

Prayer for Priests

HEAVENLY FATHER, DURING THIS YEAR FOR PRIESTS, BLESS OUR DIOCESE WITH THE GRACE OF MANY VOCATIONS TO THE PRIESTHOOD FROM OUR PARISHES.

THROUGH THE INTERCESSION OF OUR BLESSED MOTHER, GRANT TO THOSE YOU HAVE CALLED, THE COURAGE TO FOLLOW YOUR WILL. GRANT ALSO TO THOSE SERVING AS PRIESTS, THE GRACE TO SERVE WITH THE FAITHFULNESS OF CHRIST.

WE ASK THIS THROUGH CHRIST, OUR LORD, AMEN



Stewardship 101

Understanding Stewardship & Development

Rev. Gregory Schlarb, Vicar of Stewardship



Understanding Stewardship and Development

- All parishes are called to teach the Gospel message of stewardship. Most parishes also should be utilizing some of the best practices of professional fund development to help meet increasing budgets. This presentation explains how both stewardship and development can be blended to successfully meet parish financial needs in a spiritually enriching and efficient manner.



Genesis 2:15

“The Lord God then took the man and settled him in the Garden of Eden to cultivate and care for it.”



Checklist

- Does your parish need help in balancing the budget?
- Do your parishioners truly understand and live out their call to be stewards of all that God has given them?
- Does your parish take advantage of the many professional fund development practices that have been perfected by successful non-profit organizations around the world?
- Do you know that stewardship and development can be blended together to maximize your success in meeting the financial and ministry needs of your parish?



Title and Contents

- A. Introduction
- B. The Spirituality of Stewardship
- C. The Mechanics of Development
- D. How Can a Stewardship Spirituality and the Mechanics of Development Work Together?



A. Introduction

- Talking about Money
- Parish Concerns
- A Solution
- The Ideal Parish Stewardship & Development Council / Committee



B. The Spirituality of Stewardship

- Stewardship in the New Testament
- Stewardship in the Old Testament
- Stewardship in Today's Church
- Stewardship: A Way of Life
- One Pastor's Story



C. The Mechanics of Development

- The Study of Development
- The Components of Good Development.



D. How can Stewardship Spirituality and the Mechanics of Development Work Together?

- A Comparison of Stewardship and Development
- Blending Stewardship and Development



Introduction

Talking About Money




St. Theresa of Avila

"Christ has no body now on earth but yours; no feet but yours. Yours are the eyes through which He is to go about doing good; yours are the hands with which He is to bless people now."



Introduction

Parish Concerns




Parish Concerns

- "We have lost our focus on Stewardship."
- "There is no coordination of what we are doing."
- "The Finance Council is completely running the show."
- "There are too many special events."
- "There is no visioning or strategic planning."



Introduction

A Solution



A Solution: Guiding Principles

- The theology of stewardship must be the primary focus of all parish development work.
- Parishes should not be mandated to establish development committees.
- Parishes need to understand that the functions of stewardship and development and the functions of finance should be separate within the structure of the parish.



Introduction

The Ideal Parish Stewardship and Development Council/ Committee



The Ideal Parish Stewardship and Development Council/Committee



- Be knowledgeable and possess a clear understanding of the theology of stewardship.



The Ideal Parish Stewardship and Development Council/Committee



- Be well trained to understand and secure funding for the parish.



The Ideal Parish Stewardship and Development Council/Committee



- Be able to evaluate and oversee all parish fundraising activities without losing sight of the overall values of the parish.



The Ideal Parish Stewardship and Development Council/Committee



- Be made up of individuals who are capable of educating, motivating, empowering and evangelizing parishioners.



The Ideal Parish Stewardship and Development Council/Committee



- Be prepared to promote the mission and goals of the parish.



ACTION STEPS

- Become familiar with God's call to stewardship and use numerous scripture quotes to educate your parishioners to that call.
- Integrate the theology of stewardship into all your development and fundraising work.
- Plan a more organized approach to your fundraising efforts.
- Begin to educate parish leaders regarding the development needs and potential in the parish.
- Talk with your Parish Council about the need for a formal Stewardship and Development Council/Committee.



The Spirituality of Stewardship

Stewardship in the New Testament



“Do not store up for yourselves treasures on earth, where moth and decay destroy, and thieves break in and steal. But store up treasures in heaven, where neither moth nor decay destroy, nor thieves break in and steal. For where your treasure is, there also will your heart be.”

Matthew 6:19-21



“Without cost you have received; without cost you are to give.”

Matthew 10:8



“Give and gifts will be given to you; a good measure, packed together, shaken down, and overflowing, will be poured into your lap. For the measure with which you measure will in return be measured out to you.”

Luke 6:38



*“Take care to guard against all greed,
for though one may be rich, one’s life
does not consist of possessions.”*

Luke 12:15



*“Much will be required of the person
entrusted with much, and still more will
be demanded of the person entrusted
with more.”*

Luke 12:48




The Spirituality of Stewardship

Stewardship in the Old Testament




“No one shall appear before the Lord empty-handed, but each of you with as much as he can give, in proportion to the blessings which the Lord, your God, has bestowed on you.”

Deuteronomy 16:16-17



Honor the Lord with your wealth, with first fruits of all your produce; then will your barns be filled with grain, with new wine your vats will overflow.”

Proverbs 3:9-10




“Let not your hand be open to receive and clenched when it is time to give.”

Sirach 4:31




The Spirituality of Stewardship


Stewardship in Today's Church



Stewardship in Today's Church




- It is important to realize that how people share their treasure is a sign of their spiritual health.
- The call to stewardship is a sacred invitation.
- Too many parishioners think that the Church exists to **serve them**. They forget that Christ established the Church **to help us serve one another**.



The Spirituality of Stewardship

Stewardship: A Way of Life



Stewardship involves recognizing:



- Everything we have is a gift from God.
- We have an obligation to be grateful to God for the many gifts He has given to us.
- We show our gratitude and our love for God by returning a portion of our gifts to Him.
- We realize that God has made each of us unique and blessed us with different gifts specifically so that we could share our gifts to do God's work here on earth.



ACTION STEPS

- Teach parishioners that stewardship is not just something we do once in awhile. Stewardship is a total way of life – a way of prioritizing all that we do, always putting God first.
- If your parish does not use a formal stewardship education process, plan to begin one. Contact the Office of Stewardship at (602) 354-2218 for more information.




One Pastor's Story



The Mechanics of Development

The Study of Development



Development involves:

- Developing relationships
- Regularly reviewing the organization's mission and strategic plan.
- Carefully planning and setting goals
- Systematically communicating with and recognizing donors.



Components of Good Development

- *Know your donors.*
- *Provide donors with good reasons to support your activities.*
- *Keep your donors well informed of all that you are doing, all that you have accomplished and all that you hope to accomplish.*



Components of Good Development

- *Ask your donors for their support.*
- *Acknowledge every gift.*
- *Manage well the gifts that are given.*



ACTION STEPS

- Realize that your parish can learn valuable lessons from the professional field of development.
- Begin to review and evaluate how well you know your donors, inform your donors, ask your donors and thank your donors.



How Can a Stewardship Spirituality and the Mechanics of Development Work Together?

A Comparison of Stewardship and Development



A Comparison of Stewardship and Development

- **Stewardship** is a spiritual, faith process, based on Sacred Scripture and centered on an individual's relationship with Jesus as we meet Him in the Eucharist and as we follow Him in our daily lives.
- **Development** is a strategic process, based on sound marketing principles and involving planning, donor identification, communications, solicitation, recognition and evaluation.



A Comparison of Stewardship and Development

- **Stewardship** concentrates on the need that each and every person has to give back to God in gratitude for all that God has given to us.
- **Development** concentrates on clearly articulating the organization's needs and ascertaining that the donors understand and support those needs.



A Comparison of Stewardship and Development

- **Stewardship** seeks a spiritual conversion of heart, a complete change in the way an individual lives his or her life.
- **Development** seeks a specific action – a gift, a contribution, an involvement.



A Comparison of Stewardship and Development

- **Stewardship** helps people realize and respond to the call of Jesus.
- **Development** helps people fulfill their own need to make a difference.



A Comparison of Stewardship and Development

- **Good Stewardship** has helped parishes all across the country establish strong faith communities, fulfill their mission and realize their full potential to do God's work.
- **Good Development** has helped non-profits all across the country establish strong organizations, fulfill their missions and realize their full potential to do good in the community.



Blending Stewardship and Development

- Both the stewardship and the development processes have their own strengths.
- Because of the spiritual nature of stewardship, every parish should strive to have a stewardship focus in their fundraising and financial management.



ACTION STEPS

- Become more aware of the conflicting demands and appeals for your parishioners' charitable contributions.
- Notice the efforts other successful non-profit organizations make to be accountable and to communicate with their donors.



In Summary

- No one likes to talk about money. Yet the reality is that our parishes need money to do God's work. Today, many parishes are overwhelmed by budget and fundraising concerns. By combining the Gospel call to stewardship with proven development methods, parishes can successfully meet their financial needs in a spiritually enriching and efficient manner.



In Summary

- Christians cannot lightly excuse themselves from living a life of stewardship. In the Old Testament, the New Testament and in modern Church teaching we repeatedly hear that God has called each one of us to live as stewards of the Lord. Likewise, pastors and parish leaders should not lightly excuse themselves from teaching the stewardship message. When all parishioners are encouraged to bring their many gifts to God's altar wonderful things can happen in a parish community.



In Summary

- Within the non-profit industry a very well planned and well-researched science of raising funds has emerged. This science or field of study is known as "Development." Anyone who relies upon charitable donations for their organization of mission should know, understand and use the components of good development that have been tested and established by successful non-profit institutions.



In Summary

- When a parish blends the strong spiritual message of stewardship with the wise business practices of development it can maximize its success. Together these two processes are very effective in establishing a vibrant and financially strong parish community, which understands its Mission and can bring together the resources necessary to carry out that Mission.



Questions?



- Stewardship 101 in October
- The Structure of a Stewardship and Development Council in the Parish
- October 7: St. Thomas Aquinas, Avondale
- October 14: Our Lady of Mount Carmel, Tempe
- October 21: St. Paul, Phoenix