

Your working relationship with your Rector is KEY!

Your Rector is the CEO of your congregation. You MUST work together on development work!

- While a stewardship professional can influence the parish to give generously, only the Rector can effectively mobilize and inspire a broad base of support. Parishioners want to follow the lead of the Rector. The Rector is the absolute best person to share the vision and to ask for support for it.
- Help your Rector embrace stewardship and making asks! When we ask a parishioner to give for the work of the Lord, we are doing nothing more than inviting them to be a part of something that changes the lives of people.

EXAMPLE: Our Rector attends all Resource Development Committee Meetings and Annual Giving Cabinet meetings. He is IN THE KNOW about most things development-related at our parish.

Work with your Rector and clergy to be sure that your parish is teaching and preaching about stewardship year-round.

- Need to be intentional about this! Work with your Rector, clergy, and other ministry areas to be sure that stewardship is a theme or topic regularly taught and discussed. Make sure this is a part of your planning and their planning.
- Themes of generosity and stewardship are found throughout the bible and are core to the Christian Life. It is important that your parishioners know what stewardship is and understand the importance of it. Your rector and clergy are the ones to teach this.

EXAMPLE: Every Wednesday, we film a virtual "Clergy Clatch" that includes our Rector and two other clergy. They discuss different topics each week. For the early fall, the topic was stewardship. Each week they discussed a different area of stewardship- time, talent, treasure, environment, health, and relationships.

Share giving amounts with your Rector.

- If your Rector is in the dark about giving amounts, it will hinder his/her ability to develop mature stewards. The generosity of your members is one of the truest measures of spiritual health and should affect the type of pastoral care they receive. Giving information enables the rector to minister according to the needs of each church member.
- Your rector needs to know the donors (especially major donors) and know about changes in giving (increases or decreases).
- Knowing what members give allow your Rector to give thanks for the gift.
- Also, when your Rector knows who has been consistently increasing their giving, this may give him/her a pool of potential church lay leaders to ask to serve in ministry.

EXAMPLE: During the Annual Giving Campaign, I give my Rector regular updates on parishioner pledges, specifically the major increases and decreases. He will call to thank parishioners for their increase and also call to see if there may be some pastoral concerns with a decrease.

Work with your Rector to build relationships, especially with your major donors.

- Rectors typically have very busy schedules and sometimes they rely on us to help them determine who to be cultivating a deeper relationship with.

- Make sure that your Rector is having meaningful touchpoints with your donors on a regular basis. If you are able, track these touchpoints in your database.
- Encourage your Rector to set aside a certain percentage of his week towards donor cultivation and relationship building, if he/she is not doing so already.

EXAMPLE: Throughout the year (pre-Covid), we set up “cultivation visits” with our donors, often times our major donors. We invite them to the church for coffee or lunch simply to cultivate the relationship, learn more about them, and share exciting things going on at our parish.

Sometimes, I will give my Rector a short list of parishioners to write a thank you note to- new donors, parishioners who worked hard on a particular project, volunteers rolling off a committee, donors who increased their pledge, etc.