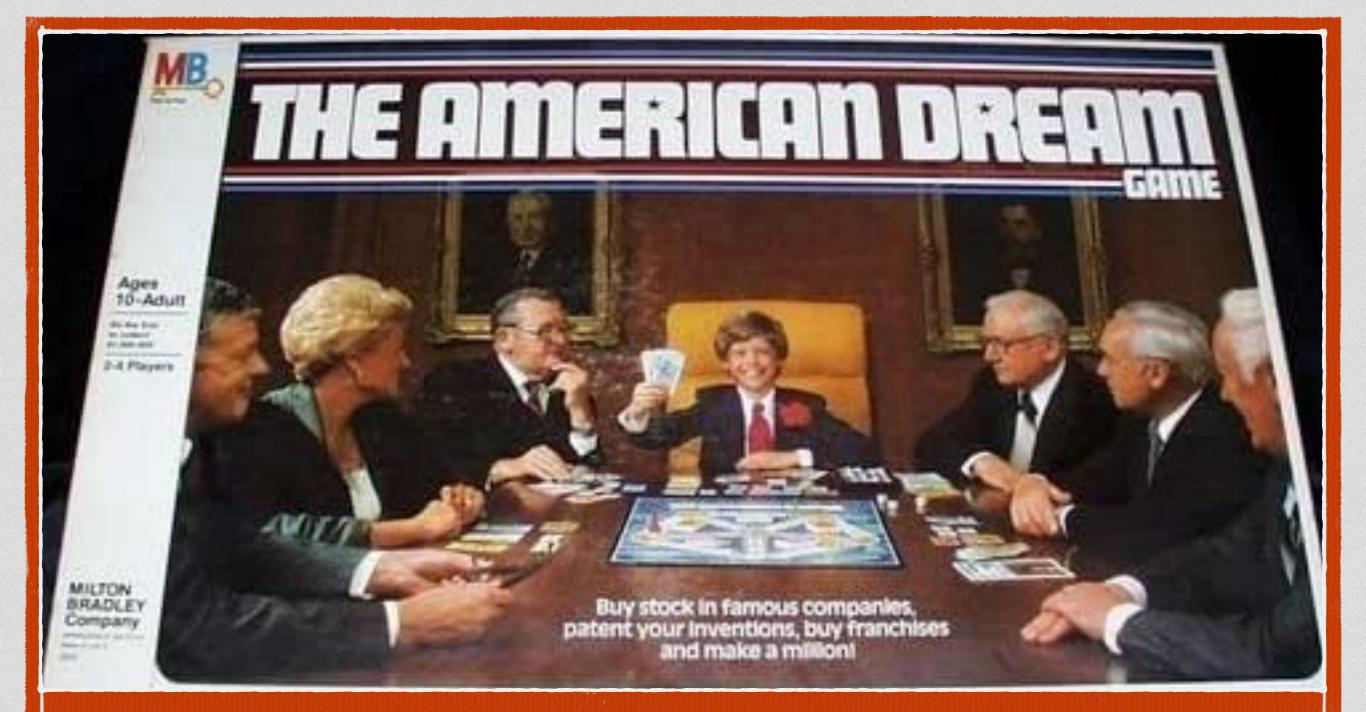


Ted Huskins

President & Stewardship Director, Northern New England Conference



Be a Millionaire!!!

The American Dream...Is it still within reach?

- □ 56% of White Americans believe it is attainable.
- ☐ 53% of Hispanic Americans believe it is attainable.
- \square 50% of Asian Americans believe it is attainable.
- ☐ 43% of Black Americans believe it is attainable.

The American Dream...Is it still within reach?

- ☐ 37% of Americans believe it is less attainable for emerging generations.
- ☐ Millennials and Generation X are much less hopeful than Baby Boomers and Generation Z.

Ve hold these truths to be self-evident, that ALL MEN are created equal, that they are endowed by their CREATOR with certain unalienable rights, that among these are life, liberty, and the pursuit of happiness.

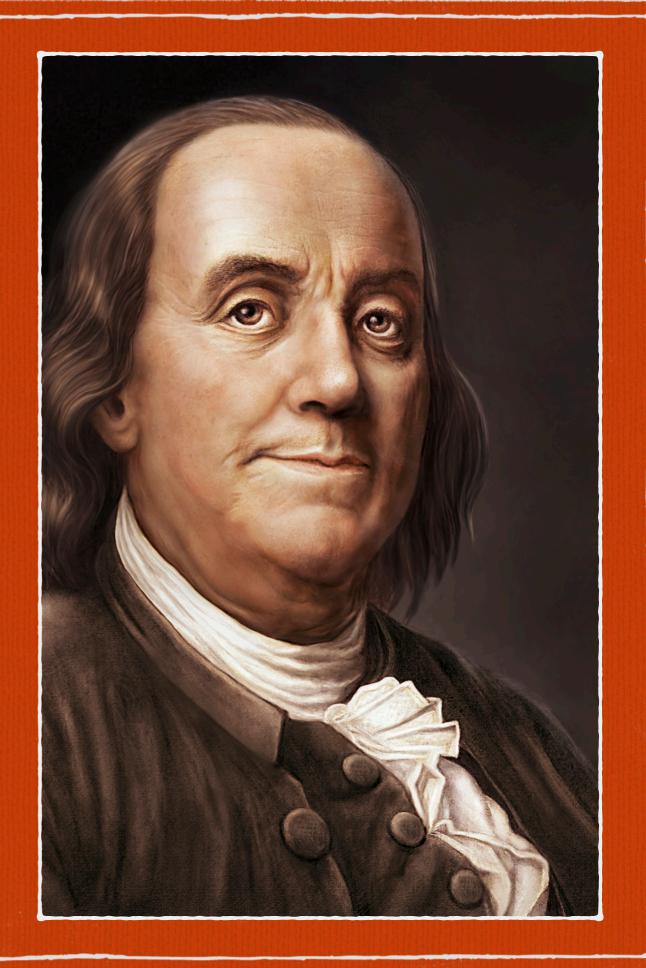


LIFE

Health and Safety

Liberty

Benjamin Franklin



Pursuit of Happiness





Understanding People

What motivates generosity among American Adventists?
What keeps People from giving?

Fast Facts About Adventist Generosity

- ☐ In the average church 50% of attendees give nothing!
- Of those who give, 80% of the giving comes from 20% of donors.
- Pastors and Conference leadership should know who is giving and who isn't.
- If media and independent ministries operated like the church they would cease to exist.



Why Members Don't Give.

#1- They are poor.



Demographics of Adventism

- Only 28% of Seventh-day Adventists have a college degree.
- ☐ 38% of Adventist homes have an income under \$30,000
- ☐ 61% of Adventist homes have an income under \$50,000
- □ 24% have an income between \$50-100,000
- ☐ 15% have an income over \$100,000

Education and Religion Most and least educated religions

1-Hinduism... 77% have a college degree 2- Unitarian... 67% have a college degree 3- Jewish... 59% have a college degree 4 & 5- Anglican & Episcopal...56% have a college degree 6- Presbyterian & Buddhist... 47% have a college degree 7- United Church of Christ... 46% have a college degree 8 & 9'Atheist and Agnostic... 43 and 42% have a college degree 10 Orthodox Christian... 40% have a college degree 11 Muslim...39% have a college degree 12 & 13 United Methodist & Lutheran... 37% and 36% have a college degree 14 Mormon... 33% have a college degree ☐ 15 Seventh-day Adventist... 28% have a college degree



#2-Leaders aren't giving.



#3- Seeking Stuff



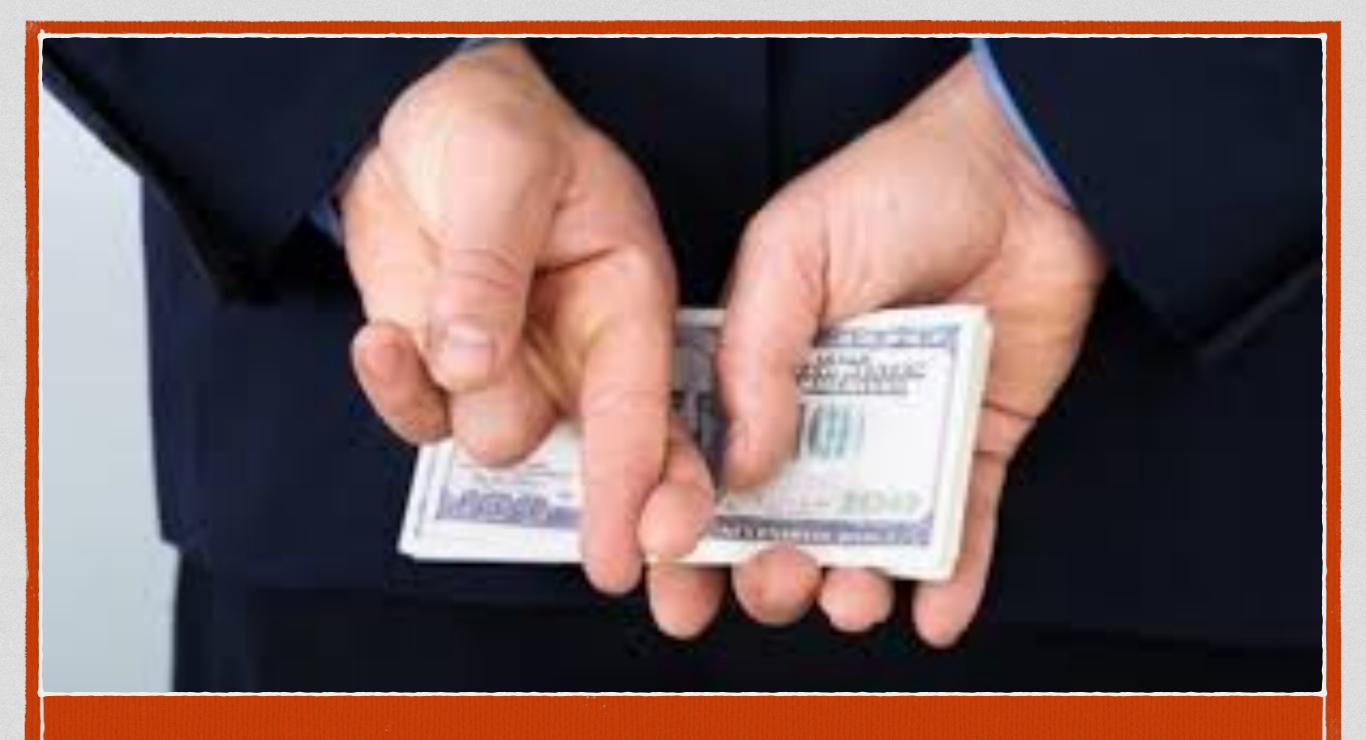
#4- Vision isn't clear and compelling.

SABN

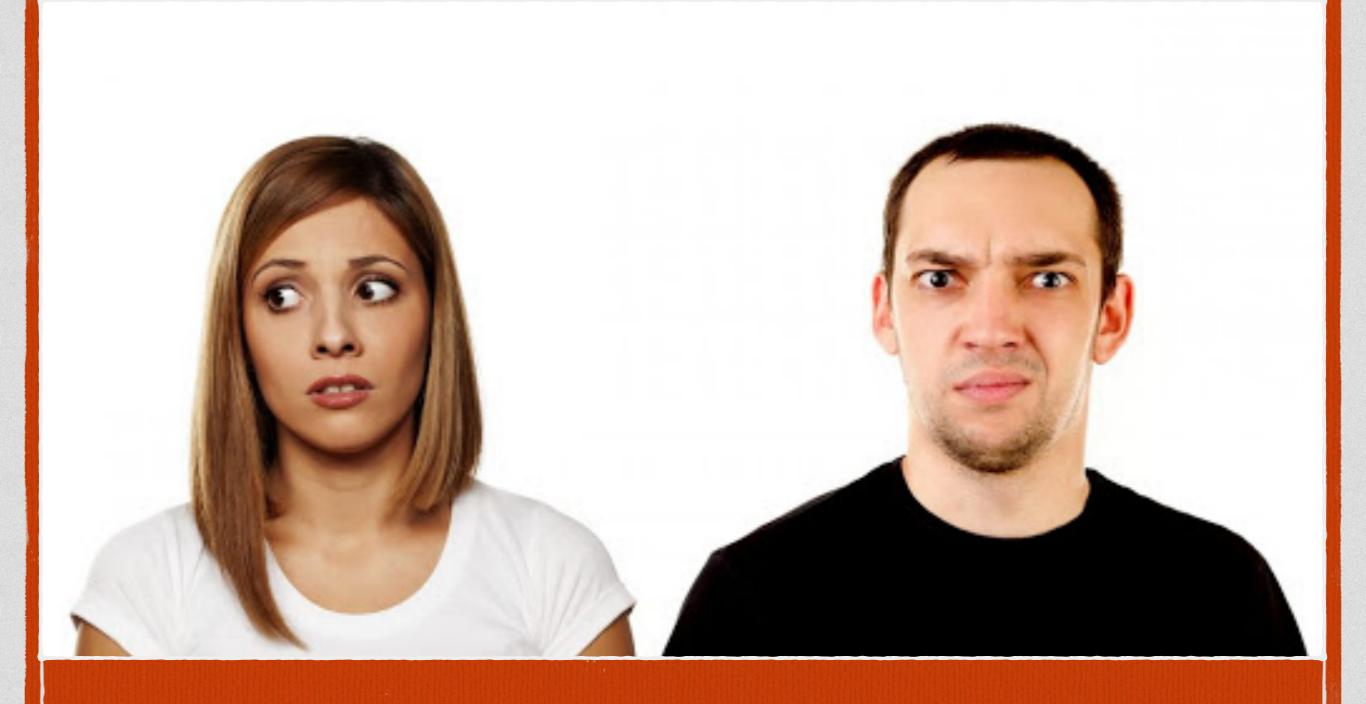
#5- Another Organization has a more compelling vision



#6- They don't like their pastor or head elder or treasurer.



#7 Broken Promises



#8- Poor communication

Strategy #1- Invest in People

- ☐ Independent ministries would cease to exist if they related to potential donors in the same fashion that we do in the church.
- ☐ To effectively cultivate generosity- Determine who should be developing a relationship with a church member. Make sure the relationships are sincere.
- ☐ Give more than you ask.
- Anyone who donates more than \$5000 in a check sent directly to the conference gets a thank you letter from me.

Generosity



Strategy #2- Become intentional about promoting generosity.

Time
Talent
Treasure

Stewardship

Talking about Treasure

- Never apologize for preaching about it.
- \square Never apologize for asking people to be faithful.
- □ Don't apologize with your body language!
- Jesus talked about it without apology.

Jesus.....

- □ had more to say about money than heaven and hell combined!
- ☐ talked about money more than love!
- ☐ 11 of His 39 parables talk about money!
- □ talked about money more than anything except the Kingdom of God!

Jesus Knew....

- "Where your treasure is there will your heart be also." Matthew 6:19
- ☐ Stewardship is at the core of discipleship.
- ☐ Stewardship is a salvific issue.
- ☐ Matthew 19:21

	Fundraising	Stewardship	
Activity	Financial	Spiritual	
Objective	Fund Project	Serve God	
Guide	Budget	Bible	
Relationship	Project	God	
Source	Donor	God	
Purpose	Fund Project	Glorify God	
Reward	Tax Break	Joy of Giving	
Outcome	Fund Project	Closer to	
		God	

Basic Stewardship

- \square Teach in the context of whole life stewardship.
- □ Vision motivates generosity.
- \square Touch hearts and open purses.
- ☐ Know who is giving and who isn't.
- □ Don't be afraid to ask members to be generous.
- □ Don't be afraid to ask for advice.

Contributions Comparison 2011 vs. 2012

Note: Does not include September 2012 Online Giving

Contributions/Income Item	ΥT	D Sept. 2011	YI	D Sept. 2012	Increase%
<u>Tithe</u>	_\$	220,696.20	\$	278,445.88	26%
Other Conference Funds	\$	8,565.92	\$	10,268.17	20%
Total Conference Funds	\$	229,262.12	\$	288,714.05	25%
Local Church Ministries	s	58,511.85	\$	59,981.06	3%
Building Fund	\$	34,199.77	\$	321,512.13	840%
Other Church Funds	\$	43,891.78	\$	55,334.31	26%
Total Local Church Offerings	\$	136,603.40	\$	436,827.50	220%
Grand Total Income	\$	365,265.52	\$	725,541.55	98%

Strategy #3-Create Ownership



Keys to Ownership

- □ Transparency
- ☐ Visability
- □ Trust
- □ Vision

Missional
Ownership!

Critical Components

- ☐ Cultivate the generosity of the Executive Committee.
- Cultivate the generosity of major donors.
- ☐ Cultivate the generosity of those outside of the church.
- **☐** Encourage the generosity of employees.
- □ Communicate.

Restore the Roar

Power will return to the East!

Strategy #4 - Communication



Strategy #5- Creativity



Strategy #6- Put Mission on Steroids



Strategy #7- Understand Millennials

Strategy #8
Generosity is
addictive!

