

It's Still About The Mission: Engaging in Development in Challenging Times

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A Theology of Fundraising

- The Church today exists in a world with new expectations and challenges.
- Fundraising helps the Church respond to this need.

The Spirituality of Fundraising

- From the perspective of the gospel, fundraising is not a response to a crisis. It is a way of announcing our vision and inviting other people into our mission.
- Asking people for money is giving them the opportunity to put their resources at the disposal of the Kingdom.

Mission-Focused

- Bringing the Good News into every human situation
- Calling all to response-ability
- Transforming human experience
- “Stewardship for Mission”

Donor-centered

- Relationship
- Intent
- Sacred Trust

Issues in Fundraising Today

- Transparency
- Governance
- Accountability
- Ethics
- Methodology and Technology
- Measurement
- Regulation
- Postage

Transparency

- Reporting
- Exemption
- Watchdog Groups
- Legislation

Accountability

- Donor Rights
- Donor Intent
- Statements of Accountability
- Internal Controls

Methodology and Technology

- Multi-channeling
- Staffing

Governance

- Fiduciary Responsibilities
- Good Stewardship
- Succession

Ethics

- Gift Acceptance
- Contractual Agreements
- Relationships

Measurement

- Benchmarking
- Testing
- Audits and Reviews

Regulation

- Church
- State
- Federal Government

Postage

- Postal Reform
- Regulatory issues
- Service
- Rates
- Technology

It's All About Relationships

- With and among our members
- With those for whom and with whom we serve
- With our donors
- With our publics
- With the regulators

Spirituality of Fundraising

- Fundraising must always be about relationships.
- Those who need money and those who can give money meet on the common ground of God's love.
- As a form of ministry, it is as spiritual as giving a sermon, entering a time of prayer, visiting the sick or feeding the hungry.

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