

# BARRIERS TO EFFECTIVE FINANCIAL DEVELOPMENT



## Notes:

### What Some Churches Face

1. Fear of transparency

This is connected to a leader's personal shame or desire for face saving. Sarah Matthews, "Sometimes I have found that it is that the rector is giving little to nothing and if more people were to see the giving lists, then this might expose him/her. I've known many priests with the attitude that, "well I give my life to the Church, I shouldn't have to give my money as well."

2. Leadership may also be concerned about saving face due to previous decisions.

3. Lack of training, resource and evaluation of clergy or lay leaders

4. No theology of "fundraising as ministry"

Resource: Henri Nouwen's "Spirituality of Fundraising"

5. Hosting the case's vision for return investment

6. Limited view of volunteer engagement.

Typically volunteers are made up of Vestry members and a few strongly committed parishioners. This is a chance to invite new members into this ministry. However, inviting new members in means that the ministry itself can change.

Draw link to Generational Characteristics conversation: Millennials and Generation X'ers will volunteer but will want to be asked their opinion and be able to make the position their own. Offer responsibilities not tasks.

7. A worthy and communicated case

8. Clergy: why they should know about pledging

"Pledging: What should Clergy know?" Episcopal Church Foundation Vestry Papers (May 2014) by E. Weber-Johnson

9. Resource for tools of the trade and metrics.