

Template Training Tuesday: Stewardship Philosophy & Partnership Calendar



18 May 2021



GARY HOAG



RUTHIE CRISTOBAL



ZENET MARAMARA



Overview

- 1. Welcome**
- 2. What is a Stewardship Philosophy? What is a Partnership Calendar?**
- 3. Why should God's workers use them?**
- 4. How can you adapt them?**
- 5. What if you used them? (Testimony)**
- 6. Q & A**
- 7. Wrap-up**



What is a Stewardship Philosophy?

A "Stewardship Philosophy" maps out what you believe about stewardship which guides how your church or ministry will approach partnership and fundraising efforts.

STEWARDSHIP AND PARTNERSHIP PHILOSOPHY



The governing board, administrators, and regional facilitators of GTP who believe in the gospel of Jesus Christ and serve to advance the mission and purpose of GTP will invite participation with God's work at GTP following these partnership and stewardship parameters:¹

1. God, the Creator and Sustainer of all things and the One "Who works within us to accomplish far more than we can ask or imagine," is a God of infinite abundance and grace.²
2. Acknowledging the primacy of the Gospel as our chief treasure, Christians are called to lives of stewardship as managers of all that God has entrusted to them.³
3. A Christian's attitude toward possessions on earth is important to God, and there is a vital link between how believers utilize earthly possessions (as investments in God's Kingdom) and the eternal rewards that believers receive.⁴
4. God entrusts possessions to Christians and holds them accountable for their use, as a tool to grow God's eternal Kingdom, as a test of the believer's faithfulness to God, and as a trademark that their lives reflect Christ's values.⁵
5. From God's abounding grace, Christians' giving reflects their gratitude for what God has provided and involves growing in an intimate faith relationship with Christ as Lord of their lives.⁶
6. Because giving is a worshipful, obedient act of returning to God from what has been provided, Christian fundraisers should hold a conviction that, in partnership with the church, they have an important role in the spiritual maturation of believers.⁷
7. The primary role of a Christian fundraiser is to advance and facilitate a believer's faith in and worship of God through a Christ-centered understanding of stewardship that is solidly grounded on Scripture.⁸
8. Recognizing it is the work of the Holy Spirit that prompts Christians to give (often through fundraising techniques), fundraisers and/or organizations must never manipulate or violate their sacred trust with ministry partners.⁹
9. An eternal, God-centered worldview promotes cooperation rather than competition among organizations, and places the giver's relationship to God above the ministry's agenda.¹⁰
10. In our materialistic, self-centered culture, Christian leaders should acknowledge that there is a great deal of unclear thinking about possessions, even among believers, and that an eternal Kingdom perspective will often seem like foolish nonsense to those who rely on earthly kingdom worldview techniques.¹¹

When these principles are implemented, which rely on God changing hearts more than on human methods, the resulting joy-filled generosity of believers will fully fund God's work here on earth.¹²

¹ Mt. 6:19-21; Mr. 6:33

² Gen. 1; Ps. 24:1; Col. 1:17; Eph. 3:20; Ps. 90:10-12; Phil. 4:19; 2 Cor. 9:8; Jn. 1:14; Heb. 1:3

³ Rom. 1:16; 1 Cor. 9:23; Phil. 3:8-11; Mt. 13:44; 25:14-46; 1 Pet. 4:10; 1 Cor. 1:18; 23:24; Mt. 28:18-20; Gen. 1:26-30

⁴ Mt. 6:24; 22:37; 1 Tim. 6: 6-10; Phil. 4:17; Mt. 19:16-30; Lk. 14:12-14; 1 Cor. 3; 2 Cor. 5:10; Eph. 2:10; 1 Tim. 6:17-19; Mt. 25:31-46

⁵ Lk. 16:1-9; Lev. 19:9-10; Deut. 14:22-29; 24:19-22; Is. 58:6-7; Gal. 2:10; 1 Cor. 9:14; 16:1; 2 Cor. 8:14-15; 9:12; Jas. 2:15-16; Heb. 13:15-16; 1 Tim. 6:17-19; Mal. 3:10; Mt. 6:24-33; 25:14-46; Lk. 12:15-34; Eph. 2:10; Jn. 15:8-10, 12-17; 13:34-35; Mt. 22:34-40; 2 Cor. 8:9; Gal. 6:10; Col. 3:17; 1 Tim. 6:18

⁶ Mt. 12:41-44; Lk. 12:16-34; Gen. 14:20; Ezr. 2:69; Lk. 7:36-50; 2 Cor. 9:10-12

⁷ 1 Chron. 29:10-14; Rom. 12:1; Jas. 3:1

⁸ 2 Tim. 3:16-17; Ex. 34:32; Ex. 35:21

⁹ Jn. 15:4-5; Is. 32:15-17; Is. 34:16; Jn. 6:63; 14:15-21; 15:16-17, 26; 16:13-14; 1 Thess. 1:2-6; 2:13; Gal. 5:16-25; Rom. 12:4-8; 1 Pet. 1:2; Neh. 1:4-2:8; Is. 55:8-11; 2 Cor. 9:5-7; 1 Chron. 28:6; 29:9; Prov. 21:1; 2 Cor. 3:5

¹⁰ 2 Cor. 4:16-18; 9:8-12; 1 Cor. 1:17-31; 2:1-5; 2:14; 3:1-9; Phil. 4:7; Gal. 5:13-25; Ps. 90:1-12 11; Ex. 36:6-7; Mt. 6:10

¹¹ 1 Cor. 1:17-31; 2:1-5, 14

¹² Ex. 36:6-7; Mt. 6:10; 2 Cor. 9:8-12



What is a Stewardship Philosophy?

- **This template has been embraced around the world for more than 2 decades.**
- **It has an introduction, ten parts, and a conclusion.**
- **Each point is footnoted with Bible references to show where the ideas are located in Scripture.**

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What is a Partnership Calendar?

A "Partnership Calendar" maps out the faithful work of staff to rally partnership in keeping with the philosophy.

GLOBALTRUST PARTNERSHIP CALENDAR 2020-2021 JULY 2020 BOARD MEETING

Perhaps I will stay with you for a while, or even spend the winter, so that you can help me on my journey, wherever I go. 1 Cor. 16:6

Stats 2019-2020

Global Network

- Grew global network (GN) from 0,000 people in 00 countries to 0,000 in 00 countries.
- Sent 00 Journal Entry (JE) emails in 00 months to GN with average open rate of 00% and click rate of 00%.
- Had 0,000 website users, 0,000 page views from 00 countries in 00 months

Giving

- Received \$000,000 in total gifts in 2019-2020, up from \$000,000 in founding year.
- 000 givers from 00 countries up from 00 from 00 countries
- Got 00 gifts from gtp.org with average gift of \$000

Faithful Work 2020-2021 Board

- Pray for giving partners
- Give as able / thank givers
- Invite 3+ new people to give
- Open doors for CEO

Q1 JULY

- Release Partnership Calendar (PC)
- Report GN partnership analytics
- Run fiscal year (FY) program #'s
- Send thank you email to FY givers
- Set up key foundation meetings
- Map plan for 24 JE in 12 months
- Roll out social media (SM) plan

Q2 OCTOBER

- Report GN partnership analytics
- Revise/Integrate strategies as needed
- Share AR/2.0 with ECFA seal at GG
- Send AR/2.0 to PAG and GN
- Set meetings with key prospects (KP)
- Get PCC/board to help with KP list
- Other

Q3 JANUARY

- Report GN partnership analytics
- Revise/Integrate strategies as needed
- Create 2020 impact infographic
- Send thank you to all 2020 givers
- Agree to GG/IAS 2021 theme
- Share GTP Giving Day (501c3) plan
- Other

Q4 APRIL

- Report GN partnership analytics
- Revise/Integrate strategies as needed
- Discuss 2021-2022 PC with PCC
- Do GTP Giving Day: 3 April 2021
- Report year-end status to board
- Enlist PCC/board to help with list
- Other

AUGUST

- Help RF/PAG make PC like this
- Compile program feedback reports
- Wrap up ECFA accreditation work
- Prepare for Global Gathering (GG)
- Create AR (Annual Report) template
- Develop program infographics
- Other

NOVEMBER

- Create global "With You" video
- Send appeal/video to prospects
- Invite givers to lift or give monthly
- Do regional GTP/PAG campaigns
- Help PAG develop AR/case
- Share 2.0 with key prospects
- Other

FEBRUARY

- Help RF/PAG with 2020 PC work
- Prepare for GG/IAS 2021
- Tell key givers about GG/IAS 2021
- Launch Giving Day (GD) campaign
- Make GD global video
- Gather 2.0 impact/RF stories
- Other

MAY

- Thank Giving Day (GD) givers
- Send reminder to lapsed givers
- Help RF/PAG make a GD plan
- Share more 2.0 impact/RF stories
- Meet with key givers as needed
- Share foundation updates
- Other

SEPTEMBER

- Add financials to AR
- Use ECFA seal strategically
- Make calendar year-end plan
- Complete "capacity building" case for GTP support (2.0)
- Invite IAS support for 2021
- Other

DECEMBER

- Send reminder to prospects
- Remind past givers to give
- Share "With You" video in SM
- Wrap up regional efforts
- Share 2.0 with key prospects
- Seek IAS 2021 funds as needed
- Other

MARCH

- Send IAS 2021 invites
- Prepare foundation updates
- Spread GD in media channels
- Use SM to share GD video
- Share 2.0 impact/RF stories
- Pray about PC for 2021-2022
- Other

JUNE

- Send personal reminder to give
- Start gathering FY program #'s
- Remind lapsed givers again
- Meet with key givers as needed
- Finalize PC for 2021-2022
- Envision new AR template
- Other

Faithful Work 2020-2021 PCC

- Help with case for support
- Make key prospects list
- Hold staff accountable
- Report quarterly to board
- Rally help from board

CEO

- Pray daily for partners
- Give as able / thank daily
- Sow in one heart per day
- Report quarterly to PCC
- Champion 2.0 GTP case

VPPC

- Pray daily for partners
- Give as able / thank givers
- Execute web, JE, SM plans
- Create graphics and reports
- Track and assess analytics

RF

- Pray for partners
- Give as able / thank givers
- Develop PC for region
- Do regional GTP campaign
- Encourage PAG giving

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What is a Partnership Calendar?

- **This template has a calendar plus 3 parts.**
- **The calendar maps the faithful work staff will do monthly for administration and oversight.**
- **The margins add 3 parts:**
 - 1. Stats on your constituency;**
 - 2. Stats on giving; and**
 - 3. Specific roles and responsibilities of the board, board committees, staff, and key volunteers.**



Why should God's workers use a Stewardship Philosophy?

There are many reasons. Consider 5 real benefits:

- 1. Builds God's kingdom as the work grows givers and not just gifts to the church or ministry**
- 2. Avoids mission drift (chasing after money)**
- 3. Treats people as stewards (avoids abusing them)**
- 4. Makes sure staff serves consistent with beliefs**
- 5. Engages board in the partnership efforts**



Why should God's workers use a Partnership Calendar?

There are many benefits. Consider 5 of them:

- 1. Maps out faithful work by month for staff administration and board oversight**
- 2. Makes roles clear for everyone involved**
- 3. Helps staff steward constituency communication**
- 4. Puts data for prayer and progress for praise**
- 5. Causes everyone to grow in the partnership work**



How can you adapt the Stewardship Philosophy?

- 1. Share it with your board chair – You may decide to read it at a board meeting and vote to adopt it.**
- 2. Have board read it – If you have time, look up the Scriptures in an activity time.**
- 3. Adopt it as policy – This way, the staff will be urged to follow it.**



How can you adapt the Partnership Calendar?

Calendar:

- Plot key activities per month
- Start with verbs
- As you monitor, check accomplished items, and modify as necessary

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Constituency Stats:

- Get these numbers from your database, your email marketing service, and Google analytics

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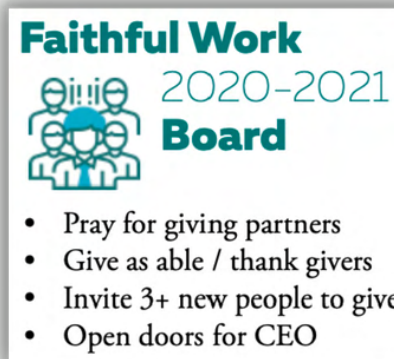
Giving Stats:

- Get these numbers from your CRM or with the help of your finance department

How can you adapt the Partnership Calendar?

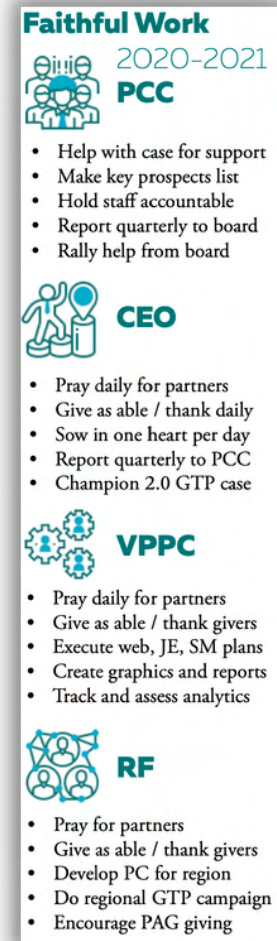
Roles and Responsibilities:

- **Tend to not change over time for the board, board committees, staff, and key volunteers**
- **Serve as a regular reminder on how different stakeholders contribute to partnership work**




Faithful Work
2020-2021
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Faithful Work
2020-2021

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 **RF**

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- Do regional GTP campaign
- Encourage PAG giving



What if you used the Stewardship Philosophy and Partnership Calendar?

What outcomes can your church or ministry anticipate?



ZENET MARAMARA
GTP Board Member



Questions & Answers



GARY HOAG
GTP President & CEO



RUTHIE CRISTOBAL
GTP VP of Partnership
& Communications



ZENET MARAMARA
GTP Board Member

Next Template Training Tuesday...

25 May 2021
12 noon GMT

**EXPENSE POLICY, EXPENSE
REPORTS & MONTHLY
FINANCIALS**



MATTHEW GADSDEN



PAULA MENDOZA



SANJAY PATRA



Email inquiries and send impact stories to mail@gtp.org.



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