



Taking the Offering

Things to consider after the offering

1. **Pray.** Pray for the offering and refer to how this offering is going to achieve the vision of the church
2. **How to –** Give detailed instruction on how to give see brochure. On-line giving, Mail, Mobile device, IRA
3. **Your Why.** Has the giver considered why they support the church? Personal story is always the most compelling. The offering should always have a story of impact Maybe it is of the music program, compelling preaching, the children’s program, or mission and outreach. Whatever the reason, be prepared to share it!
4. **Listen and Connect** This is a great opportunity get to know someone, their situation, and why they support the church. Have deacons, elders, pastor call and listen to parishioners’ stories on God’s love them during this time.
5. **Thank.** Always say thank you. The life of discipleship is a life defined by gratitude.

Presbyterian Foundation- The Online Giving Program makes it easy for you to receive electronic donations.

- **Add a donation button to your website and include a link in your emails.**
- **Donors can set up recurring donations — so even when they can't make it to the regular service, they can participate in the offering.**
- **Set up multiple funds or campaigns for easy management.**
- **Receive balance of funds after the close of each month**
- **Thank donors and tell them about the impact of their donations**
- **Produce giving reports**
- **No setup fees.**
- **No annual or monthly fee. Administrative fee is 2% per transaction.**
- **No need to negotiate with credit card vendors, merchant services, etc.**
- **Vanco Payment Solutions is a PCI Level 1 Compliant Service Provider and meets all data security standards for handling, storage and transmitting credit card information.**



In your communicating of giving think of these ways as on ramps to the giving freeway. Each need to be identified and explained.

Online Offering- How to— see FPC Bozeman, Georgetown Presbyterian Church, DC-Pledging- in person or online- See script below , RECOMMENDATION- CALL EACH PLEDGING UNIT-

Make sure people can giving appreciated securities and directly from their IRA using their Required minimum distribution

Rev. Rob Hagan Ministry Relations Officer- 509.521.5400 for further help

INTRODUCTION:

"This is _____ from First Presbyterian Anytown. We are calling all of the members and friends of the congregation this week to make sure you received the letter from our pastor regarding the fall stewardship campaign. We decided to give everyone who received a letter a call this year because we wanted to personally check in with each member and friend of the church."

CALL SCRIPT

LISTEN:

"How are you and your family doing right now?" *Caller Action:* This is a great opportunity to collect pastoral concerns to share with the pastoral staff.

Questions: As you listen to the person you might consider asking the following:

- a. "Have you been able to participate in any of our online worship services?"
- b. "Do you have any prayer concerns I can pass on to the church staff?"

TALKING PLEDGE: (3 options)

PREVIOUS pledgers:

"I want you to know how grateful the leadership of the church is for your 2020 pledge of financial support. It has been a year unlike any other, but the work and worship of the congregation continues. (Insert one or two specific examples of creative and effective ministry happening at the church). Those things wouldn't happen without your support. Have you considered making a pledge for 2021? (Wait. Let them answer)."

or

NEW pledgers:

"I want to see if you have any questions about the letter the pastor sent. I know you're a new member/friend of the church and we realize that many people who are new to our church might not be familiar with terms like stewardship and pledging. A pledge is simply a commitment people are asked to make to support the church with their finances, time, and talents. It's not a legal statement, a contract, or anything like that. It's simply a way individuals and family can let the know how much they anticipate being able to support the work and worship of the congregation in the year ahead. This helps with budgeting, staff arrangements, etc. If you listen to public radio or watch PBS on TV you've probably heard the language of pledging."

Emphasis on SCRIPTURE:

or "I want to see if you have any questions about the letter the pastor sent. The theme of this year's stewardship campaign is (for example) "Exceeding Expectations". Pastor Sallie is focusing on Jesus' Parable of the Mustard Seed and truth that the gospel is always growing in unexpected ways..."

INVITATION:

"I want you to know how grateful the leadership of the church is for your presence in the life of our church and for the ways in which you have shown the congregation how our faith can be lived out in unexpected and surprising ways. This year has been a year unlike any other, but the work and worship of the congregation continues. (Insert one or two specific examples of creative and effective ministry happening at the church). Those things wouldn't happen without your support. Have you considered making a pledge for 2021?" (Pause. Let them answer).

RESPONSE:

✓ YES: "That's wonderful news. Please be sure and return your pledge card as soon as you can. Or you can go online at www.fpcanytown.org and make your pledge using the online pledge form."

or

✓ NO: "Thank you for letting me know. I hope you know how grateful we are for your presence in the life of the church. Should you change your mind you can send in your pledge card at anytime during the year."

CLOSING:

"Thank you for the conversation. Thank you for your part in the life of FPC Anytown. Thank you."

Caller Action: Be sure and follow up and share any appropriate notes with the Generosity Team.

Common QUESTIONS-GIVING

QUESTIONS

Q: What is a pledge?

Q: Why should I pledge? I have given faithfully in the past.

Q: How do I pay my pledge?

Q: Does frequency of giving matter?

Q: I am concerned about my employment / financial security. What if it changes?

Q: I am unable to make significant gifts. Do small gifts matter?

Q: Do I receive a statement?

ANSWERS

A: It's a commitment to give one's time, talents, and money as an expression of faith and a personal response to God's generosity. The church budget is prepared in light of the pledges received from the members. A pledge is a statement of intent, not a legal obligation. It can be changed at any time.

A: Advance knowledge of your gifts provides our Session confidence in planning the budget - and therefore ministry that will be possible. Not knowing giving estimates in advance requires the Session to plan the future with less certainty.

A: Most common are checks and online banking transactions. There are many other ways, several whose details are listed on our website: online, check, automatic bank draft, appreciated securities, etc.

A: Frequency is at your discretion. Most prefer to give weekly or monthly, yet many choose quarterly or annually for gifts of securities or other transactions with more moving parts. It is helpful to know frequency for the church's budget planning.

A: Unexpected events happen. We know this situation is certainly a hardship, and we hope that you would share so that we can be supportive of you during such a time. If you are unable to continue, please reach out to the church. We will adjust.

A: Your gifts matters greatly. Each is invited to do ministry here as they are able. If everyone who hasn't been giving committed to give (regardless of the amount), the church could surpass our current level of giving. Your gift makes a great deal of difference.

A: Yes, you will receive a (quarterly) statement of your contributions for your tax records and to confirm the accuracy of our records.

COMMENTS

I am already giving; pledge doesn't make sense.

Not going to pledge until
(some condition) happens.

I don't really have the resources.

I'm not feeling connected - I'm not participating.

I can't get online - Stopped attending.

I've been very sick.

REPLIES

Thank you for your giving! It really makes a difference here. We talk about pledging, because it helps the session understand what resources are available for ministry next year and to craft a realistic budget. Plus it is a commitment you're making to support the work and worship of the congregation.

Well for now we want to thank you for your past support and commitment to the church. Ask if it's ok for someone to follow up in 3 months.

Remind them that pledging isn't just about finances. Anyone can give of their time and talents. And remind them that there is not such thing as a gift that is too small. Also, remind them that the church has resources and is here to help if the need arises. Giving is always a two-way street!

I'm terribly sorry to hear that. Is there something we can do? Can I put you in touch with clergy or _____ to help support you during this time? We are so happy to have you as a part of this congregation, and we do hope that we can gather again in person soon.

I am so sorry to learn of that. Can I put you in touch with someone who can help with the technical aspects of getting on-line to participate in church services.

I am so sorry to hear that. Have you connected with our clergy or _____? I would very much like to connect you two. Be sure to fill out the call log indicated a need for follow up.

For more information on offerings and stewardship please contact;
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