



Presbyterian  
Stewardship Conference



GRATITUDE & GENEROSITY  
living the faith

**March 12 – 14, 2012**

**Charlotte, North Carolina**

Sponsored by the Presbyteries of Charlotte, Giddings-Lovejoy, Grace, Heartland, Hudson River, Northern Kansas, Ohio Valley and San Jose; Synods of Lincoln Trails, Rocky Mountains and Southwest; General Assembly Mission Council; Presbyterian Foundation and New Covenant Trust Company; Presbyterian Church (U.S.A.) Investment and Loan Program, Inc.; Board of Pensions; Presbyterian Women in the Presbyterian Church (U.S.A.); Texas Presbyterian Foundation; and PresbyterianEndowment.org.



*Stewardship*  
**Kaleidoscope**

for elders, pastors, presbytery staff and volunteers

Visit [www.stewardshipkaleidoscope.org](http://www.stewardshipkaleidoscope.org) for conference updates, a downloadable registration form and information about online registration and payment.



**PLENARY**

**Michael Jinkins**

**Stewardship is the Meaning of Life**

We are all called to the vocation of stewardship, and this vocation expresses in us the character of the God in whose likeness we are made, and we are never fully human until we live into our identity as givers. If this understanding, this radically Christian understanding, captures our minds as well as our hearts, just think of what we can do!

The Rev. Dr. Michael Jinkins began serving as President of Louisville Presbyterian Theological Seminary and Professor of Theology on September 1, 2010. Dr. Jinkins previously taught at Austin Presbyterian Theological Seminary where he earned his Doctor of Ministry, was a professor of theology for 17 years, and served as a member of the administration, including Seminary Dean for seven years. Dr. Jinkins has been ordained in the Presbyterian Church (U.S.A.) for 29 years and also served 14 years in pastoral leadership in several congregations throughout the state of Texas and in Aberdeen, Scotland, where he also earned his Doctor of Philosophy degree.



**PLENARY**

**Maggie Lauterer**

**Here We Go Again**

Are you one of those people who say under your breath “Here we go again” when the subject of stewardship comes up? So the question is: How do we keep stewardship from being an old fashioned, worn out word in the church? Lauterer says she’s not an expert, but she is a witness to those who have caught fire with the Spirit when the subject of caring for their church

comes up.

Rev. Maggie Lauterer says she’s been blessed. She feels blessed to be a part of the PCUSA, blessed with a great pastorate at Burnsville First Presbyterian Church which grew under her leadership from a few faithful older members to a vibrant church of young families and older members where mission and fellowship are the key words of their identity.



After retirement last fall, Maggie has recently received a call as supply pastor to the Montreat Presbyterian Church (USA). She was a candidate for Moderator of the 218th General Assembly, a featured speaker in many presbyteries across the country, active in the Western North Carolina Presbytery and a mentor in the Such a Time as This program for new pastors in the PCUSA.

Finally, Maggie feels blessed with her husband, Zack Allen, daughter Selena and son Jon, and two grandchildren, Olive and Ruthie.

# GRATITUDE & GENEROSITY living the faith

**More than ever before, leaders need resources that will help them teach, preach and practice successful stewardship. Join us as we learn how to make stewardship ministries come alive in our congregations and presbyteries. Register by February 20 and save!**

**PLENARY**

**Clif Christopher**

**A New Vision and New Strategies for Financial Stewardship**

The culture of giving has changing dramatically, yet our church encouragement of giving has not. We are using the same tools we’ve used for 50-60 years, and it is not



working anymore. There is new competition and there are new expectations—our message cannot be the same. To help find practical solutions, Christopher will offer some concrete and realistic next steps including a dozen specific things we need to change in the local church.

Clif Christopher is the author of the widely read stewardship books: *Not Your Parents’ Offering Plate* and *Whose Offering Plate Is It?* He founded the Horizons Stewardship Company in 1992 following a challenging career in pastoral ministry. As a pastor, he led six major building and eight capital campaigns in churches ranging in size from 350 to 2,000 members. As a consultant, he has led consultations in over 400 churches in all phases of building, finance, and church growth. Dr. Christopher is a certified church growth consultant and a CFRE (Certified Fund Raising Executive). He has been an ordained minister of the United Methodist Church since 1975. He is married and shares four children with his wife. He is a graduate of Hendrix College in Conway, Arkansas and Emory University. He was awarded a doctorate degree in 2001 by Philander Smith College.

**WORSHIP LEADERS**

**Rev. Dr. Thomas F. Taylor**  
President and CEO  
Presbyterian Foundation

**Susan R. Andrews**  
General Presbyter,  
Hudson River Presbytery

# WORKSHOPS

## Workshop Session 1 | Monday, March 12

**1-A: The Spirituality of Stewardship.** Giving is not just a characteristic of a good person—although it may be that too! Giving is an essential attribute of the God in whose image we are created. We are only fully human when we give in the Spirit of God the Giver. *Michael Jinkins is President of Louisville Presbyterian Theological Seminary.*

**1-B: Practical Planned Giving in Congregations 101.** In this workshop we will explore the basics of practical planned giving programs, including: what fundamentals should your congregation have in place for a planned giving program? What should your congregation's leadership know about the different planned gift types? Where do you turn for help? *Karl Mattison is executive director of the Presbyterian Endowment Education and Resource Network. Repeated during Session 4.*

**1-C: Just Giving? Fundraising Without Fear In an Age of Conflict and Controversy.** This workshop will address the often-avoided subject of how controversial issues and congregational giving affect one another. The fear of offending givers leads many to avoid addressing controversial issues, while the fear of being "co-opted" on an issue keeps many others from concerning themselves with the giving life of their church at all. This workshop will examine ways to be more holistic and effective in our ministries of giving, preaching, social justice, and mission, and how giving can actually create opportunities for reconciliation and unexpected partnership between factions. Case studies in local, denominational, and public life will be considered. *J.C. Austin is Director of the Center for Christian Leadership, Auburn Theological Seminary, New York City.*

**1-D: Funny You Should Ask About Stewardship!** The nuts and bolts of implementing a tried and true year-round stewardship program incorporating sound theology, practical application, and LOTS OF HUMOR!! You will take home lots of ideas, samples, and techniques...over the hills you'll go, laughing all the way!! *John Turner is a Ministry Relations Officer for the Presbyterian Foundation. Repeated during Session 2.*

**1-E: Making Money Move for Mission and Ministry.** It exists—it is there—millions of dollars that can make a difference. It may be in the rainy day fund or your pocket or someone else's pocket. We will discuss how to tap these resources, remove road blocks and grease the skids to get money moving through the system to support mission and ministry. *Lisa Longo is a Ministry Relations Officer for the Presbyterian Foundation and Charles Spencer is Executive Presbyter of Heartland Presbytery.*

**1-F: Practicing What We Preach: The Pastor as a Steward.** This workshop will explore the personal discipline of stewardship as the basis for preaching and teaching stewardship within the parish setting. How does our own experience and commitment inform how we train and encourage our leaders and our congregational members? We will explore resources for creating healthy patterns of money and time management, and ways in which we can model healthy stewardship of God's gifts. And we will explore preaching and personal testimony as central to a pastor's ministry of stewardship. *Susan Andrews was Moderator of the 215th General Assembly and is currently the General Presbyter of Hudson River Presbytery.*

**1-G: The Stewardship of Gratitude for Congregations: A Workshop for Pastors, Officers and Stewardship Committees on Creating a Congregation Culture of Gratitude & Generosity.** Through the Stewardship of Gratitude workshop, participants will learn how to shift their congregation stewardship program from a Budget Focus to a Whole Life Discipleship Focus and from an Annual Campaign to a Year-round Program of Congregational Generosity. The workshop is interactive, centered on addressing common challenges in congregations from the perspective of the practice of gratitude and generosity. Participant will learn how to use the Circle of Impact Conversation Guides as tools for fostering better communication and contributions as a congregation. *Ed Brenegar is a Leadership and Congregational Change Specialist with Community of Leadership, LLC.*

**1-H: The Nitty Gritty Realities of Funding Your Presbytery.** This workshop will present details of securing pledges from churches for the sake of the Presbytery along with a chance to share best practices from others in attendance. *Diana Warner is Stewardship Consultant for Grace Presbytery.*

**1-I: You're Spending Money on What? A Workshop on Narrative Budgets.** Come explore how to translate your line item budget into an interpretive tool. We'll talk about narrative budgets and practice writing our own. Bring a copy of your line-item budget with you and any mission statements of your congregation or governing body. *Jan DeVries is Executive Presbyter for Grace Presbytery and Conrad Rocha is Transitional Executive for the Synod of the Southwest. Repeated during Session 3.*

## Workshop Session 2 | Tuesday, March 13

**2-A: Capital Gifts & Planned Giving.** Mistakes made, how to avoid them, why the church needs to be more open to capital & planned gifts than we have been. *Clif Christopher is an author and plenary speaker.*

**2-B: Curriculum on Generosity: How much is enough?** Introduction to an internet based curriculum that uses teachings of Jesus to explore ways (1) to counter the prevailing and destructive myths: there is not enough, more is better, and this is just the way it is and (2) to find ways to enter more fully as partners in God's generosity to us all. *Laura Mendenhall is Senior Philanthropy Advisor for the Texas Presbyterian Foundation and former President of Columbia Seminary.*

**2-C: What's Age Got to Do With It?** One size fits all stewardship efforts are no longer effective. One way to tailor them is to speak a familiar language to each of the church's generations. This workshop will explore generational experiences of and instincts towards money as a way to deepen the disciple's experience of joy and generosity. *Leader to be announced.*

See more workshops on next page

# Schedule at a Glance

## Monday, March 12

Noon – 2 p.m.

Registration

2 – 2:30 p.m.

Welcome & Introductions

2:30 – 4 p.m.

Plenary Session 1

4:15 – 5:30 p.m.

Workshop Session 1

6 – 7 p.m.

Dinner

7 – 8 p.m.

Opening Worship

8 – 9:30 p.m.

Dessert & Hospitality Time

## Tuesday, March 13

7 – 8 a.m.

Breakfast

8 – 8:30 a.m.

Morning Prayer

8:30 – 10 a.m.

Plenary Session 2

10:30 – 11:45 a.m.

Workshop Session 2

Noon – 1 p.m.

Lunch

1 – 2:15 p.m.

Workshop Session 3

2:30 – 4 p.m.

Plenary Session 3

6 – 7 p.m.

Dinner

7 – 8 p.m.

Worship

## Wednesday, March 14

7 – 8 a.m.

Breakfast

8 – 8:30 a.m.

Morning Prayer

8:45 – 10 a.m.

Workshop Session 4

10:30 – 11:50 a.m.

Plenary Session 4

11:50 a.m. – Noon

Wrap-Up

Noon – 1 p.m.

Box Lunches

Please refer to the registration form for conference rates and hotel information.

## 2-D: Stewardship 101: How a Presbytery Team Can Train

**Congregations.** The Stewardship Team of Hudson River Presbytery will share the story of how they were formed, how they have trained 80 out of 89 congregations with basic stewardship practices, and the curriculum and resources they have created. The conversation will include discussions of narrative budgets, year round stewardship education, the biblical basis of healthy stewardship, and the theology of abundance in a world focused on scarcity. *Led by the Stewardship Team from Hudson River Presbytery.*

**2-E: Stewardship in the Small Membership Church.** How are decisions made? Do “when the need came we stepped up” stories help or hurt? Is there more or less money talk? We’ll have conversation about these and other unique questions of financial discipleship in the smaller church. **Charles Spencer** is Executive Presbyter of Heartland Presbytery. Repeated during Session 4.

**2-F: Ready...Set...Give: Assessing your Congregational Giving.** Stewardship and creating a culture of generosity take planning, practice and persistence. Where does your congregation fall on the continuum of basic to advanced stewardship? Learn how to do an assessment and what the next steps are to keep moving forward. **Paul Grier** is Vice President for Institutional Services for the Presbyterian Foundation.

**2-G: The Pastor as CEO Tone Setter for Money in the Congregation.** Like it or not, the pastor either intentionally or not has a great deal to do with the whole congregation’s approach to money—how it comes in and how it is spent. How much comes in and where it is spent reflecting the church’s priorities. **Kevin Garvey** is Chief Development Officer for the Assistance Program of the Board of Pensions.

**2-H: Rethinking Stewardship: New Strategies for a Changing World.** This workshop will offer new strategies for stewardship in “interesting times” and lay the foundation of successful stewardship campaigns. Among the topics to be covered is the church’s place in American philanthropy; making the case for support; donor segmentation; the roles of the pastor and session and the care and feeding of donors. **Tom Norwood** is a Presbyterian Pastor and fund raising consultant. Repeated during Session 3.

**2-I: Funny You Should Ask About Stewardship!** Repeated from Session 1.

**2-J: Identifying Ten Different Donor Styles in the Typical Congregation.** There are many different donors in the church such as the “time warped donor” or the “growing donor” and the “Mature donor” along with seven others. We will discuss the limits of the “one size fits all” approach typically taken along with the spiritual journey implications for givers. **Kim Warner** is Vice President of the Texas Presbyterian Foundation. Repeated during Session 4.

## Workshop Session 3 Tuesday, March 13

**3-A: Communicating Stewardship and PC(USA) Mission in the Presbytery.** Discover a year-round strategy that has been successful in one presbytery to help the presbytery and local churches strengthen stewardship and increase giving to basic mission in the PC(USA). **Melanie Hancock** is associate general presbyter in the Presbytery of Northern Kansas.

**3-B: Creating a Spiritual Culture of Generosity in Your Church.** This workshop will outline a proven program that moves churches from a four-week stewardship campaign to a yearly spiritual culture of generosity. Hands-on ideas will be shared and lively discussion will take place. **Kevin J. Garvey** is Chief Development Officer for the Assistance Program of the Board of Pensions. Repeated during Session 4.

**3-C: Capital Campaigns as a Step Forward in the Church’s Life.** Capital campaigns are both an exciting and stress filled time in the congregation. Learn the basics of creating a successful campaign along with the resources to make it a positive part of the congregation’s journey. **Robert Kukla** is Coordinator/Consultant for Church Financial Campaign Services, PC(USA).

**3-D: Where to Begin the Donor Conversation.** This workshop will explore ways to guide prospective donors to make a charitable gift that not only benefits the church, but also leaves the donor feeling they can make an impact. How do you open the conversation? What are the questions that get to the “heart” of the gift? What technical expertise do you need to have the conversation? Should anyone else be included? These topics will be addressed to help you guide your parishioners and donors in making a gift that brings both joy and impact. **Melinda Hunt** is Director of Development at Texas Presbyterian Foundation.

**3-E: Endowment 101.** Learn about policies and procedures for establishing and promoting permanent funds as an added dimension of stewardship for the local church. We will consider how to invest, how much to spend, how endowments impact annual giving and governance issues in a Presbyterian church. **Kim Warner** is Vice President of the Texas Presbyterian Foundation.

**3-F: Text “Give2Christ” to 72872.** Has the changing nature of how people handle money made the offering plate obsolete? We will discuss the nature of giving via text and online and how to position your congregation or institution to receive the gifts available through these technology mediums. **Lisa Longo** is a Ministry Relations Officer for the Presbyterian Foundation.

**3-G: You’re Spending Money on What? A Workshop on Narrative Budgets.** Repeated from Session 1.

**3-H: Rethinking Stewardship: New Strategies for a Changing World.** Repeated from Session 1.

**3-I: Annual Campaigns That Really Work!** Most churches have an annual campaign that funds their mission and ministry. We will explore when to use the different types of campaigns. We will identify some changes in religious giving that have changed how we ask, thank and tell. **Dave Crittenden** is Director of Stewardship, General Assembly Mission Council.

**3-J: Living & Leaving a Legacy.** Come explore the spiritual underpinning of giving and generosity. We will look at scripture and its relationship to a variety of giving scenarios. **Jim Reese** is Minister for Specialized Interpretation with the Presbyterian Foundation and **Stephen Keiser** is a Senior Ministry Relations Officer for the Presbyterian Foundation.

## Workshop Session 4 Wednesday, March 14

**4-A: The Future of Leadership in Congregations: A Workshop for Presbyterian Leaders on the Five Changes that are Impacting the Future of Congregations.** The Future of Leadership is a workshop on congregation change and leadership. The changes taking place are transformative and comprehensive. The 21st century church is not the 20th century one. They are vastly different from one another. These changes can be understood as transitional shifts that provide strategic direction for leading congregations to become communities of worship, mission, and service. Participants will learn how to identify these shifts as they take place, and gaining practical direction for how to lead their congregations in an organizational environment dramatically different than a decade ago. **Ed Brenegar** is a Leadership and Congregational Change Specialist with Community of Leadership, LLC.

**4-B: Stewardship in the Small Membership Church.** Repeated from Session 2.

**4-C: The Pastor’s Role in Stewardship.** Is it the pastor’s business what a church member gives? (1) If so, what is that role in terms of education and leadership? We will explore various possible roles for a pastor with the likely consequences of each. (2) If not, what are those consequences? **Laura Mendenhall** is Senior Philanthropy Advisor for the Texas Presbyterian Foundation and former President of Columbia Seminary.

**4-D: What’s New in Stewardship Resources?** What programs and resources are being produced out of our denomination or in partnership with the PC(USA), and what really works? This workshop will share the latest in Presbyterian stewardship programs and resources as well as provide a top ten list of materials produced by others. **Dave Crittenden** is Director of Stewardship, General Assembly Mission Council.

**4-E: Congregational Investing: Impact on Mission.** Permanent endowments are important in supporting mission. And mission activity is integral in determining how an endowment is structured. Discover the impact of well-structured endowments on mission through a series of examples and plenty of discussion. **Tim Clark**, Chief Operating Officer for New Covenant Trust Company, a subsidiary of the Presbyterian Foundation, and **Stephen Keizer**, Development Officer for the Presbyterian Foundation.

**4-F: Identifying Ten Different Donor Styles in the Typical Congregation.** Repeated from Session 2.

**4-G: Practical Planned Giving in Congregations 101.** Repeated from Session 1.

**4-H: Creating a Spiritual Culture of Generosity in Your Church.** Repeated from Session 3.

**4-I: It’s Never Too Early...(Stewardship for Children).** Explore a variety of ways to teach stewardship to our children. *Leader to be announced.*

## REGISTRATION

**Conference Registration Fee: \$240 on or before Feb. 20, \$265 after Feb. 20.** Fee includes dinner on Monday and Tuesday; breakfast and lunch on Tuesday and Wednesday. Register separately for overnight accommodations.

**Conference Registration:** Mail this form to Heartland Presbytery, 3210 Michigan Avenue, Suite 200, Kansas City, MO 64109 (Heartland Presbytery is the conference registrar).

Fill out both columns of this form. Include your check for the registration fee, made payable to Heartland Presbytery, with "Stewardship Kaleidoscope" on the memo line or visit [www.stewardshipkaleidoscope.org](http://www.stewardshipkaleidoscope.org) to register and/or pay online.

**Accommodations:** Participants may make their room reservation at the conference hotel by contacting the Hilton Charlotte University Place directly at 704-547-7444, through 1-800-HILTONS or at [www.hilton.com](http://www.hilton.com). A \$129.95 conference room rate is available through February 20, using group code **SKC** online and **SKC 2012** by phone.

**Airport Transportation:** Cost to take a cab or limo from the airport to the hotel is \$40 to \$50. The conference will be running buses on Monday from 9 a.m. to 3 p.m. Return trips will leave the hotel on Wednesday from 12:15 to 1:30 p.m. There is no cost but please include flight information below or submit online so we may plan accordingly. Information about pick-up location and times will be online one week prior to the conference.

Register one person per form. Copies may be made as necessary or downloaded from [www.stewardshipkaleidoscope.org](http://www.stewardshipkaleidoscope.org).

Name \_\_\_\_\_

Name to appear on badge \_\_\_\_\_

Street address \_\_\_\_\_  
\_\_\_\_\_

City, state, zip \_\_\_\_\_  
\_\_\_\_\_

Email \_\_\_\_\_

Telephone \_\_\_\_\_

Home church and presbytery \_\_\_\_\_  
\_\_\_\_\_

Check all that apply:  First-time attender  Clergy  
 Elder  Church Staff  Presbytery Staff  
 Synod Staff  GA Staff

Please indicate any dietary restrictions (vegetarian, gluten-free, etc.) \_\_\_\_\_

Approximate arrival day/time \_\_\_\_\_

Approximate departure day/time \_\_\_\_\_

I plan to use conference buses for airport transportation

Arrival airline, flight no., time \_\_\_\_\_

Departure airline, flight no., time \_\_\_\_\_

I do not wish to be listed on a participant list. Participant list may include name, church or organization affiliation, address, phone and email. List will not be distributed electronically and is not to be used for solicitation.

## WORKSHOP SCHEDULE

Select one workshop per session

### Workshop Session 1

#### Monday, March 12

- 1-A The Spirituality of Stewardship
- 1-B Practical Planned Giving in Congregations 101 (repeated during Session 4)
- 1-C Just Giving? Fundraising Without Fear In an Age of Conflict and Controversy
- 1-D Funny You Should Ask About Stewardship! (repeated during Session 2)
- 1-E Making Money Move for Mission and Ministry
- 1-F Practicing What We Preach: The Pastor as a Steward
- 1-G The Stewardship of Gratitude for Congregations
- 1-H The Nitty Gritty Realities of Funding Your Presbytery
- 1-I You're Spending Money on What? A Workshop on Narrative Budgets (repeated during Session 3)

### Workshop Session 2

#### Tuesday, March 13

- 2-A Capital Gifts & Planned Giving
- 2-B Curriculum on Generosity: How Much is Enough?
- 2-C What's Age Got to Do With It?
- 2-D Stewardship 101: How a Presbytery Team Can Train Congregations
- 2-E Stewardship in the Small Membership Church (repeated during Session 4)
- 2-F Ready...Set...Give: Assessing your Congregational Giving
- 2-G The Pastor as CEO Tone Setter for Money in the Congregation
- 2-H Rethinking Stewardship: New Strategies for a Changing World (repeated during Session 3)
- 2-I Funny You Should Ask About Stewardship! (repeated from Session 1)
- 2-J Identifying Ten Different Donor Styles in the Typical Congregation (repeated during Session 4)

### Workshop Session 3

#### Tuesday, March 13

- 3-A Communicating Stewardship and PC(USA) Mission in the Presbytery
- 3-B Creating a Spiritual Culture of Generosity in Your Church (repeated during Session 4)
- 3-C Capital Campaigns as a Step Forward in the Church's Life
- 3-D Where to Begin the Donor Conversation
- 3-E Endowment 101
- 3-F Text "Give2Christ" to 72872
- 3-G You're Spending Money on What? A Workshop on Narrative (repeated from Session 1)
- 3-H Rethinking Stewardship: New Strategies for a Changing World (repeated from Session 1)
- 3-I Annual Campaigns That Really Work!
- 3-J Living & Leaving a Legacy

### Workshop Session 4

#### Wednesday, March 14

- 4-A The Future of Leadership in Congregations
- 4-B Stewardship in the Small Membership Church (repeated from Session 2)
- 4-C The Pastor's Role in Stewardship
- 4-D What's New in Stewardship Resources?
- 4-E Congregational Investing: Impact on Mission
- 4-F Identifying Ten Different Donor Styles in the Typical Congregation (repeated from Session 2)
- 4-G Practical Planned Giving in Congregations 101 (repeated from Session 1)
- 4-H Creating a Spiritual Culture of Generosity in Your Church (repeated from Session 3)
- 4-I It's Never Too Early...(Stewardship for Children)