

INTRODUCING STEWARDSHIP FOR ALL SEASONS

To find out more about *Stewardship For All Seasons* and how your congregation can participate, contact a GSB Partner, Consultant or Associate. Go to GSBFundRaising.com. Click on “Partners & Associates”.

Richard G. Sayther, *Managing Partner*
sayther@gsbfr.com / 612.817.5783

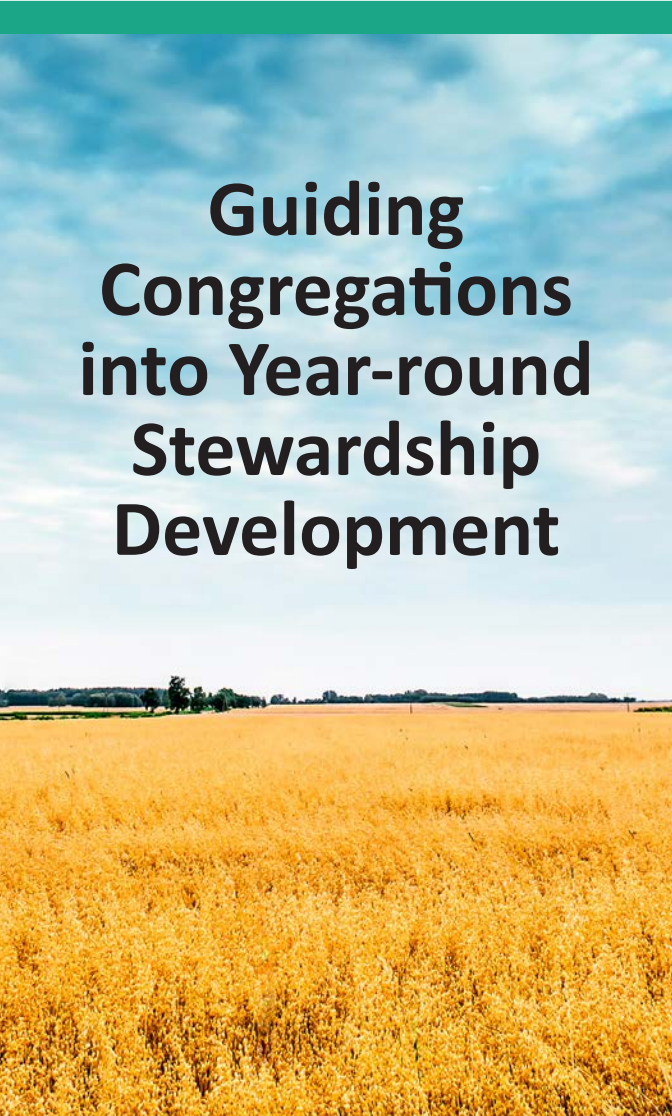
David C. Brunkow, *Partner*
brunkow@gsbfr.com / 612.325.7335

Michael R. Ward, *Partner*
ward@gsbfr.com / 828.674.2307

References available upon request.



Guiding Congregations into Year-round Stewardship Development



Stewardship for All Seasons (SAS) is a service designed to teach congregation leaders how to carry out effective stewardship development throughout the year, year after year.

SAS teaches basic principles and methodologies learned through four decades of successfully guiding development programs of church-related organizations. These best practices are skillfully adjusted and applied to the congregation setting.

Results to be expected

- Creation of a culture of generosity with people discovering the joy of giving and of asking.
- The vision and mission of the congregation clearly understood and communicated.
- More money generated each year to fund ministry.
- A team of leaders experienced and skilled in applying basic principles and methodologies to build their congregation’s stewardship program.
- A path to holistic stewardship development including annual giving, capital campaigns and endowment funds.
- Establishment of a hand-tailored, customized, holistic, multi-year stewardship plan for the congregation.

A Congregation’s Story

Setting:

First ring suburb. Changing neighborhood. Demographics declining. Main group of giving members retiring. Many new members had fewer and limited financial resources. Membership holding steady but projections are downward.

Factors:

Pastor decided to learn how to do stewardship development. Key leaders committed themselves to **learn and put into practice GSB’S** methods and principles for building their stewardship development program.

Results:

Giving grew significantly **each year** the congregation used GSB’s services and methods. Pastor and leaders learned how to build their own stewardship development program and became more productive each year with lessening involvement by GSB.

Year	Actual Giving	Giving Increase	New Giving Total	Investment (2011 rates) in GSB Services
Year One	\$382,000	\$72,960	\$456,960	\$8,700
Year Two	\$456,960	\$50,266	\$507,226	\$5,800
Year Three	\$507,226	\$ 9,130	\$516,350	-0- Did not use GSB
Year Four	\$516, 350	\$83,444	\$599,800	\$4,350
Year Five	\$599,800	Not available	Not available	\$2,900
Year Six	Not available	\$100,200 (years 5 + 6)	\$700,000	\$2,900

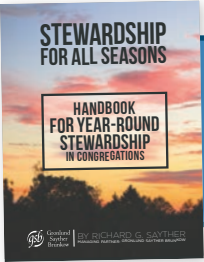
Another Congregation's Story

Year	Actual Giving	Giving Increase	New Giving Total
Year One	\$603,496	\$84,860 (14%)	\$688,356
Year Two	\$688,356	\$90,119 (13.9%)	\$778,475
Year Three	\$778,475	\$16,249 (2% with capital campaign pending)	\$794,724
Year Four	\$794,724	(9% while a capital campaign is underway)	

Resources Included

SAS Handbook

An overview of a multi-year process for building a stewardship development program including



SEASONS in the development year.



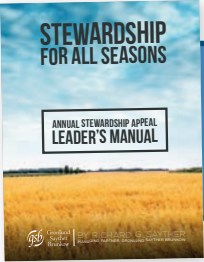
EVALUATION & PLANNING to learn from stewardship activities and to progress every year toward more productive annual, capital and endowment efforts.



HOW-TO-GUIDE to conduct an annual giving appeal.



STUDY resources to deepen understanding of Christian stewardship.



LEADER'S MANUAL with step-by-step action plans, sample materials, calendars and checklists for the appeal.



PREPARATION for capital campaigns, special appeals, and endowment fund efforts including getting ready for a capital campaign, promoting and securing estate gifts for endowment, and increasing giving through assets and current income.

GSB Consultant

While the SAS Handbook is written with the intention of congregation leaders being able to build their own stewardship programs, experience has shown that the best results in terms of dollars raised, holistic plan created, and leaders equipped happens when a GSB consultant walks alongside congregation leaders, guiding them in implementing SAS.

Over a period of a few years, congregation leaders are able to carry out their stewardship program with very little, if any, assistance from GSB.

How SAS Works

The initial involvement of GSB consultant and congregation is over a twelve-month period.

Months One - Six

During the first six months the Annual Giving Appeal is addressed. Once this appeal is concluded other aspects of SAS continue.

Three Annual Giving Appeal planning sessions with consultant, pastor and team

- Prepare all aspects of the annual giving appeal.
- Review, evaluation and planning session.
- Evaluate annual giving appeal.
- Make plans for follow up to the annual giving appeal.

Months Seven – Twelve

- Move into Development Mode.
- Plan and monitor sessions with congregation leaders.
- Create and carry out annual development calendar.
- Prepare plans to address capital projects, endowment fund and mission/vision planning needs.
- Determine continuation of working relationship with GSB.

“GSB has taken the very best of development theory and philosophy and applied it meaningfully to stewardship in the local congregation.” (Pastor)

Investment

A contract between GSB and congregation(s) covers a twelve-month period which includes consultant services, a copy of the *Stewardship for All Seasons* Handbook, and graphically designed brochure and materials for the Annual Giving Appeal.

Congregations have found great value in coming together to learn and experience SAS. While GSB can and often does arrange to work with one congregation at a time, options are available for up to four congregations to join together.

SAS has proven effective in any size congregation, large or small, rural or urban.

The investment fee options are as follows:

1 church	\$9,500	total for one church
2 churches	\$13,500	\$6,750 for each church
3 churches	\$17,500	\$5,833.33 each church
4 churches	\$21,500	\$5,375 each church

The fee is payable in monthly installments over the twelve-month period. The contract can be cancelled with thirty days notice. Each congregation is responsible for printing of all its development material and for consultant travel.