

Raise More Money

Lesson Four: The Leader's Stance When Raising Money

Whenever God gives a call, an assignment to a church, He wants that church to raise resources to help that church fulfil His vision.

The pastor needs to take a specific stance when raising money and here's 3 essential elements of that stance.

1. Courage

I think the first thing that I want to strike at is the vital importance of you as a pastor and Christian leader having a heart full of courage and the classic axiom, 'courage is not the absence of fear but the triumph over it,' stands true in this case as well.

I remember the first time when I began to talk to our church about money and really what I was doing is raising our church's financial intelligence and raising finances for our vision.

Our founding pastor had never talked a lot about money. He had avoided it. Some pastors avoid talking about money because they don't want to be labelled with 'I don't want to be a prosperity preacher' or some pastors even say 'I hate talking about money' or some say 'the church is after your money.'

They avoid the extremes by not talking about it, not discipling leaders, not preaching about it and not teaching the Word of God.

Now I think the courageous pastor is the one who takes the radical middle and says, we're not going to preach about just getting rich for the sake of getting rich. We're certainly not just going to avoid the whole topic because as a courageous pastor I recognize the Bible is replete with story after story about the importance of handling money.

Look at the very first story of Joshua and his generation entering the Promised Land. What goes wrong but someone takes that which has been dedicated to the Lord. In other words, they love that thing more than they love God and they grab that money and, it ends up with a damage to that family. Over in the New Testament you see the mishandling of money by Ananias and Sapphira and they end up paying a massive price for their deception.

I think that we need to have the courage to disciple people because one, it's there in the Bible and two, people need help with their money.

You don't have to pastor very long before you realize that people really need help with their money. They need to be disciplined about their finances and I need to preach the Scripture.

But it takes a lot of courage because when you start to move into this area and preach about finances, man, you are going to get to the heart.

I remember the first time that I did this series on money in our church and I stood up there and I knew it was going to be tense and difficult, but I underestimated how cold the atmosphere would be, how closed hearts would be.

I realized, a few seconds into my sermon, that I was in the midst of a spiritual battle because Jesus said in Matthew 6, 'where your treasure is, there your heart will be also.'

I want you to notice that it does not say, where your heart is your treasure will be. No! Where our money is, that's where our heart goes, that's where our heart flows.

Whenever you talk about money you're talking to people's hearts. You're talking to their minds, their thoughts, and their inner world. You're talking to their very life. Because you know people have gone to work and exchanged their life for money. They've gone and given hours to a boss who's giving them money so when you talk about money, you're talking about people's lives. Their very existence and being is connected with money.

When you begin to disciple your church's heart and your people and your leaders about money through preaching and teaching you bump into all sorts of complex layers of attitudes and cultures and philosophies about money and stewardship and who owns it. You will hit biblical ignorance head on.

People lack a biblical understanding of stewardship, they don't understand they're not owners. They think they own this stuff when really it's God lending it to them as a steward to manage it and it takes courage to shift people to a biblical world view of stewardship.

Some pastors are cowards. They will not go there. They refuse to go there and I think it's cowardice to not go there. Some pastors I know are extreme and talk about money too much and preach things that are not biblical.

Have the courage ... find the courage... be brave enough to disciple your people and you may have a response like I had. It was cold, difficult preaching that very first time. However, as I kept stepping up every year to preach a series on finance I found I got more confident and more courageous.

I knew one, it's in the Bible. We got to talk about what's in the Bible and two, my people desperately needed help. They needed shepherding and discipling with money.

2. Vision

People are moved by vision. So when you're raising money for ongoing operations or special projects, tell stories. Let people hear the story that has happened because of their giving. Communicate through personal testimonies, story-telling, visual media.

Impart to people the vision of the church and how their weekly tithes and offerings are causing the vision to come to pass. Make the vision clear. Make it clean and easy to grasp as Habakkuk says and then ask people to give to that vision.

When vision is fulfilled with stories of young people coming to Christ, of poor people being empowered to live better lives, people will say, 'my giving is making a difference.'

You can teach giving from a biblical viewpoint which is absolutely essential, but you can't neglect the stories of the results of people giving their tithes and offerings.

When they support the church's vision it actually means the light bill is paid, the power bill is paid, the gas bill is paid, and the mortgage is paid. It means that vision is getting fulfilled and lives are being changed.

Connect people's giving to the vision fulfilment of lives being changed and people will be moved to continue to give and maybe even to start giving those who are not yet giving

3. Rely upon God as your source

Let me round off this lesson by just reminding you of the key element that I talked about earlier in this Road Map: always see God as your resource and rely upon Him. As Paul wrote in Philippians 4:19 my God will supply all your needs according to His riches in glory in Christ Jesus.

It is vital that you as a leader believe that your provision comes from God.

Understand that the generous givers in your church are secondary sources.

Jesus Christ is our primary resource and source of funds for our church. So it's to Him we go with a combination of prayer and intercession but also thanksgiving mixed with faith.

Download and Complete the Check List

What fears do you need to confront to raise money?

How will you confront them?

List 2 ways in which your people are giving to vision