



GREEK ORTHODOX METROPOLIS OF SAN FRANCISCO
ΙΕΡΑ ΜΗΤΡΟΠΟΛΙΣ ΑΓΙΟΥ ΦΡΑΓΚΙΣΚΟΥ

Equipping and Enriching **PARISH LIFE**

Equipping a Stewardship Chair and Their Committee

Monday, December 19, 2022



Fr. Jim Kordaris

Director of Stewardship, Outreach and Evangelism
Greek Orthodox Archdiocese of America

FrJimK@goarch.org 646-519-6760

stewardship.goarch.org | outreach.goarch.org



Opening Prayer

O Lord, grant us to greet this evening in peace. Help us in all things to rely upon Your holy will. In every hour of the day reveal Your will to us.

Bless our dealings with one another. Teach us to treat one another with peace of soul and with firm conviction that Your will governs all. In all our deeds and words, guide our thoughts and feelings. In unforeseen events, let us not forget that all are sent by You. Teach us to act firmly and wisely, without embittering and embarrassing others.

Give us strength to bear the fatigue of the day with all that it brings. Direct our will, teach us to pray. Pray Yourself in us.

Amen.



So...

You've been appointed
Chair of the Stewardship
Committee



Paying the bills \neq a healthy parish

are we in the

the business of staying in business?

— or —

are we leading people to Jesus Christ?



Meet + Listen + Engage

Effective ministry is *not* a single event or project.

It is going out to our people where they are in their walk with Christ, listening, and encouraging them to offer their gifts in His service. Unless we meet with our people personally, sincerely listen to their ideas and concerns, and engage them in the life of the parish, our efforts will not reach their full potential.



People are seeking:

Transcendence

To know God – the mystical, the divine

Significance

To have a purpose – do something meaningful

Community

To connect through meaningful relationships

Engage people in the life of the Church



“The most basic task of the Church leader is to discern the spiritual gifts of all those under his authority, and to encourage those gifts to be used to the full for the benefit of all.”



Saint John Chrysostom



Form your Parish Stewardship Team

Choose People that Care about People

The stewardship team must see their calling as a ministry of love for the Church and her members, seeing all members as branches of the True Vine. John C. Maxwell writes, *“People don’t care how much you know until they know how much you care.”* Stewardship is a ministry that requires us to listen to our people, to know them and to love them.



Mailing is Only the Beginning



Mailed communication should be considered only the first step in effective stewardship ministry.

A mail-only stewardship campaign is likely to only maintain current giving levels, and does nothing to engage members in the life of the parish.

But no Sinking Ship Letters



“Our parish’s financial condition has weakened over the past three years. Our annual income has decreased, while our operating expenses continue to increase. Additionally, there was a time when our successful festival was a means to reduce debt. It is now a necessity to meet expenses.

As we approach mid-year, the situation has not improved. In fact, our current operating deficit is approximately \$50,000 year-to-date. If we fail to take meaningful corrective steps our deficit will exceed \$100,000 this year.

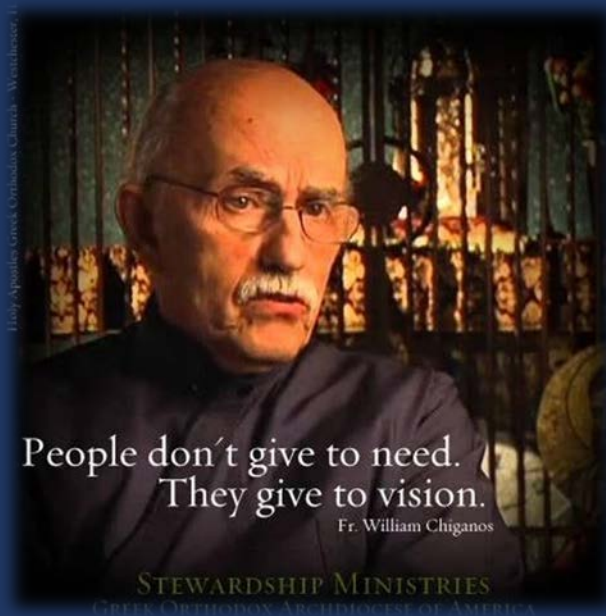
Clearly, the parish is in financial decline and we must take drastic corrective action.”



Clarify Your Parish Mission and Vision

“...people don’t give to need; they give to vision....

Church people don’t stretch their giving because of need to meet the budget; they give more because they are able to see a vision of people being reached and God’s purposes being accomplished in the life of the church and its ministry.”



Fr. William Chiganos of Holy Apostles Church in Westchester, Illinois

An Inspirational Budget



A budget can be an expression of the vision of the parish
– its priorities, concerns and plans for the future.

As it could be . . .



To be stewards of the Gospel, we need to be stewards of our parish.



This requires the vision and inspiration to see the parish, not as it is, but as it could be.



We are called to offer ourselves and our treasure to make our local church all that it can be.

Why Growth?



“Please consider joining the outreach evangelism committee which will help us in our task to “Go ye therefore, and teach all nations,” and in so doing, fill our large church so we can easily cover its operational expense.”

(excerpt from a letter from parish leadership to parishioners)

The Church exists for one reason:
to bring people to salvation in Christ Jesus our Lord.

Avoid constant fundraising efforts



"The journal is one of our major fundraisers for the year. An undertaking of this magnitude is not something that can be put together by a mere few. Its success is only as great as the number of people who are behind it. As we did so successfully with our Raffle during this year's festival, we would like to ask all of our parish families and friends to help us not simply by purchasing ads, but also by soliciting a few."

Fundraising diminishes stewardship efforts

Other people's money . . .



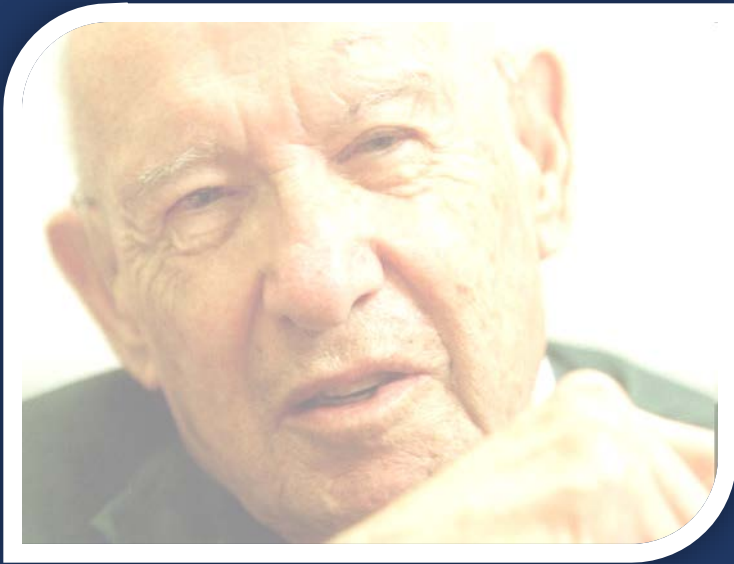
“Now, who should pay for your salvation? You? Or someone else? The costs associated with spiritual development: who should bear them? You? Or some non-parishioners with a taste for souvlaki and baklava? Churches have budgets: too often churches try to meet that budget in ways that involve *other* people's money.”

-Fr Mark Sietsema, Lansing MI

ENGAGE!



The first basic competence of a leader:
The willingness, ability, and self-discipline to listen



People need to know that
they are being heard
and that their ideas are
being considered.

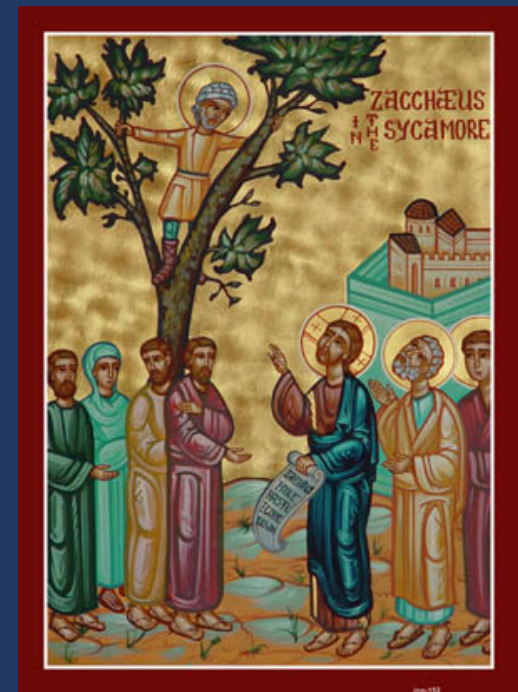
-Peter Drucker

Stewardship is Building up the Body of Christ



Friendliness can have...
Eternal Consequences

Remember that Zacchaeus was converted merely by Christ's acceptance of him. Reaching out to those who enter our doors with a sincere handshake, greeting and a welcoming smile could be the most important missionary work we do.





RESOURCES FOR STEWARDSHIP CHAIRS & THEIR COMMITTEES

Your First Stop for Stewardship Resources



stewardshipresources.org



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Stewardship Campaign Resources



"Giving Thanks: Eucharistic Stewardship"

Our Stewardship theme for 2023 is *Giving Thanks: Eucharistic Stewardship*. As true stewards of the Body of Christ, we understand the power of our Stewardship to revitalize the Church.

The annual themes associated with the Stewardship Ministry Campaigns going back to 2010 are intended to broaden the general understanding of Orthodox Christian Stewardship. Resources from each of these years are available on this web site and remain timely as a

More Resources

2023 Stewardship Campaign Resources



The theme for the 2023 Stewardship Campaign is "Giving Thanks: Eucharistic Stewardship."

[View »](#)

2022 Stewardship Campaign Resources



The theme for the 2022 Stewardship Campaign is "Our Church. Our Spiritual Home."

[View »](#)

Stewardship Calendar for the Full Year



Generosity/Stewardship Calendar 2022

*Weekly (so important!):

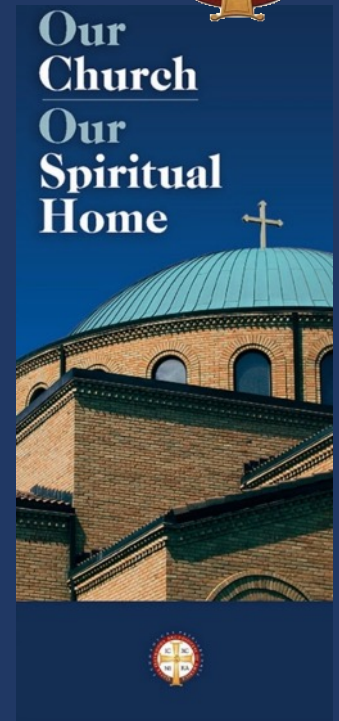
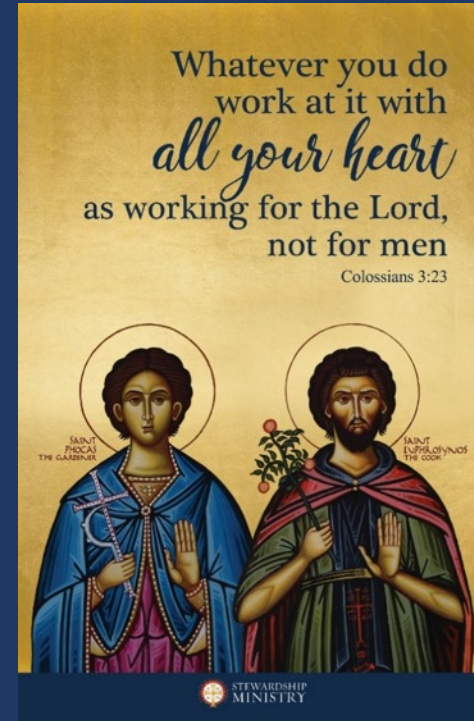
- ✓ Every Monday write three **gratitude notes** to someone in your congregation or community
- ✓ **Highlight your congregation's generosity during worship.** If you're part of a community organization, thank your donors for their support whenever you get the chance
- ✓ **Do one thing that scares you** (Eleanor Roosevelt said *every day* – but start with once a week & build up from there)
- ✓ Talk to someone with a different perspective than yours

Month Activities

January	<ul style="list-style-type: none"> ___ Report on Christmas Eve offering and where funds went (use your pulpit, FB, email, newsletter) ___ Set a stewardship goal for 2022. How much do you need to raise? ___ Consider a second (soft) ask. ___ Year-end giving statements prepared – with a hand-written thank you from the pastor tucked in with each statement or a signed letter highlighting how tithes have been used 	
February	<ul style="list-style-type: none"> ___ Love your congregation! Mail out Valentine's Day cards to say "thank you." ___ Testimony in worship from someone talking about how your congregation has made a difference in their lives; post on FB and in your newsletter ___ Review how you do your offering: Is there a way to improve it? Make it more joyful? Easier to give? 	a your
March	<ul style="list-style-type: none"> ___ Preach on generosity ___ Quarterly Giving Statement goes out with a thank you or testimony from a church member (remember to have them sign it and add close-up picture = big bonus!) ___ Newsletter article on how generosity in your church is making a difference; post on FB 	eir lives; r to have
April	<ul style="list-style-type: none"> ___ Send a special offering Easter letter ___ Newsletter article on how generosity in your church is making a difference; post on FB 	
October	<ul style="list-style-type: none"> ___ Start your Annual Pledge Campaign! ___ Prepare the special offering Thanksgiving letter – don't forget to sign it and include an envelope ___ Testimony in worship from someone talking about how your congregation has made a difference in their lives; post on FB and in your newsletter ___ All Saints Sunday. Celebrate the gifts of the saints who have gone before you; remind people about legacy gifts 	
November	<ul style="list-style-type: none"> ___ Send a special offering Thanksgiving letter - be sure to highlight where the money will go ___ Write your year-end Christmas letter ___ Newsletter article on how generosity in your church is making a difference; post on FB 	
December	<ul style="list-style-type: none"> ___ Testimony in worship from someone talking about how your congregation has made a difference in their lives ___ Christmas letter goes out – don't forget to include an envelope and be sure to highlight where the money will go; put the letter on your website, send via email, and post on FB ___ Determine where the Christmas Eve offering will be designated and talk about it in worship 	

Resources

- QuickStart Guide
- Stewardship Handbook
- Commitment Card Template
- Poster on the Theme
- PowerPoint
- Bulletin Inserts
- Sample Letters
- Sermons
- Banners – vinyl or cloth
- Tri-fold brochure – Reflection on the Theme
- Graphic Files for Current Theme
- Stewardship Memes for Social media
- Ministry Profiles (What's working)



☒ stewardship ministry **QuickStart guide**



☐ 1. form a parish stewardship team

- ☐ Form your stewardship team early with individuals who exemplify Orthodox Christian Stewardship.
- ☐ Build a team blessed with a variety of gifts, training and experience. Include young professionals.
- ☐ Choose a Christ-centered chair with proven leadership and mentoring skills.

☐ 2. make a 12-month plan

- ☐ Create a 12-month parish stewardship calendar & put it in the church master calendar
- ☐ Plan for ongoing communication and personal contact with parishioners
- ☐ Schedule and assign tasks, communications, visitations and events
- ☐ Recognize that Stewardship is an ongoing ministry – not any single event or activity

☐ 3. communicate

- ☐ Include a variety of messages pertaining to stewardship in bulletins, e-bulletins, newsletters.
- ☐ Plan a strategy of visitations or small group meetings. Consider virtual meetings when needed.
- ☐ Keep the parish council informed and active in promoting stewardship, leading by example.
- ☐ Contact the Archdiocese Stewardship Ministries for resources, sample commitment cards and more.
- ☐ Enlist parishioners to offer testimonials in church and in written and video communication.
- ☐ Offer sermons that apply the theme of the Gospel lessons to aspects of Stewardship

☐ 4. implement various methods of online giving

- ☐ Set up online giving and instruct members in the use of the program
- ☐ Include links to online giving in all communications.
- ☐ Consider a stewardship kiosk for electronic giving while at church.
- ☐ Implement text giving, online light-a-candle programs and more.

☐ 5. engage the people in the life of the Church

- ☐ Create opportunities for people to be heard: town hall meetings, etc.
- ☐ Get people personally involved in ministry.
- ☐ Welcome new ideas and delegate responsibility
- ☐ Listen to and validate the concerns of parishioners

☐ 6. utilize the 2023 theme & graphics:

Theme GIVING THANKS: Eucharistic Stewardship

Application to Stewardship: As Eucharistic Orthodox Christians, we see the world as God's gift. We offer the world back to God in thanksgiving with the words, "Thine own of Thine own we offer to Thee...."

Banners

Vinyl or Cloth



Giving Thanks Eucharistic Stewardship



STEWARDSHIP
MINISTRY



Ionian Village

National Forum of Church Musicians

Religious Education

Stewardship, Outreach & Evangelism

Youth & Young Adult

Shop by Type

Shop by Occasion

Light & Life

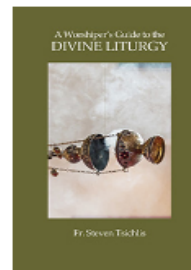
Top Picks

FINAL SALE



SEO314-19-B

2019 Stewardship Brochure - Set of 10
From \$0.00



SEO015-B

A Worshiper's Guide to the Divine Liturgy Booklet
From \$1.00



SEO305-B

Abide in Me Pamphlet
From \$0.00



SEO311-B

As the Father Has Sent Me, So I Also Send You Pamphlet
From \$0.00



SEO004-B

Baptism: Uniting with Christ Pamphlet
From \$0.00



SEO302-B

Come and See: Gather My People to My Home (English) Pamphlet
From \$0.00



SEO303-DIGITAL

Come and See: Gather My People to My Home (Greek) Pamphlet - PDF
\$0.00



SEO304-B

Come and See: You are a Member of the Body of Christ Pamphlet
From \$0.00



SEO308-B

From God, Every Family in Heaven and on Earth is Named Pamphlet
From \$0.00



SEO002-B

Holy Communion Pamphlet
From \$0.00



SEO012-B

House of God Pamphlet
From \$0.00



SEO306-B

I Chose You and Appointed You that You Should Go and Bear Fruit Pamphlet
From \$0.00

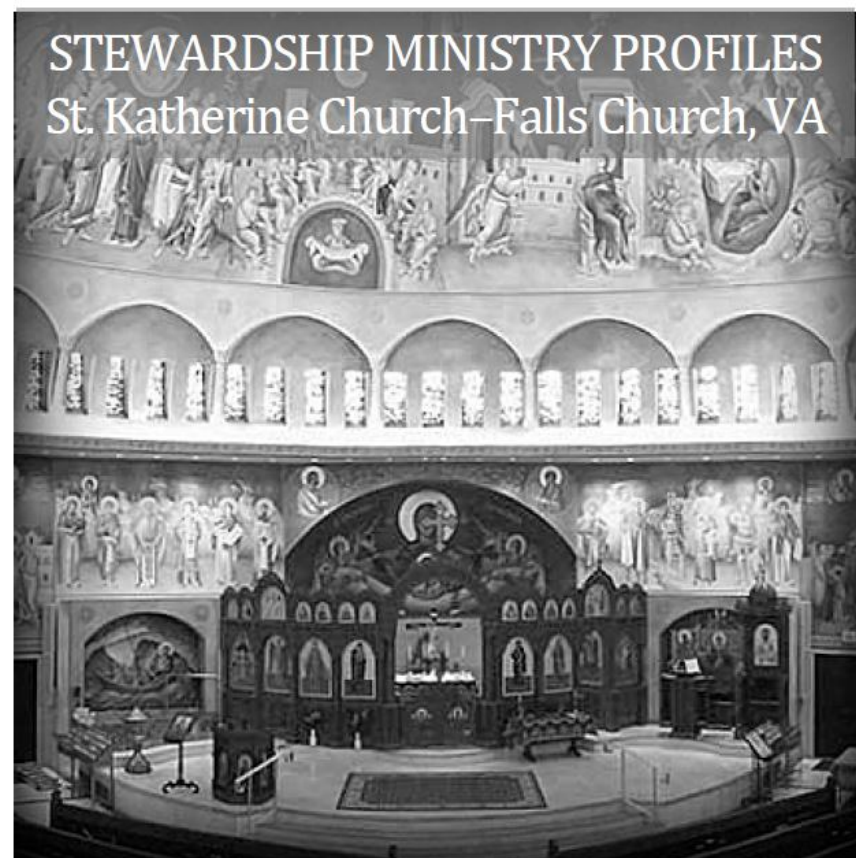
Electronic Giving



KIOSK CONVENIENCE INCREASES STEWARDSHIP

Is a donation kiosk right for your parish? In a recent study of church giving conducted between 2015 and 2017, the traditional methods of donating (cash and check) are declining whereas electronic giving (online, credit/debit card, via bank transfer) is on the rise. The study indicates that the availability of electronic giving extends the opportunity to donate to your church to occasional attendees and those who are absent.

St. Katherine's Greek Orthodox Church in Falls Church, VA decided electronic giving was right for its parish when it placed an encased iPad (*pictured below*) in the narthex of its church and began taking donations via credit card in April 2017.



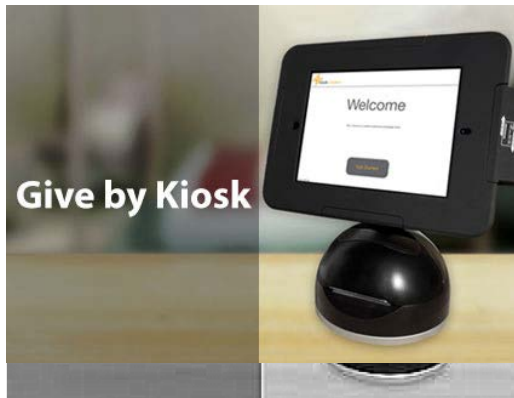
Electronic Giving Preferences



Electronic giving has been on the rise across all age groups since 2015. Consider:

- 66 – 74 years of age: Prefer a debit or credit card for donations
- 55 – 65 years of age: Prefer electronic transfers from bank accounts
- 45 – 54 years of age: Prefer making payment via a computer or tablet
- 35 – 44 years of age: Prefer a debit or credit card for donations
- 25 – 34 years of age: Prefer to use a smart phone app for donations

The common element to all of the age groups listed above? Their donations in support of your church are made electronically. And 75 percent of Millennials (a coveted age group by all religious denominations) prefer e-giving.



At St. Katherine's, young parishioners were early adopters. The millennial generation does not carry cash (or write checks), opting to pay with a debit or credit card. "In fact, we know that some young people are staying away from church altogether because of this," said Fr. Jim Kordaris, Archdiocesan Director of Stewardship, Outreach and Evangelism.

Electronic Giving Services

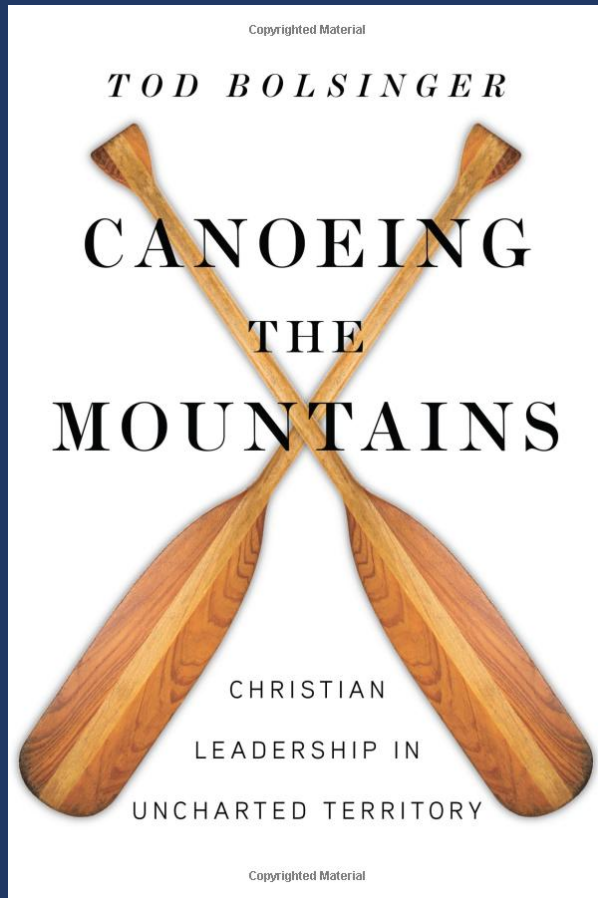


Vanco, Square, PayPal...

Ways to Give

- Electronic Bank Payment (bill pay)
- Pay through online service
- Kiosk on Location
- Give by Text
- Venmo, Apple Pay, Zelle
- QR code

Suggested Reading



Explorers Lewis and Clark had prepared to find a waterway to the Pacific Ocean. Instead they found themselves in the Rocky Mountains. You too may feel that you are leading in a cultural context you were not expecting.

If you're going to scale the mountains of ministry, you need to leave behind canoes and find new navigational tools.

Suggested Reading



“Although who we are and what we teach are not up for debate, we should be willing to adapt to our surroundings and change what we can. This requires us to be humble, flexible without compromise, and clear about our core values.”

“TO CHANGE WITHOUT
CHANGING THE
UNCHANGEABLE”

Reclaiming the Great Commission

A ROADMAP TO
Parish Health



FATHER EVAN
ARMATAS

We offer back to God...



He will multiply our gifts...