

# THE BISHOP'S STEWARSHIP TRAINING WORKSHOP



Diocese of Georgia  
2017-2018

## Morning Prayer

*Officiant* We give thanks to the Father, who has made us worthy to share in the inheritance of the saints in light. *Colossians 1:12*

### The Invitatory and Psalter

*Officiant* Lord, open our lips.

*People* And our mouth shall proclaim your praise.

*Officiant and People* Glory to the Father, and to the Son, and to the Holy Spirit: as it was in the beginning, is now, and will be forever. Amen. Alleluia.

*Officiant* The earth is the Lord's for he made it: Come let us adore him.

**Venite** *Psalm 95:1-7*

Come, let us sing to the Lord; \*  
let us shout for joy to the Rock of our salvation.  
Let us come before his presence with thanksgiving \*  
and raise a loud shout to him with psalms.

For the Lord is a great God, \*  
and a great King above all gods.

In his hand are the caverns of the earth, \*  
and the heights of the hills are his also.

The sea is his, for he made it, \*  
and his hands have molded the dry land.

Come, let us bow down, and bend the knee, \*  
and kneel before the Lord our Maker.

For he is our God and we are the people of his pasture and the sheep of his hand. \*  
Oh, that today you would hearken to his voice!



## Psalm 126

When the LORD restored the fortunes of Zion,\*  
then were we like those who dream.

Then was our mouth filled with laughter,  
and our tongue with shouts of joy.

Then they said among the nations,\*  
“The LORD has done great things for them.”

The LORD has done great things for us,\*  
and we are glad indeed.

Restore our fortunes, O LORD,\*  
like the watercourses of the Negev.

Those who sowed with tears\*  
will reap with songs of joy.

Those who go out weeping, carrying the seed,\*  
will come again with joy, shouldering their sheaves.

Glory to the Father, and to the Son, and to the Holy Spirit:\*

as it was in the beginning, is now, and will be forever. Amen.

## The Lessons

### A Reading from Acts (2:43-47)

Awe came upon everyone, because many wonders and signs were being done by the apostles. 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. Day by day, as they spent much time together in the temple, they broke bread at home and ate their food with glad and generous hearts, praising God and having the goodwill of all the people. And day by day the Lord added to their number those who were being saved.



*Reader*      The Word of the Lord  
*People*      *Thanks be to God*

**Canticle 15   The Song of Mary   *Magnificat Luke 1:46-55***

My soul proclaims the greatness of the Lord,  
my spirit rejoices in God my Savior;  
    for he has looked with favor on his lowly servant.  
From this day all generations will call me blessed:  
    the Almighty has done great things for me, and holy is his Name.  
He has mercy on those who fear him in every generation.  
He has shown the strength of his arm,  
    he has scattered the proud in their conceit.  
He has cast down the mighty from their thrones, and has lifted up the lowly.  
He has filled the hungry with good things, and the rich he has sent away empty.  
He has come to the help of his servant Israel,  
    for he has remembered his promise of mercy,  
The promise he made to our fathers, to Abraham and his children forever.  
Glory to the Father, and to the Son, and to the Holy Spirit:  
    as it was in the beginning, is now, and will be forever. Amen.



## A Reading from the Gospel of John (3:1-17)

Now there was a Pharisee named Nicodemus, a leader of the Jews. He came to Jesus by night and said to him, “Rabbi, we know that you are a teacher who has come from God; for no one can do these signs that you do apart from the presence of God.” Jesus answered him, “Very truly, I tell you, no one can see the kingdom of God without being born from above.” Nicodemus said to him, “How can anyone be born after having grown old? Can one enter a second time into the mother’s womb and be born?” Jesus answered, “Very truly, I tell you, no one can enter the kingdom of God without being born of water and Spirit. What is born of the flesh is flesh, and what is born of the Spirit is spirit. Do not be astonished that I said to you, ‘You must be born from above.’ The wind blows where it chooses, and you hear the sound of it, but you do not know where it comes from or where it goes. So it is with everyone who is born of the Spirit.” Nicodemus said to him, “How can these things be?” Jesus answered him, “Are you a teacher of Israel, and yet you do not understand these things? “Very truly, I tell you, we speak of what we know and testify to what we have seen; yet you do not receive our testimony. If I have told you about earthly things and you do not believe, how can you believe if I tell you about heavenly things? No one has ascended into heaven except the one who descended from heaven, the Son of Man. And just as Moses lifted up the serpent in the wilderness, so must the Son of Man be lifted up, that whoever believes in him may have eternal life. For God so loved the world that he gave his only Son, so that everyone who believes in him may not perish but may have eternal life. Indeed, God did not send the Son into the world to condemn the world, but in order that the world might be saved through him.

*Reader*      The Word of the Lord  
*People*      *Thanks be to God*



## Canticle 18 A Song to the Lamb *Dignus es* *Revelation 4:11, 5:9-10, 13*

Splendor and honor and kingly power are yours by right, O Lord our God,  
For you created everything that is

and by your will they were created and have their being;

And yours by right, O Lamb that was slain,

for with your blood you have redeemed for God,

From every family, language, people, and nation, \*

a kingdom of priests to serve our God.

And so, to him who sits upon the throne, and to Christ the Lamb,

Be worship and praise, dominion and splendor, forever and for evermore.

## The Apostles' Creed

*Officiant and People together, all standing*

I believe in God, the Father almighty,

creator of heaven and earth;

I believe in Jesus Christ, his only Son, our Lord.

He was conceived by the power of the Holy Spirit and born of the Virgin Mary.

He suffered under Pontius Pilate, was crucified, died, and was buried.

He descended to the dead.

On the third day he rose again.

He ascended into heaven, and is seated at the right hand of the Father.

He will come again to judge the living and the dead.

I believe in the Holy Spirit,

the holy catholic Church,



the communion of saints,  
the forgiveness of sins  
the resurrection of the body,  
and the life everlasting. Amen.

## The Prayers

*Officiant*      The Lord be with you.

*People*      And also with you.

*Officiant*      Let us pray.

*Officiant and People*

Our Father, who art in heaven,  
hallowed be thy Name, thy kingdom come,  
thy will be done, on earth as it is in heaven.

Give us this day our daily bread.

And forgive us our trespasses, as we forgive those who trespass against us.

And lead us not into temptation, but deliver us from evil.

For thine is the kingdom, and the power, and the glory, for ever and ever. Amen

V. Save your people, Lord, and bless your inheritance;

R. *Govern them and uphold them, now and always.*

V. Day by day we bless you;

R. *We praise your name for ever.*

V. Lord, keep us from all sin today;

R. *Have mercy upon us, Lord, have mercy.*



V. Lord, show us your love and mercy;

R. *For we put our trust in you.*

V. In you, Lord, is our hope;

R. *And we shall never hope in vain.*

*The Collect of the Day*

O God of unchangeable power and eternal light: Look favorably on your whole Church, that wonderful and sacred mystery; by the effectual working of your providence, carry out in tranquility the plan of salvation; let the whole world see and know that things which were cast down are being raised up, and things which had grown old are being made new, and that all things are being brought to their perfection by him through whom all things were made, your Son Jesus Christ our Lord; who lives and reigns with you, in the unity of the Holy Spirit, one God, for ever and ever. *Amen.*

*A Collect for the Renewal of Life*

O God, the King eternal, whose light divides the day from the night and turns the shadow of death into the morning: Drive far from us all wrong desires, incline our hearts to keep your law, and guide our feet into the way of peace; that, having done your will with cheerfulness while it was day, we may, when night comes, rejoice to give you thanks; through Jesus Christ our Lord. *Amen.*

*A Collect for Guidance*

Heavenly Father, in you we live and move and have our being: We humbly pray you so to guide and govern us by your Holy Spirit, that in all the cares and occupations of our life we may not forget you, but may remember that we are ever walking in your sight; through Jesus Christ our Lord. *Amen.*



## The General Thanksgiving

### *Officiant and People*

Almighty God, Father of all mercies,  
we your unworthy servants give you humble thanks  
for all your goodness and loving-kindness to us and to all whom you have made.  
We bless you for our creation, preservation, and all the blessings of this life;  
but above all for your immeasurable love  
in the redemption of the world by our Lord Jesus Christ;  
for the means of grace, and for the hope of glory.  
And, we pray, give us such an awareness of your mercies,  
that with truly thankful hearts we may show forth your praise,  
not only with our lips, but in our lives, by giving up ourselves to your service,  
and by walking before you in holiness and righteousness all our days;  
through Jesus Christ our Lord, to whom, with you and the Holy Spirit,  
be honor and glory throughout all ages. Amen.

### *A Prayer of St. Chrysostom*

Almighty God, you have given us grace at this time with one accord to make our common supplication to you; and you have promised through your well-beloved Son that when two or three are gathered together in his Name you will be in the midst of them: Fulfill now, O Lord, our desires and petitions as may be best for us; granting us in this world knowledge of your truth, and in the age to come life everlasting. *Amen.*

*Officiant*

*People*

Let us bless the Lord.

*Thanks be to God.*



# The “Why” of Stewardship

*By the Reverend Lonnie Lacy & the Reverend Dr. Cindy Taylor*

## Introduction

**Divine Duty**

**Personal Piety**

**Rational Responsibility**

**Mission-Minded**

**Panicked Pragmatism &  
Good Old Guilt**



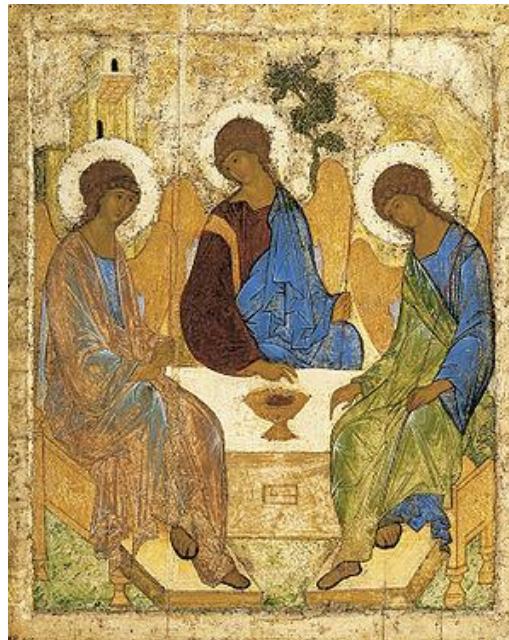
## The Relentless Love of a Self-Giving God

**For God:** The greatest subject ever  
**so (much):** The greatest extent ever  
**loved:** The greatest affection ever  
**the world:** The greatest object ever  
**that he gave his only begotten Son:** The greatest gift ever  
**that whosoever:** The greatest opportunity ever  
**believeth in him:** The greatest commitment ever  
**should not perish:** The greatest rescue ever  
**but have everlasting life:** The greatest promise ever



# Knowing Ourselves as Givers, Too

## The Joy of Giving TOGETHER



## Stewardship & the Joy Divine

*Thou art giving and forgiving, ever blessing, ever blest,  
well-spring of the joy of living, ocean depth of happy rest!  
Thou our Father, Christ our brother, all who live in love are thine;  
teach us how to love each other, lift us to the joy divine.*



### Apostolic Faith

People with a relatively disciplined, mature, full spiritual life; flexibility with self and others; an open stance toward their spiritual growth; competent and committed Christians; either tithing or working towards it.



### Sacramental Faith

Relatively regular in Sunday worship. Possibly beginning to see own vocation & gifts. Accept "sacramental" approach to faith—see that the people, things, and circumstances of their lives are used by God to draw them into a deeper relationship with God, self, others, & creation. Probably pledgers, but are at least regular givers.

### Vicarious Faith

Don't attend worship. Not usually members but may see the parish as "their parish" or be directly or indirectly influenced by the parish's life. Connected through geography, family or friends. Might give if they ever attend services.

### Christmas, Easter, & Burial Faith

Don't accept "sacramental" faith. Most are baptized members of the church. Might pledge, but probably don't. Give when they attend services, but not otherwise.

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Adapted by Scott A. Benhase, 2002



# Planning with SMART Goals

**S = Specific**

**M = Measurable**

**A = Assigned**

**R = Realistic**

**T = Timed**



# Stewardship Calendar!



# January

1. Vestry Names a Stewardship Team Leader
2. Thank you notes for last year's campaign

**Job Descriptions:**

**Leader**

**Team Member**



# February

1. Volunteer Recruitment
2. Review Time Frame
3. Assign Responsibilities



# March

1. Gather Data
2. Create a “word cloud”
3. Develop a theme
4. Enlist input before finalizing
5. Plan a communications strategy



# April

1. Preview the theme
2. Announce the schedule
3. Plan the ingathering
4. Design campaign letter system and materials
5. Review Prospect Lists
  - People who have pledged
  - New since the last campaign
  - Never pledged
6. Inform Vestry
7. Thank the parish!



## May

1. Communicate about the last campaign
2. Send first quarter giving statements
3. Develop “case materials”
4. Thank the parish!
6. Brainstorm *Ministry Moments* speakers



## June

1. Recruit *Ministry Moment* speakers
2. Plan Phone-A-Thon
3. Recruitment for Fall events begins
4. Plan campaign kick-off
5. Plan campaign ending event
6. In yet another special communication to the whole parish, thank them for an accomplishment in the last year.



# July

1. Take July off!

Just Kidding!

2. What's left undone?

3. In yet another special communication to the whole parish, thank them for another accomplishment in the last year.



# August

1. Send “warm-up letters”
2. Phone-a-Thon callers are recruited
  - Scripted, short and enthusiastic
  - Include a “thank-you”
  - Give caller a head’s up about the mailing
  - Remind them about the “warm-up” letter
  - and invite them to the kick-off dinner
  - Get their commitment to attend
3. Continue planning campaign kick-off
4. Send 2<sup>nd</sup> quarter giving statements
5. In yet another special communication, thank the parish for something else accomplished in the past year.



## September

1. Draft communication content/script for:
  - Sunday bulletin announcements
  - Sunday announcements by clergy
  - “30 second elevator speech” for Vestry and Stewardship Team
2. Send brochure and pledge cards
3. Prepare phone-a-thon team and provide coaching and support
4. Hold Stewardship Campaign Kick-off Dinner!
5. In yet another special communication, thank the parish for something else accomplished in the past year.



## October

1. *Ministry Moments* at each Sunday liturgy
2. As pledges come in, two “thank-you letters” are sent within 24 hours
  1. Type-written and acknowledges amount, signed by a warden or treasurer
  2. Hand-written and does not mention amount, sent by the Rector or Priest-in-Charge. Focus on thanksgiving for generosity and commitment to God’s work in the coming year
3. Send 3<sup>rd</sup> quarter giving statements
4. In yet another special communication, thank the parish for something else accomplished in the past year.



## November

1. Celebration Sunday Event
2. Ministry Moments continue through Celebration Sunday
3. In yet another special communication, thank the parish for something else accomplished in the past year.



## December

1. Assess using the SMART Goals
2. Send year-end letter and brochure to all pledgers and givers.
3. Send a separate different letter to those who have not yet pledged. Include a pledge card!
4. Vestry and Stewardship Team members make personal “asks”.
5. In yet another special communication with the whole parish, thank the parish for something else that was accomplished in the last year.
6. Collect all planning information to be ready and organized for next year’s new Stewardship Team.



**Thank You for Your Ministry!**

