



DISCOVER THE FOUNDATION ADVANTAGE

INVESTING YOUR FUNDS in socially responsible products reflecting the core values of the United Methodist Church.

SUPPORTING YOU by reinvesting all Foundation revenue in Christ-centered, vital, and transforming ministries within the New England Annual Conference.

BELIEVING STEWARDSHIP is the outward and visible sign of our inner and personal relationship with God through Jesus Christ and the Holy Spirit.

DEDICATED to Serving YOU!

We strengthen the financial capacity of United Methodist churches and agencies, equip clergy to more effectively serve Christ and the Church, and encourage individuals to live as faithful trustees of God's generosity.

We are here to serve you and help make your vision a reality!

FOR CHURCHES & AGENCIES / CLERGY / INDIVIDUALS

SERVICES

- **SOCIALLY RESPONSIBLE INVESTING** emphasizing a Christ-centered approach to the year-round management of financial resources
- **STRENGTHENING CHURCHES & AGENCIES** by helping donors establish legacy gifts to support the charities they love
- **CAPITAL CAMPAIGN SERVICES** providing a proven and comprehensive, faith-based approach to raising funds for a variety of needs
- **LOWER-COST LOANS** to fund building and capital needs projects

RESOURCES & EDUCATION

- **PLANNED GIVING:** Will and estate planning tools, workshops, and materials that assist individuals and families review/develop legacy planning
- **FINANCIAL & LIFE PLANNING WORKSHOPS:** Clergy Taxes & Compensations; Financial, Estate, and Retirement Planning
- **GRANTS:** Funding strategic, vital, and impactful ministry initiatives
- **LEADERSHIP DEVELOPMENT:** The Innovate.Integrate.Elevate (IIE) leadership development program for clergy serving in a variety of ministry contexts
- **CONGREGATIONAL RESOURCES:** Stewardship coaching, guest preaching, Faith and Money Blog, Gift Legacy eNewsletter, Foundation Forum Educational Series, workshops & webinars
- **PERSONAL CONSULTS:** Explore ways to maximize current and legacy gifts that impact the ministries and programs you love



CREATING A CULTURE OF RADICAL GRATITUDE

How Do You Say Thank You?

October 27 & 28, 2021

Cesie Delve Scheuermann

CesieScheuermann.com

InspiringGenerosity@gmail.com





Culture Change

Technical Change





Michael Jr.,
“Know Your Why”



Simon Sinek,
“How Great Leaders
Inspire Action”



Is giving a spiritual
experience?

God is the *owner*,
I am the *owner*.

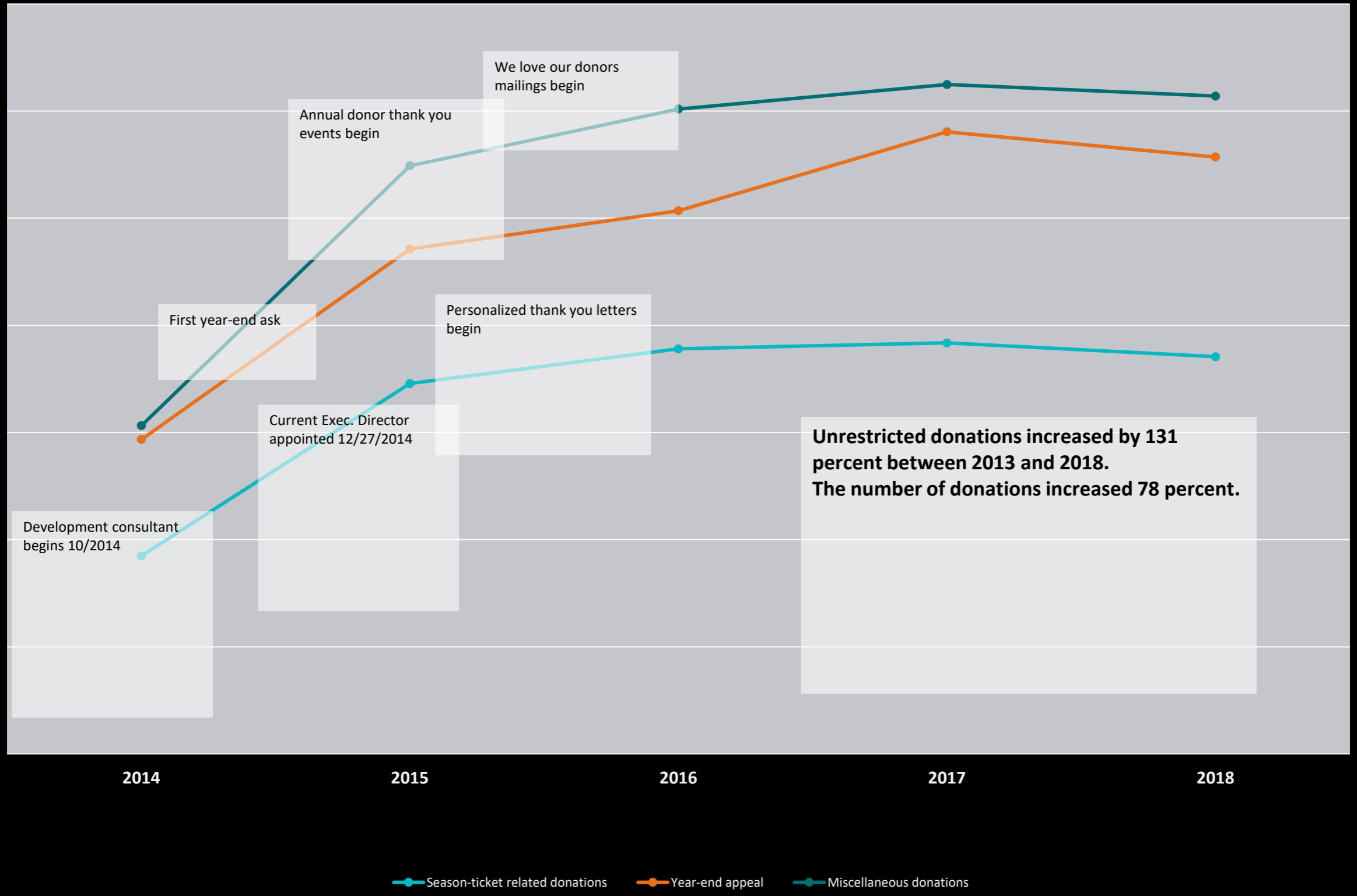
Not, how much of my
money will I give to
God, but how much
of God's money will I
keep for myself.

— John Wesley

What does John
Wesley have to say?

A Culture of Gratitude





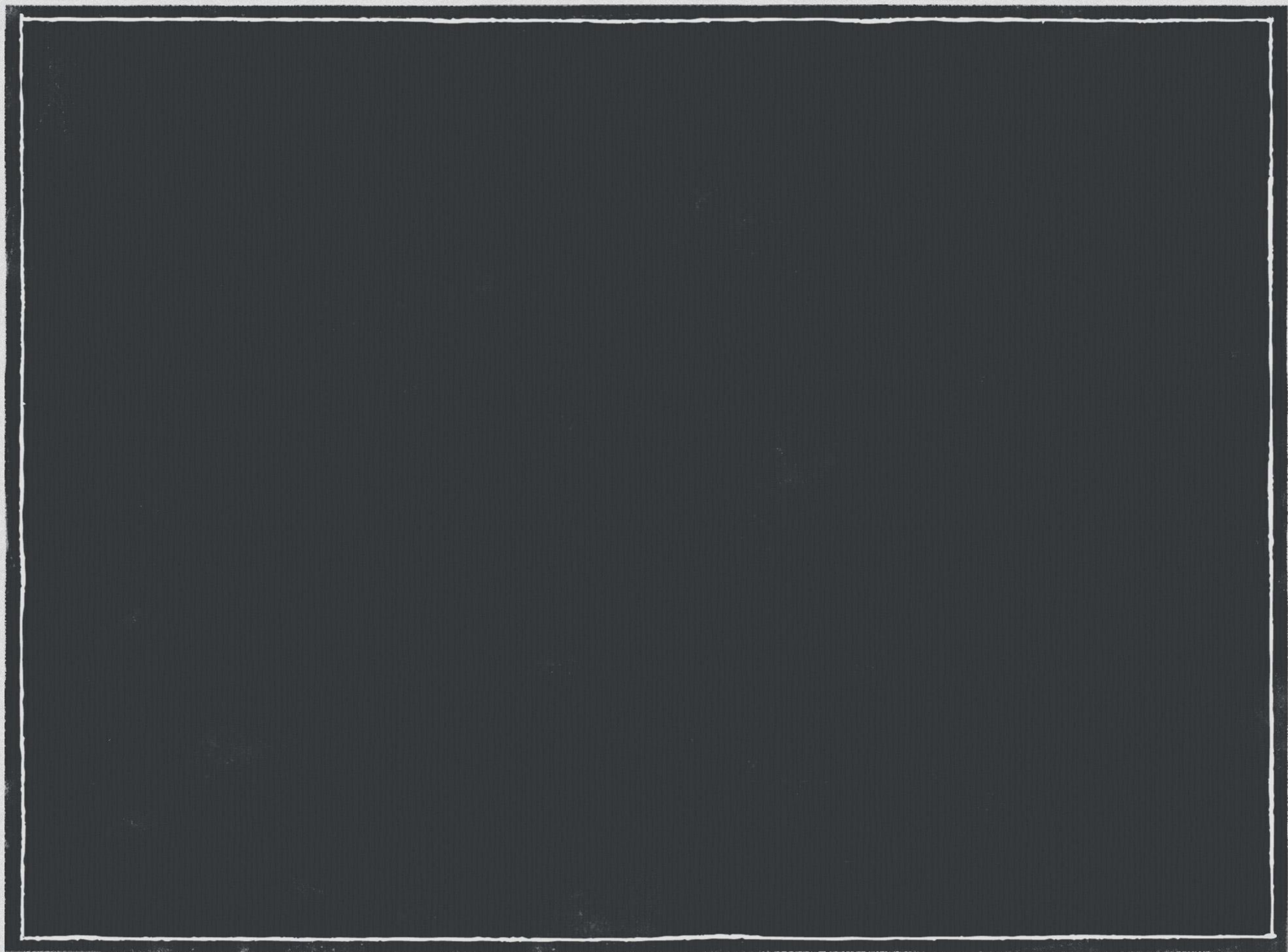
Technical Change

Saying





**The World's Worst
Thank You Letter...**



The one that's never written.

26-Mar-12

Cecilia Scheuermann

Dear Cecilia,

On behalf of the Board of Camping, Outdoor and Retreat Ministries I wish to thank you for your gift of \$000.00. Your gift will go towards the retaining wall at Camp Starburst.

In accordance with IRS agreements, we confirm that you have received no goods or services from the Awesome Annual Conference of the United Methodist Church in return for your donation.

Church camping and retreats continue to be a vital experience in the faith journey of Christians of all ages as they create environments of intentional Christian hospitality and learning within natural settings. The bottom line is that Camping Ministry changes lives and your generous giving changes lives too! Thank you.

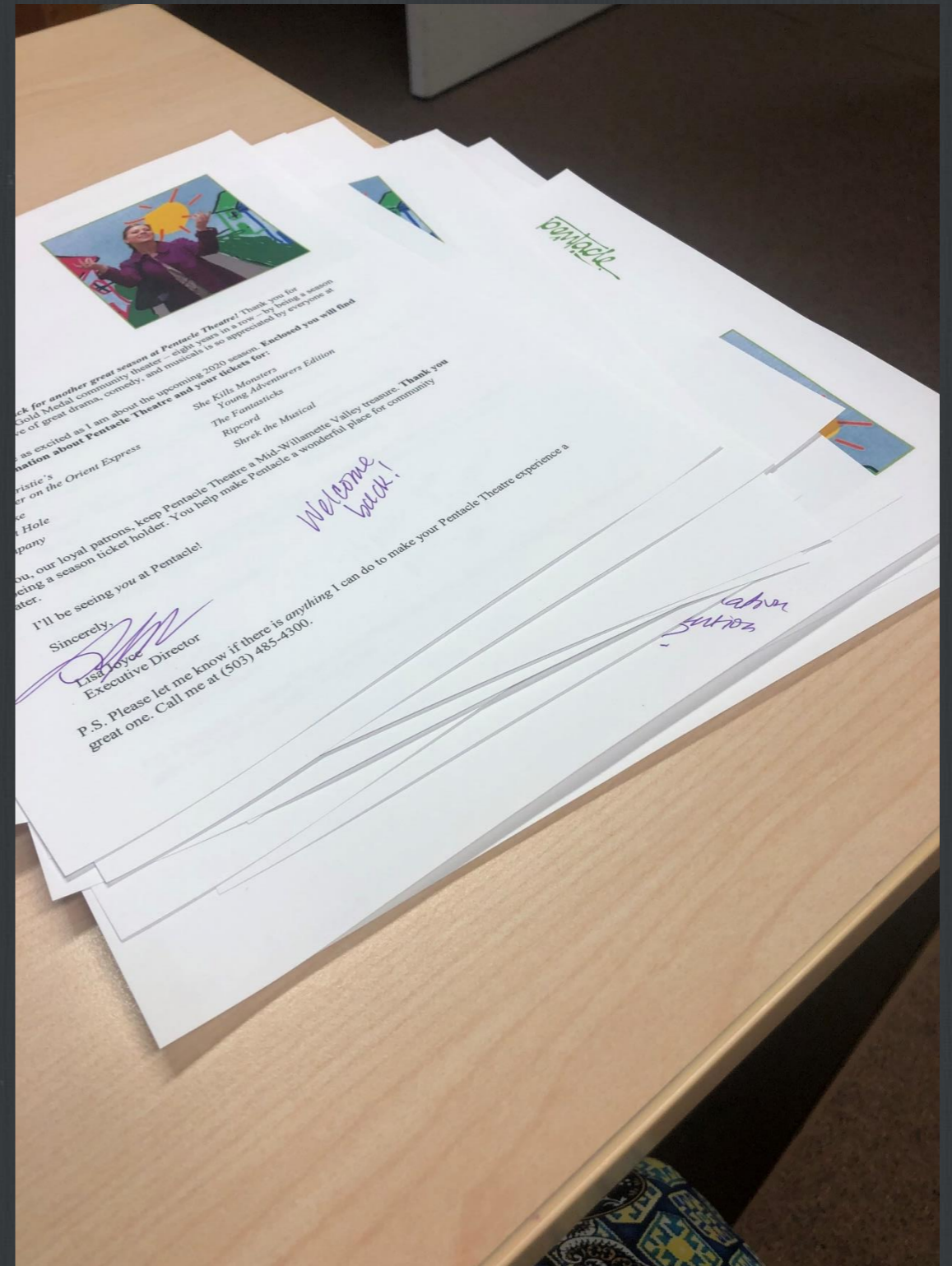
Grace and peace,

No mention of the letter I sent!

John Smith
General Manager
Camping & Outdoor Retreat Ministries

The Art of Writing a *Great* Thank You Letter

- Personal salutation (not “Dear friend...” and preferably with a name the person generally uses)
- Personally signed (in a color ink other than black)
- An additional handwritten “thank you” added at the end
- Makes specific reference to the intended use of funds
- Includes the name and phone number of a staff person
- Does not ask for another gift





A Great Thank You Letter (continued)

- Contains no spelling or grammatical errors
- Has an overall “can do” spirit
- Bigger font
- Indented paragraphs
- A “P.S.” to thank the donor again or to let them know about something that’s happening
- Concise
- Hand-addressed envelope with a fancy first-class stamp
- Received by the donor promptly
- Grabs the reader’s attention immediately with a great opening line

(Some suggestions from Penelope Burk, *Donor-Centered Fundraising*, 2003)

Great Opening Lines

Instead of “On behalf of XXX Church
thank you for your gift,” try:

Wow! Your gift was a blessing.

What would we do without you?

You are making the world a better place.

Thank you for being a partner in the work of God.

You are being the hands and feet of Christ!



Tigard United Methodist Church

Spirit. Service. Community.

May 24, 2016

John Doe
555 Main Street
Tigard, OR 97223

Dear John,

This is a heartfelt THANK YOU for your very generous contribution of \$5,000 to Tigard UMC. Your gracious support and willingness to share your resources with the church is a huge blessing to us.

Because of people like you, we are able to respond to God's call and carry out the day-to-day ministry that is the bedrock of who we are as a congregation.

Just this week, ESL classes have been held, children have been playing at the Indoor Play Park, there's been a buzz of activity in Jubilate, a book study gathered for a meaningful conversation, and the men's coffee group convened for fellowship as they do every week. And it is only Tuesday as I write this!! It's because of kind and generous people like you that ministries like these happen week after week at Tigard UMC. Thanks for being a part of it all!

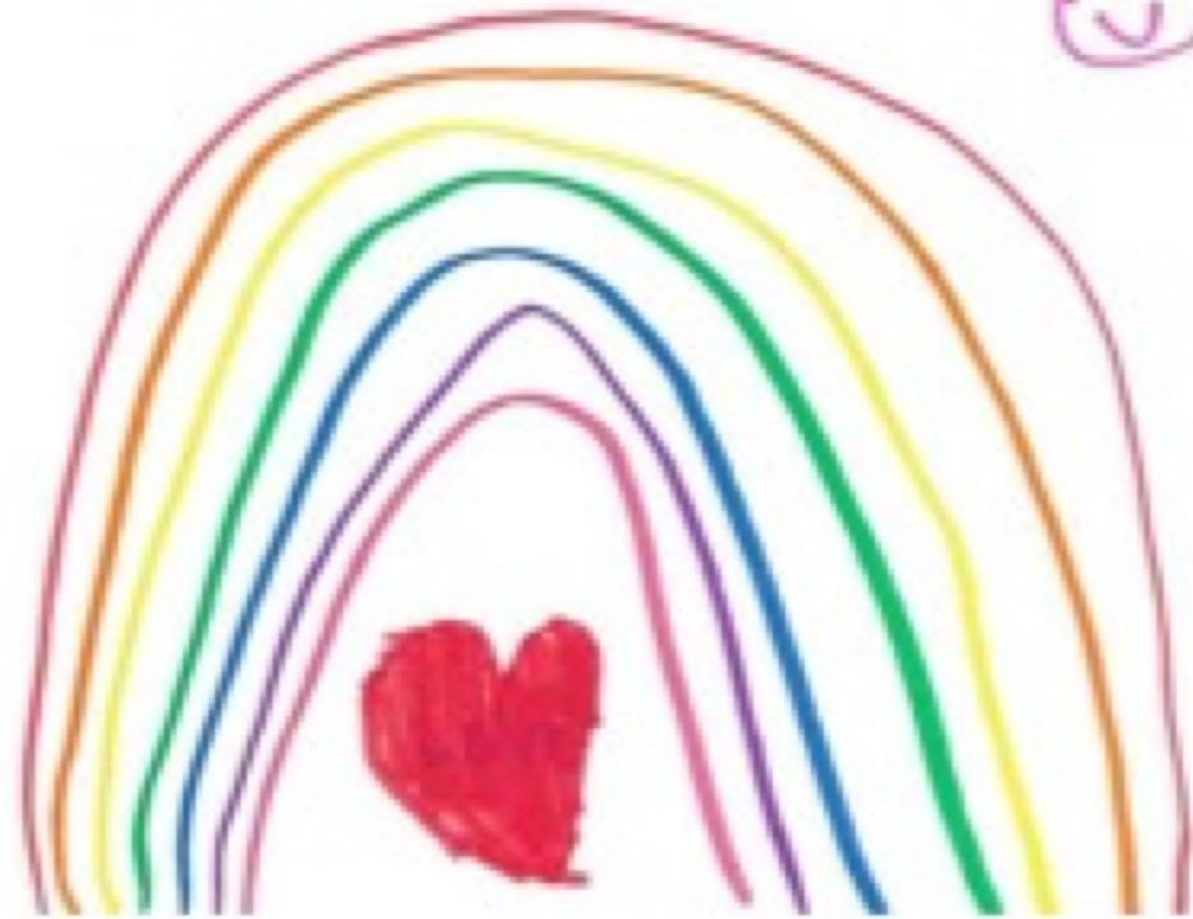
Please know that I am grateful for your support of what God is doing through our church.

Grace and Peace to you,



Pastor Jeremy

thank you!





WESTMONT

OFFICE OF ANNUAL GIVING

May 14, 2014

Dear Cesie and Tom,

What a friend you are to us! Once again you have honored us with a gift that is making a difference in the lives of Westmont Students.

Your quarterly gift to the Westmont Fund is an investment in the future. Because of you we are able to provide needed scholarships and financial assistance to over 90 percent of our students. This is amazing and you make it possible!

We recently graduated the largest class in Westmont history. Three hundred sixty-seven students received degrees on May 3. One of them, Anna, had this to say about her time at Westmont, "Westmont has shaped me for the better. Through interactions with fellow students and professors, engagement with the world around me, and being part of a dynamic faith community, I have been challenged to think deeper and more critically. I have developed a hunger for knowing more that was not part of my life before."

Thank you for the many ways you support Westmont, allowing us to provide the gift of a life changing Westmont education to students like Anna and so many others.

Warmly,

Trina Hudson '87
Director of Annual Giving

Thank you for your
amazing 20 years
of supporting Westmont.



What a friend you are to us! Once again you have honored us with a gift that is making a difference in the lives of Westmont Students.

Thank you for your
amazing 20 years
of supporting Westmont.

Thank You

Thank You Bridge Builder

THANKS

Thank you very much
for supporting L.E.A.P.

THANKS
MUCH!



Your Giving Statement:
An opportunity to say,
“Thank You!”

FIRST UNITED METHODIST CHURCH
 600 STATE ST.
 SALEM, OR 97301
Pledge Report
 January 1, 2009 to March 31, 2008

Tom & Cesie Delve Scheuermann
 Tom Scheuermann
 1089 High St SE
 Salem OR 97302

<i>Pledge Description</i>	<i>Pledge Year</i>	<i>Pledge Type</i>	<i>Total Pledged</i>	<i>Received</i>	<i>Remaining Pledge</i>
<i>Interfaith Hospitality Network</i>	2009	Yearly	NoPledge	████████	NoPledge
<i>Music First</i>	2009	Yearly	NoPledge	████████	NoPledge
<i>General Fund</i>	2009	Monthly	████████	████████	████████
Total(s)			████████	████████	████████

Grand Total Pledge Summary

=====

<i>Total Pledged</i>	<i>Pledge Received</i>	<i>Remaining Pledge</i>	<i>Non-pledge Amount</i>	<i>Total Received</i>
████████	████████	████████	████████	████████

This statement reflects your giving for the 1st quarter of 2009. Thank you so much for your support of our ministries. Any goods or services you may have received in conjunction with these gifts were solely intangible religious benefits. Please call ██████ or ██████ with questions or corrections.

Marion and Polk Counties

Salem, OR 97301
United States

Statement Close Date : 11/19/2020
ID : 0191760-01
Phone :

Bill To : **Cesie Scheuermann**
Salem, OR 97302
United States

Campaign : Capital Campaign
Donation Method : In-House
Pledge Number : 1342341
Pledge Total :
Amount Paid :
Current Due :

Please Return Top Portion With Payment

Tax ID :

Name : **Cesie Scheuermann**
ID :
Phone :

<u>Date</u>	<u>Description</u>	<u>Scheduled</u>	<u>Payment</u>	<u>Due</u>
08/27/2020	Capital Campaign		\$0.00	

Current Due

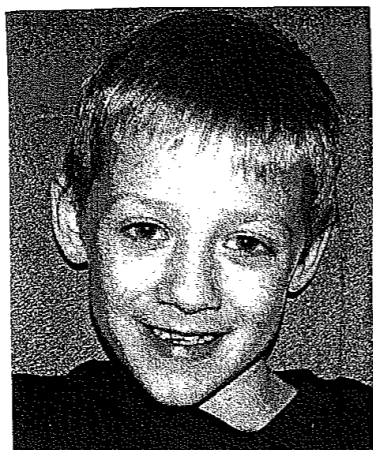
I began faithfully tithing as a spiritual discipline when I made the decision to become a member of Salem FUMC. I am not saying that tithing has always been easy. There have been times when I have paused and thought of all the other ways I could use that money.

I will say that as I have learned to tithe with a joyful heart, God has always ensured we have enough. I also know that my heart and my eyes are more open and able to recognize blessings in times when they may be difficult to spot. Because of this, our family continues to tithe as just one part of our spiritual formation.

Tithing is a way of thanking God for all that I have and all that I am, and for blessing me in spite of my humanness.

Melissa





I like Sunday.
School. we go to make
treats to eat Nancy B.
and Janelle are my

teachers. They
made snowflakes and we
decorated them. We learned
that God sent angels and
gave Mary and Joseph dreams

He sent the star to the
wise men too I like

the Church because at
Gathering at the well we
get a lot of food. All that
food takes a long time
to prepare

Austin G. Age 6 1/2

You are making a difference in the lives of children!

During August, we had a blast at Vacation Bible School on Wednesday nights. We had a group of about 25 kids from FUMC and Morningside UMC – plus some new friends – who came together to sing songs, do art projects, explore science activities and play games outside.

We learned about how to be kind to yourself, how to be kind to each other and how to be kind to your neighbor...even those you don't know. During a summer where things still felt weird and different, it felt good and important that we were able to spend time together, learning about God and making new friends.

On behalf of the team of volunteers who worked hard at planning all the activities, it was so helpful to know we had the financial support of all of you. *Thank you* for your continued support in making our kids' young church experience such a positive one!



Lauren Keller, Coordinator, FUMC VBS



Just one of our sweet VBS kids.

Memorial Gifts:
An opportunity to say,
“Thank You!”

Salem First United Methodist Church

600 State Street
Salem, OR 97301
(503) 364-6709 SalemFirstUMC.org

March 26, 2018

Name
Address
City, State Zip



Dear:

What a blessing your gift is to us!

Thank you for your generous donation to Salem First United Methodist Church in memory of Jim Murch. Jim was one of our very favorite people. He tirelessly gave of his time to this place – he was the true “Energizer Bunny” – and he cared about the people of this faith community who are seeking to become the hands and feet of Jesus.

Your gift will go toward making a difference at Salem First United Methodist Church. Whether it’s through the youth program, our many outreach ministries, or the music program, your gift is a fitting honor to Jim’s life. No doubt, Jim would have been thrilled to be remembered in this way. We will be sure to let Jane know of your contribution as well.

Like you, we mourn Jim’s passing but are buoyed by the fact that his spirit lives on in our collective memories and the way he touched our lives. Once again, *thank you* for your donation. We pray that Jim’s legacy will inspire us all to make a difference wherever we are called to serve.

God bless you,

Rev. Dan Pitney

26-Mar-12

Before

Cecilia Scheuermann

Dear Cecilia,

On behalf of the Board of Camping, Outdoor and Retreat Ministries I wish to thank you for your gift of \$000.00. Your gift will go towards the retaining wall at Camp Starburst.

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Grace and peace,

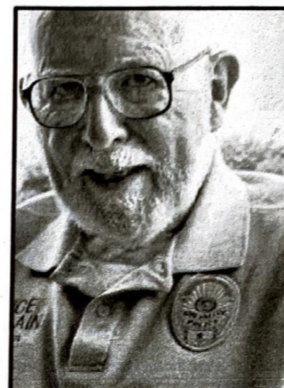
John Smith
General Manager
Camping & Outdoor Retreat Ministries

After

Camping & Outdoor Retreat Ministries
Awesome Annual Conference of the United Methodist Church
1234 John Wesley Lane
Warm Heart, State 000000
(503) 000-0000 camping.org

October 27, 2022

Cesie Delve Scheuermann
Address
City, State Zip



Dear Cesie:

You are making a difference in the life of a camper!

On behalf of the staff at Camp Starburst, thank you for your generous gift in memory of Rev. Frank Witman. Your gift will go toward rebuilding the retaining wall at Camp Starburst. If you were a camper there, you know how badly it needs to be rebuilt. Thank you, for this investment in the lives of campers.

Frank made camping a special and life-changing experience. Your gift will go a long way in keeping his memory alive. What a blessing it is to know how God uses people like Frank *and* people like you to make a difference in the lives of young people.

Once again, thank you. May God richly bless you.

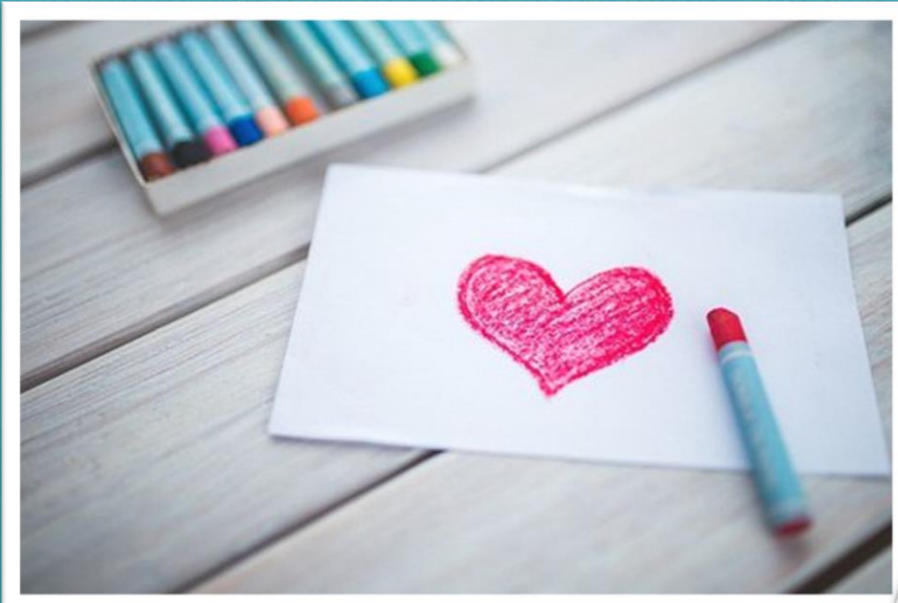
John Smith

John Smith
General Manager
Camping & Outdoor Retreat Ministries

*Thank you
for your heart-felt
letter about Frank.
We will be sure to
share it with his
family. We miss
him.*

Thank you for your generous gift of \$000. In accordance with IRS agreements, we confirm that you have received no goods or services from the Awesome Annual Conference of the United Methodist Church in return for your donation.

Holidays:
Another opportunity to say,
“Thank You!”



Other
ways to say
“Thank You”?

(Share your ideas in the chat!)



Making a Difference

YL younglife.

IN THE POOL AT WASHINGTON FAMILY RANCH!

Yes their laughter is contagious but their smiles just partially tell the story of what happens at Young Life Camp. What's not visible in the picture is the power of the Gospel at work in their lives. It's our prayer for each of them. Thank you for your partnership in prayer and support in this mission for each kid with the love of Christ.

Wayne Patterson
Area Director
Greater Salem Young Life



Because of you, 19 youth and 4 adults from Open Door Youth Ministry spent a week of our summer on the Yakama Reservation. We worked hard putting our faith into action, by cleaning up the yard of an elder of the tribe and learning amazing things about the culture of the Yakama people. Those who went on the trip were transformed by their experiences. Thank you for your support of our wonderful youth, we couldn't have these life changing experiences without your support.

Thank You!



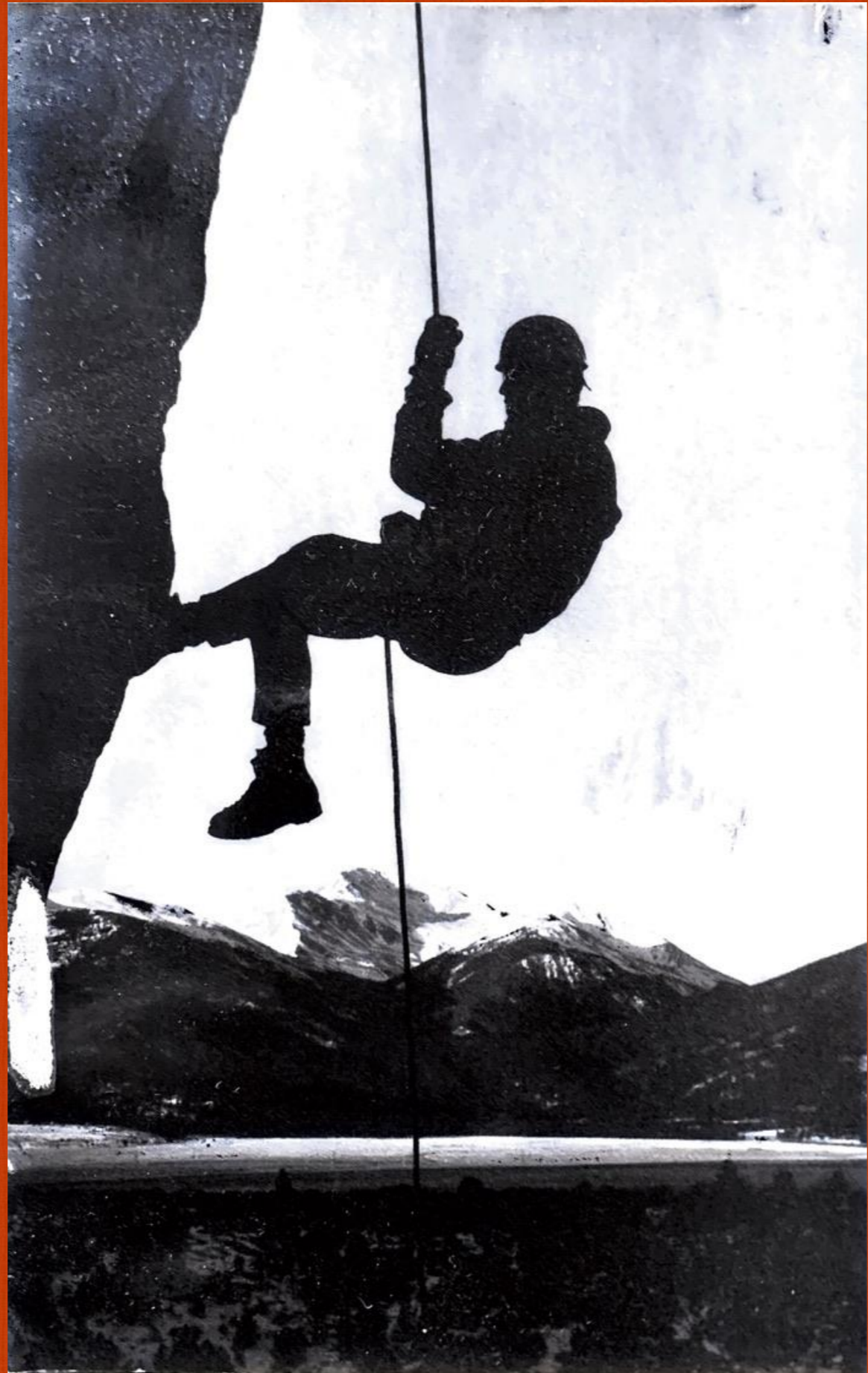
2017 POSTCARD | USA

Tom and Cesie Scheuermann

E

SALEM, OR 97302





Challenge is an understatement when you lean back in the harness, trust the rope and step back over the edge to rappel! At Noah's Ark in Buena Vista, CO. rappelling and rock climbs are available daily for beginner to advanced climbers.

CLEVELAND OH 440

22 JUL 2021 PM 6 L
Photo by Chuck Gishowitz



Dear Mr. and Mrs.
Scheuermann,

THANK you for your
donation to the Colorado Kids.

This year we were able to
reach a 14000 ft mountain
called mt. Huron. We were
also able to swim in a
freezing, clear lake. I appreciate
you for allowing this to

happen.

Thanks again,

7302-413283 the
Lance

Colorado Kids

Thank you!
Marty

CESIE ; TOM
SCHEUERMANN
1089 HIGH ST. SE
SALEM, OREGON
97302

Feeling Creative?
Say “thank you”
with a video!







Other
ways to say
“Thank You”?

(Share your ideas in the chat!)

The
Henri
Nouwen
Spirituality
Series

A Spirituality of Fundraising

Henri J.M. Nouwen

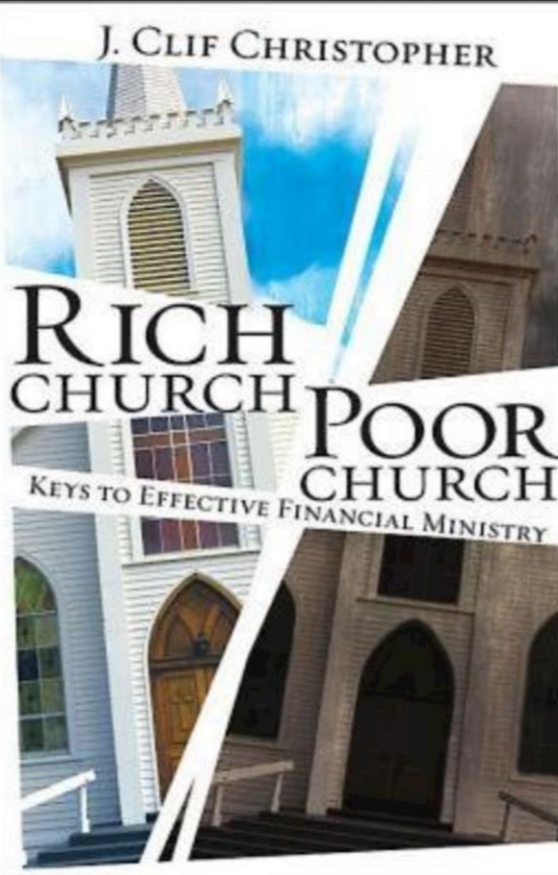


John S. Mogabgab, Series Editor

J. CLIF CHRISTOPHER

RICH CHURCH POOR CHURCH

KEYS TO EFFECTIVE FINANCIAL MINISTRY



Ask, Thank, Tell



Improving
Stewardship Ministry
in Your
Congregation

Charles R. Lane

Ministry and Money

A Practical Guide for Pastors



Janet T. Jamieson
and Philip D. Jamieson



Generosity, Stewardship, and Abundance

A TRANSFORMATIONAL
GUIDE TO
CHURCH FINANCE

Lovett H. Weems Jr.
and Ann A. Michel

Questions?



Cesie Delve Scheuermann
InspringGenerosity@gmail.com
CesieScheuermann.com

But wait! There's more!

Shoot Ciesie an email at InspiringGenerosity@gmail.com and she'll sign you up for her weekly "Inspiring Generosity" blog (you won't regret it). To thank you, I'll forward you:

1. "A Thank You that Broke (Some of) the Rules"
2. My blog post: "Perhaps, the Most Important Person a Visitor will Meet"



WHO'S AWESOME?

You're awesome!