

Raise More Money

Lesson Ten: Three Sundays of Giving

Eventually you must ask people to give. How you will ask will depend upon the culture, theology and traditions of your church. However, it's vital to also start new traditions.

If our church had never raised money for buildings, we wouldn't have the building we've got now.

If we didn't shift our focus for mission's giving we would never have raised the amount of money that we have raised over the last fifteen years.

Don't be afraid to shift the way you ask, if you have a certain way of doing it.

BILL HYBELS

If you're chasing a bold vision, one of the greatest gifts you can give the people around you is to get in front of them, eyeball to eyeball, and ask them to step up and do something great for God.

Do it well and you'll bring glory to God, esteem to the other person and much-needed resources to your ministry.

Three Sundays of Giving

Warm up your church

Warm up your church in the month before the three Sundays of giving.

Preach on giving and cast the vision for two Sundays

Outline in detail where the money is going and what you're going to do.

Accentuate equal sacrifice not equal giving

I don't like programs that say, "We want 100 people to give \$500 each so we can raise \$50,000." It'll never happen. People don't think or work that way. I think you're putting a burden on people and you're not inspiring and challenging others. What do I mean by that? You should accentuate equality of sacrifice not equal giving. In other words, everyone step up to the plate and sacrifice. If a wealthy person gives \$500 they wouldn't notice it gone out of their bank account. However, if a solo mom raising teenagers gave \$500 then that is an

overwhelming burden. Therefore, call on people to sacrifice but ask them to give the same amount.

Help people decide

Help people decide by breaking down the annual giving amount, the bite size weekly.

People think they can't give \$2000. Well, can you give \$40 a week which is around the same, or can you give \$200. Help them by breaking it down.

Relate their giving to lifestyle

Talk about people giving in terms of their lifestyle. If you buy one less coffee a day, it means you can give over a \$1,000 in a year. If you reduce your family holiday, to one week instead of two it means you can give out a significant sum of money. Cut down on your take away meals and use that saving to increase your giving. Relate to everyday living, so people can say, "I can make a shift there." Ask people to delay major expenditure for twelve months. Challenge people who are going to spend a large amount on a renovation of their house, "Hey, could you hold off for a year or two, so we can get the missionaries in Indonesia a motorbike, so the kids in the high school can have breakfast, so we can modernise our church building."

Give examples

I ask the people who are counting the faith-promise cards to give me the stage of life details of four or five people who are giving. I don't know their names but I do their stage of life.

So that when I come to the church I'll say, there's a widow here who is giving \$200 a month into our vision builders program.

There's an empty nest couple, people whose kids have left home, and they're giving \$1000 dollars a month.

There's a business person who is giving \$10,000 and there's a teenager giving \$10 a month.

We've got a child out there who's giving \$1 a month.

Make sure you cover a wide range of large and small amounts in different stages of life during your three Sundays of giving.

Ask people to fill in the faith promise card

After you explain all the various aspects of the Vision Builder's project, you then ask people to fill in a faith-promise card.

Make sure you get their name on the card.

Tell people “the reason we need your name is we are going to use your faith-promise amount in our budget and so we need to make sure that it's a genuine gift.”

Otherwise you may have a fourteen-year-old who thinks this is a huge joke to put in \$5,000. When you budget on that \$5,000 and it doesn't come in, you can get into a bit of strife.

Knowing who is giving helps in two other ways. You can communicate directly with the givers in your program and also you know if any key leaders are not in the program.

Third Sunday is the ‘mop-up’ Sunday

This gives you an opportunity to catch people who have missed the first two Sundays.

Leaders set the pace

Pastor, if you are listening to this training, you must set the pace. Lead others from a position of sacrificial, generous giving. Aim to be in that top ten percent of the givers in your church, relative to your income. It's part of your leadership role to set the pace.

Whenever you look, through the scriptures you'll see that the key leaders are giving and modelling giving in the projects.

When you're raising money for a special project or a building program, communicate clearly to your board members, staff, and key leaders. Your expectation is that they should be in the program.

If you have a board member who's not in your vision builders program, then the simple truth is they're not committed to the vision of the church and to your leadership and this becomes a moment of discipleship.

If I had a board member or a staff member not on the list of givers we would have a talk to them and see that as a moment of discipleship.

I never knew what everybody was giving but if they were doing nothing, I'll have a talk and say, "Hang On. You're a key leader in our church and this is a key part of extending the vision of our church. What's the deal?" Generally, what I would find is, that people had just missed those giving Sundays and forgotten. It takes courage but this is discipleship 101. You have to have leaders involved.

Download and Complete the Check List

Plan your three Sundays of giving