

Generosity, giving and stewardship in a church are a big deal. We all know that. When giving is up, so is life, mission and ministry. When giving is down, it seems the church quits talking about its mission and vision and starts talking about money. The yes's that give vibrancy to a church become no's, and the church becomes no fun. I wanted to share a few ideas that I learned through the years about increasing giving in a church and even more in helping to create a healthy culture of generosity.

### **Ten Laws of Giving**

- Change the conversation from the giver and their money to the giver and God.
- The giver will decide if what they are being asked to give to and how much they are being asked to give is worth the investment.
- The ask and asking right is paramount.
- The giver will typically not choose to give for your reason, but they will give for theirs. Discover what those reasons are.
- Use the Bible. Teach the biblical reason for giving, as well as the supernatural component. Undergird any campaign and stewardship teaching with a solid and personal theology of stewardship.
- Celebrate the narrative.
- Creating a culture of generosity is a daily and weekly process. There is not a quick fix, but healthy seeds grow a generous church.
- Pastoral care is often a key to long-term and unexpected generosity and should not be neglected.
- Communicate consistently and effectively the results of generosity, mission, ministry, the difference generosity makes in the life of the giver, the church, the community and the world.
- Make it easy to give: EFT's, online payment, offering envelopes, pay by check, pay by text, bank drafts, credit card, Pushpay, Kindred pay, etc.

### **What doesn't work**

- If you don't give, our church will close.
- Someone must pay the electric bills, the building payment and my salary.
- We will have to lock the doors if the giving doesn't increase.

- We must pay the apportionments or we will be in trouble and I'll get moved.
- We are running behind on the budget.