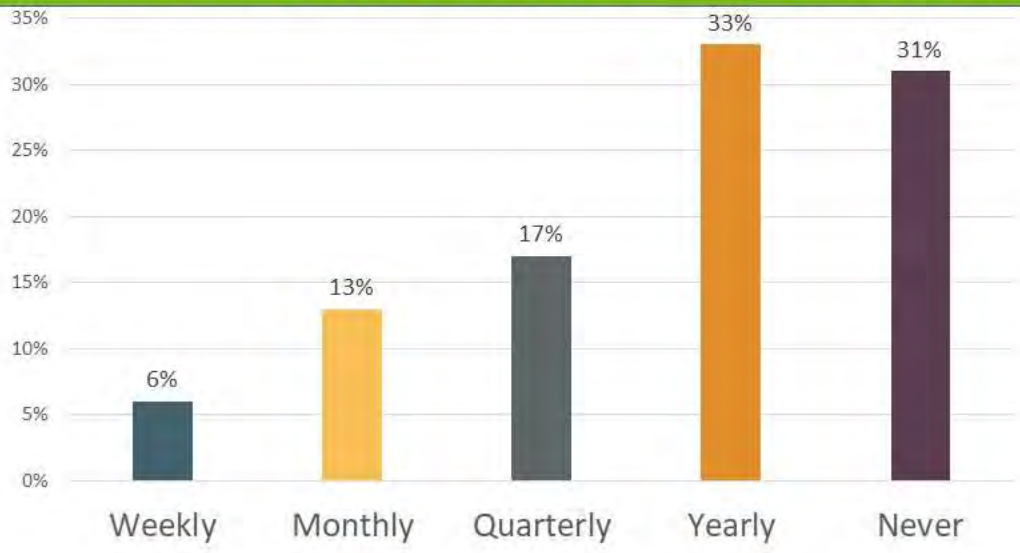


3



4

How often lay people share personal stories about giving?



2

5

Frequency of Acknowledging Gifts:

- Annually – 63%
- Quarterly – 28%
- Per Gift – 5%
- Upon First Contribution – 25%
- Upon Special Contribution – 71%

6

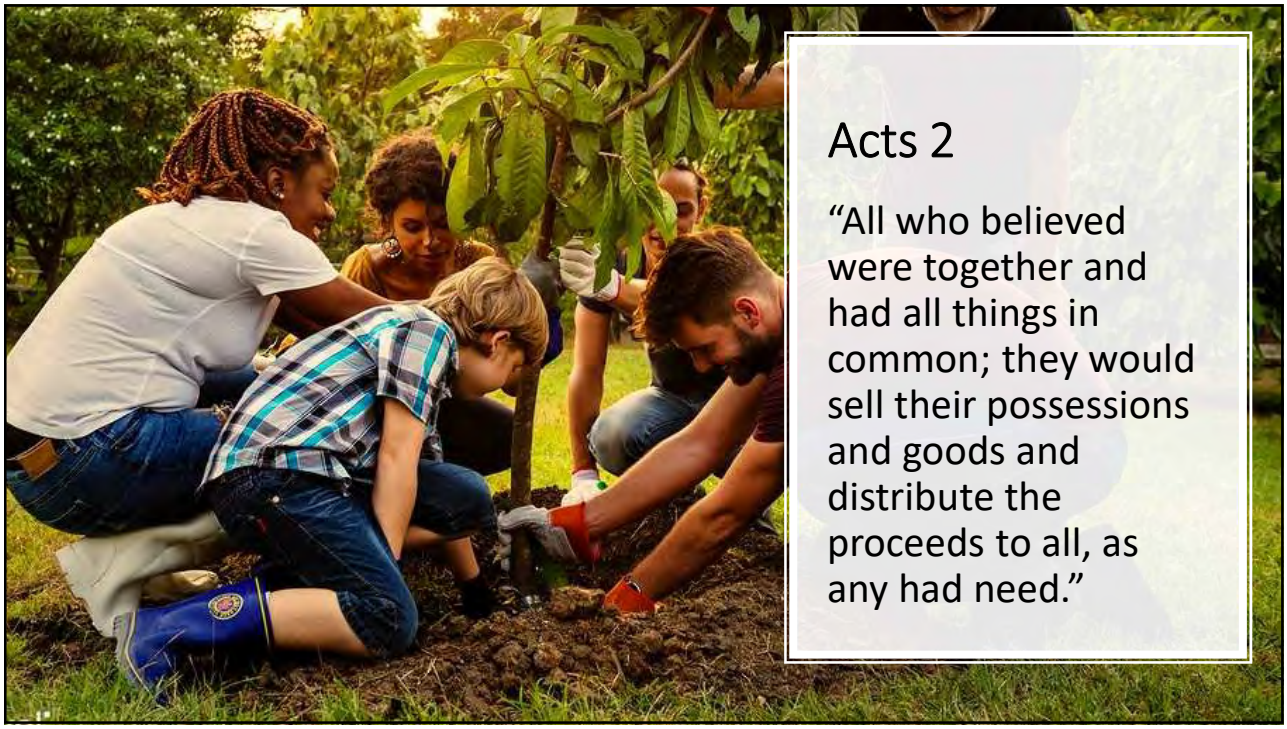






Do we Teach and Thank as often as we pass the plate?

7



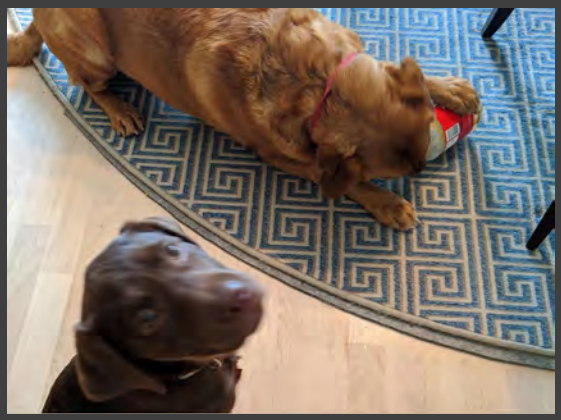
Acts 2

"All who believed were together and had all things in common; they would sell their possessions and goods and distribute the proceeds to all, as any had need."

8

Breakout Session

9



Mindset of Scarcity

Scarcity – never enough for all

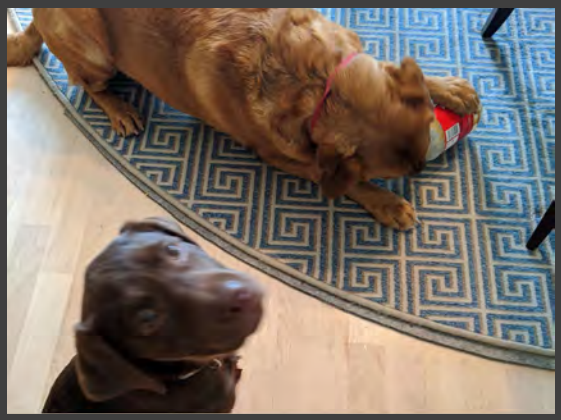
10



Mindset of Abundance

Abundance – enough to satisfy

11



Mindset of Scarcity

Scarcity – never enough for all



Mindset of Abundance

Abundance – enough to satisfy

12

Breakout Session

13



14



15

Generosity:
Stewardship
of Values



16



Generosity: Stewardship of Gratitude

17

Paul's Gratitude

I commend to you our sister Phoebe, a deacon of the church at Cenchreae, so that you may welcome her in the Lord as is fitting for the saints, and help her in whatever she may require from you, for she has been a benefactor of many and of myself as well.

Greet Prisca and Aquila, who work with me in Christ Jesus, and who risked their necks for my life, to whom not only I give thanks, but also all the churches of the Gentiles. Greet also the church in their house… Greet Andronicus and Junia, my relatives who were in prison with me; they are prominent among the apostles, and they were in Christ before I was. Greet Ampliatus, my beloved in the Lord. Greet Urbanus, our co-worker in Christ, and my beloved Stachys. Greet Apelles, who is approved in Christ. Greet those who belong to the family of Aristobulus. Greet my relative Herodion. Greet those in the Lord who belong to the family of Narcissus. Greet those workers in the Lord, Tryphaena and Tryphosa. Greet the beloved Persis, who has worked hard in the Lord… Greet one another with a holy kiss. All the churches of Christ greet you.

Romans 16

- Phoebe - a woman whose leadership in the church Paul respected
- Aquila, Andronicus, Herodian, Apelles - all Jewish followers like Paul
- Apliatus, Urbanus, Strachys - all Greeks and Romans
- Narcissus - a former slave
- Prisca, Tryphena, Tryphosa, Persis - more women whose leadership moved Paul to thanks

18

Hopes

Gratitude



Risks

Values

Philanthropy proceeds from the donor's

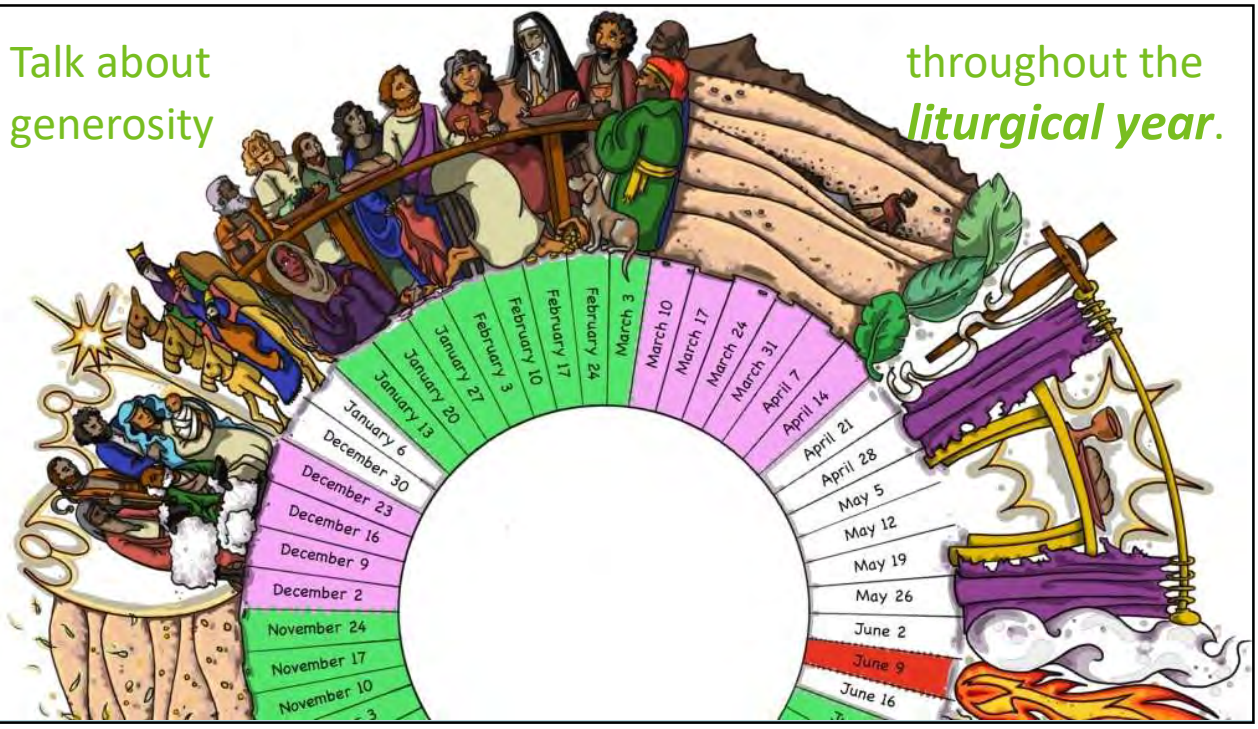
- Deepest Hopes
- Enduring Values
- Faithful Risks
- Heartfelt Gratitude

How does your preaching and teaching name, touch, and celebrate those concerns?

19

Talk about generosity

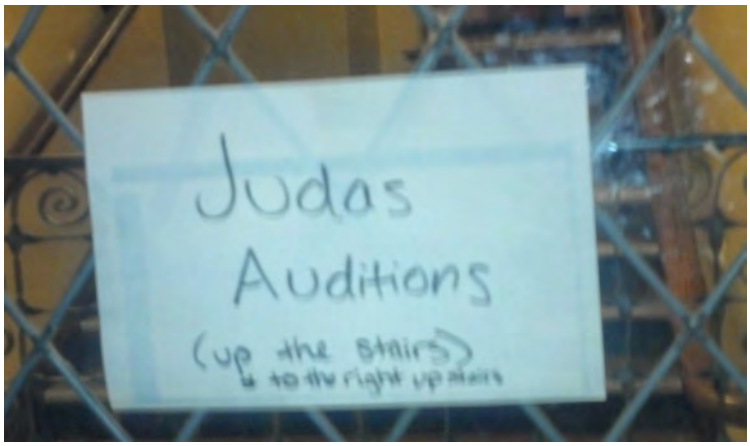
throughout the ***liturgical year***.



20

Breakout Session

21



Spiritual Roots of Our Office

Perhaps because of Judas, people often want to separate "money" and "faith."

22

"Now during those days, when the disciples were increasing in number, the Hellenists complained against the Hebrews because their widows were being neglected in the daily distribution of food." Acts 6: 1

Peter responded by appointing seven deacons from among the Hellenists who took over the food distribution and expanded the church through their service.

The Deacons were:
Spirit-led people
working transparently
and fairly
to support the mission of the church.

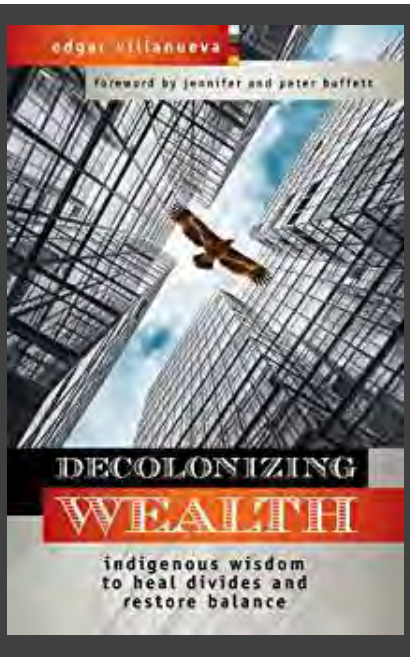
Spiritual Roots of Our Office

Acts 6 offers an alternative story for understanding our roles as diaconal work.

23

Transactions are superficial. It's like the difference between dating and relating in this day and age, where dating apps are like marketplaces, and you create profiles to sell yourself… Relating, on the other hand, is about authenticity and vulnerability. You let yourself be seen for who you are and you accept the other person for who they are."
- Edgar Villanueva

Learning Together

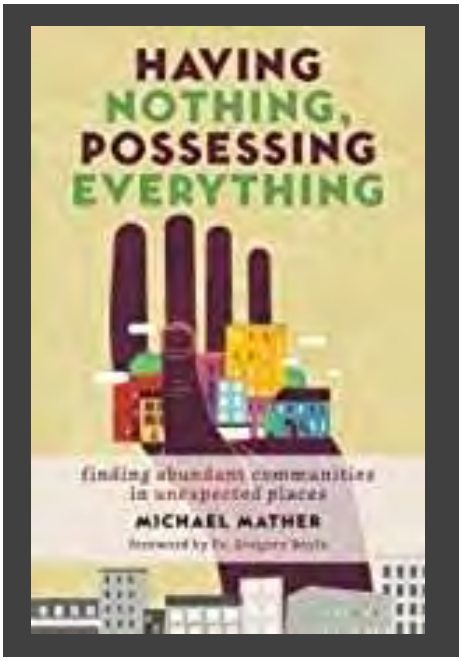


24

Mather's Congregation Learned to Ask 3 More Questions:

1. What three things do you do well enough that you could teach them to someone else?
2. What three things would you like to learn that you don't already know?
3. Who besides God and me [the interviewer] is going to go with you along the way?

Learning Together



25

Philanthropic Strategy

High Net Worth Donors reporting strategic approaches to giving in 2015

Donors were asked, "In the last year, did you…."

Have a strategy for your giving?

48.2%

Have a budget for your giving?

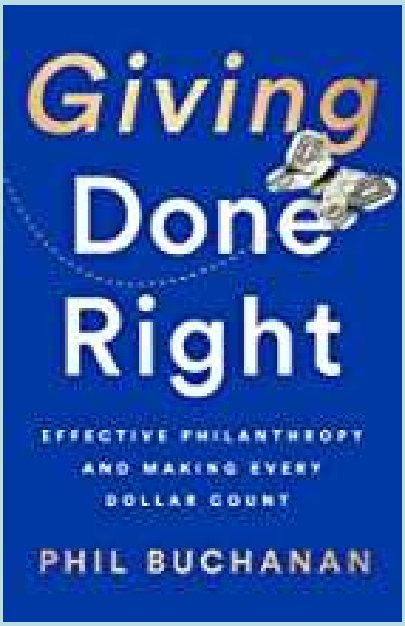
45.5%

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How do we engage our congregations in changing lives and working for a just world for all through generosity?

Philanthropic Strategy



27

Philanthropic Strategy

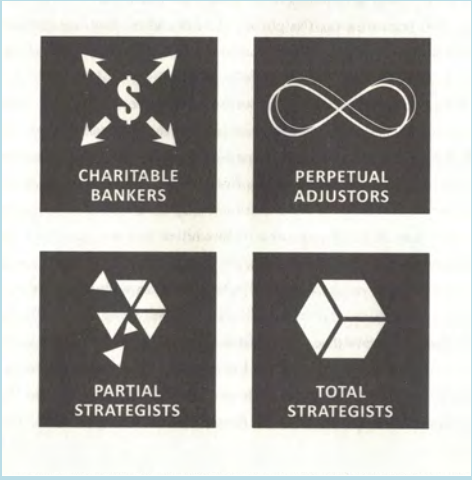
Four Kinds of Givers

Charitable Bankers

Perpetual Adjusters

Partial Strategists

Total Strategists



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28

Philanthropic Strategy

"Strategy is a framework for decision-making that is focused on the external context in which the foundation or donor works and include a hypothesized causal connection between use of philanthropic resources and goal achievement."

Framework

Context (and Partners)

Logic Proposition

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Philanthropic Strategy

Key Questions

Where can I do the most good?

What can I realistically accomplish given my resources?

Who shares my goals among other givers, nonprofits, and actors?

How do my goals connect to other goals and priorities?

Can I achieve one without working on the other?

Do those I seek to help have the same goals for themselves that I have for them?

Can I clearly explain each goal in a sentence or less?

What will success look like to me?

Can my spouse and children describe my goals and strategy?

30

Adult Education Activity

Philanthropic Autobiography

Describe your earliest memory of giving and volunteering.
List some ways your family practiced their faith through giving and volunteering.
How did your family talk about money (earned, managed, spent, given)?

Who are some of your philanthropic role models or mentors?
What about their approach to giving inspired you?

To what places and people do you feel a sense of gratitude?
Describe one or two disappointments that shaped your life?
How were you or your family helped in a time of need?

What is the most meaningful gift charitable gift that you have received or given?
How do you want to impact your community?
How do you want to be remembered?

From the Lake Institute

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