



## 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



## THANKING AS MINISTRY

November 19<sup>th</sup> and 20<sup>th</sup>

Cesie Delve Scheuermann

[CesieScheuermann.com](http://CesieScheuermann.com)

[InspiringGenerosity@gmail.com](mailto:InspiringGenerosity@gmail.com)



Let's take a poll  
(or two or three)!



Culture Change

Technical Change





Michael Jr.,  
“Know Your Why”



Simon Sinek,  
“How Great Leaders  
Inspire Action”

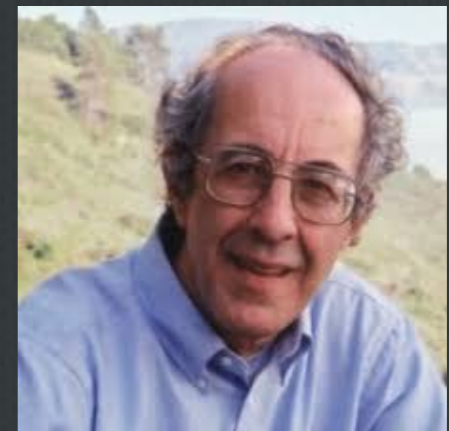


Can thanking be a spiritual  
experience?

In the past I always thought of gratitude as a spontaneous response to the awareness of gifts received, but now I realize that gratitude can also be lived as a discipline.

The discipline of gratitude is the explicit effort to acknowledge that all I am and have is given to me as a gift of love, a gift to be celebrated with joy.

- Henri Nouwen



What does it mean to be rich towards God? Because Scripture says the earth and everything in it belong to God. So, God isn't in like, financial trouble and needs a bailout or payday loan.

Maybe being rich towards God starts with noticing how rich God has been toward us. How scarcity is not in God's lexicon. Scarcity is just something we create for others and fear for ourselves. God didn't create the cosmos by being stingy or holding back...

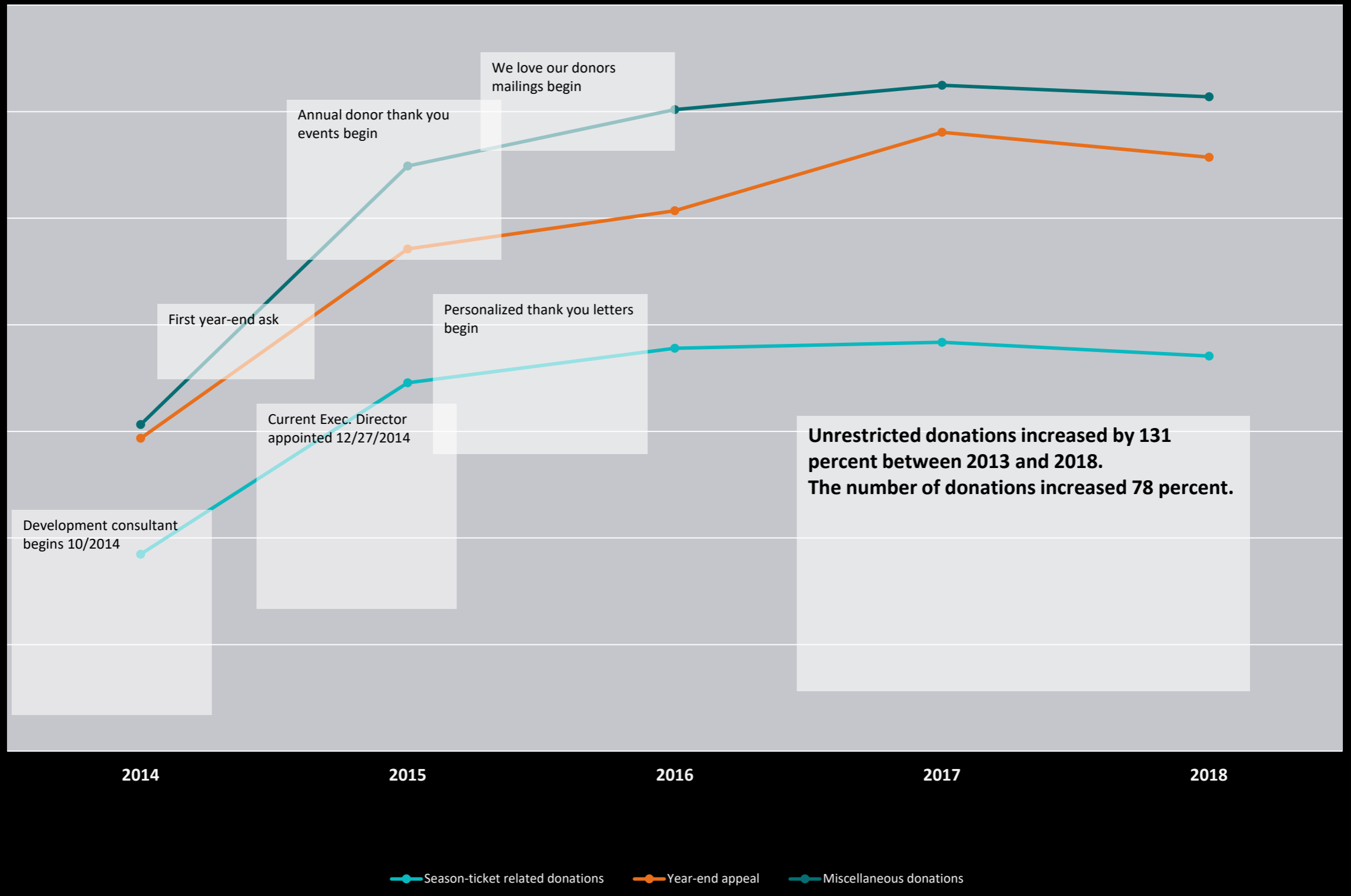
I mean, eleven thousand species of birds, over thirteen billion light-years of stars, more kinds of flowers, landscapes and humans than we know what to do with? God's abundance is written into the DNA of our universe.

- Nadia Bolz-Weber



# A Culture of Gratitude





How do you know  
who to thank?

# Knowledge of Individual Giving Records

55% of US congregations say their head clergyperson has *access* to individual giving records.

58% of those clergy who have access report actually looking at the giving records.

In congregations where the clergy had access and used that access, 58% had a trend of increased giving over the past three years (relative to 48% of all congregations reporting increased giving)

2020/24 UMC Book of Discipline  
(paragraph 340.2c.2.c.)

To ensure membership care including compliance with charitable giving documentation requirements and to provide appropriate pastoral care, *the pastor*, in cooperation with the financial secretary, *shall have access to and responsibility for professional stewardship of congregational giving records.*

(emphasis added)

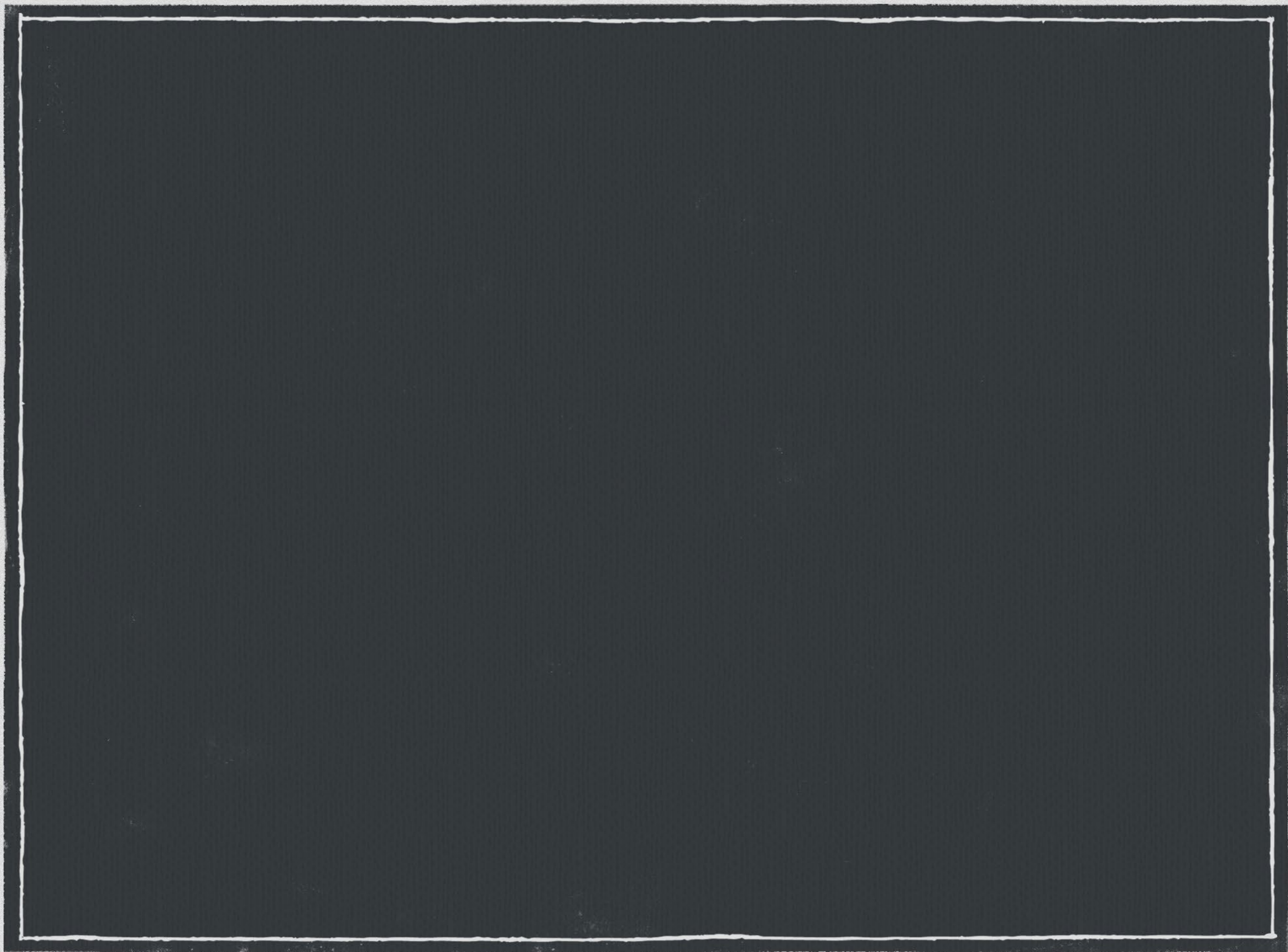
# Technical Change

# Saying





The World's Worst  
Thank You Letter...

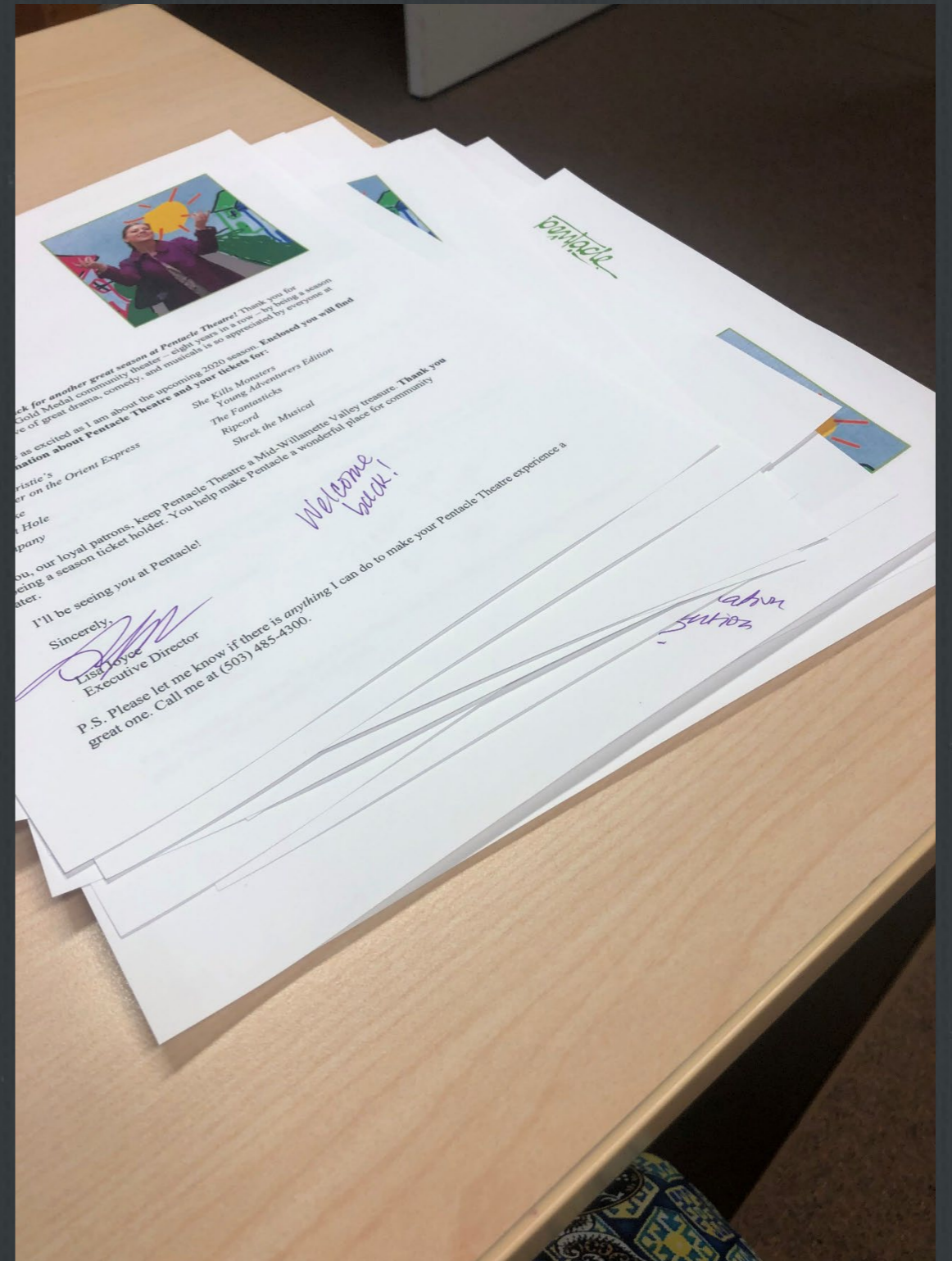


The one that's never written.

*No mention of the letter I sent!*

## 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:

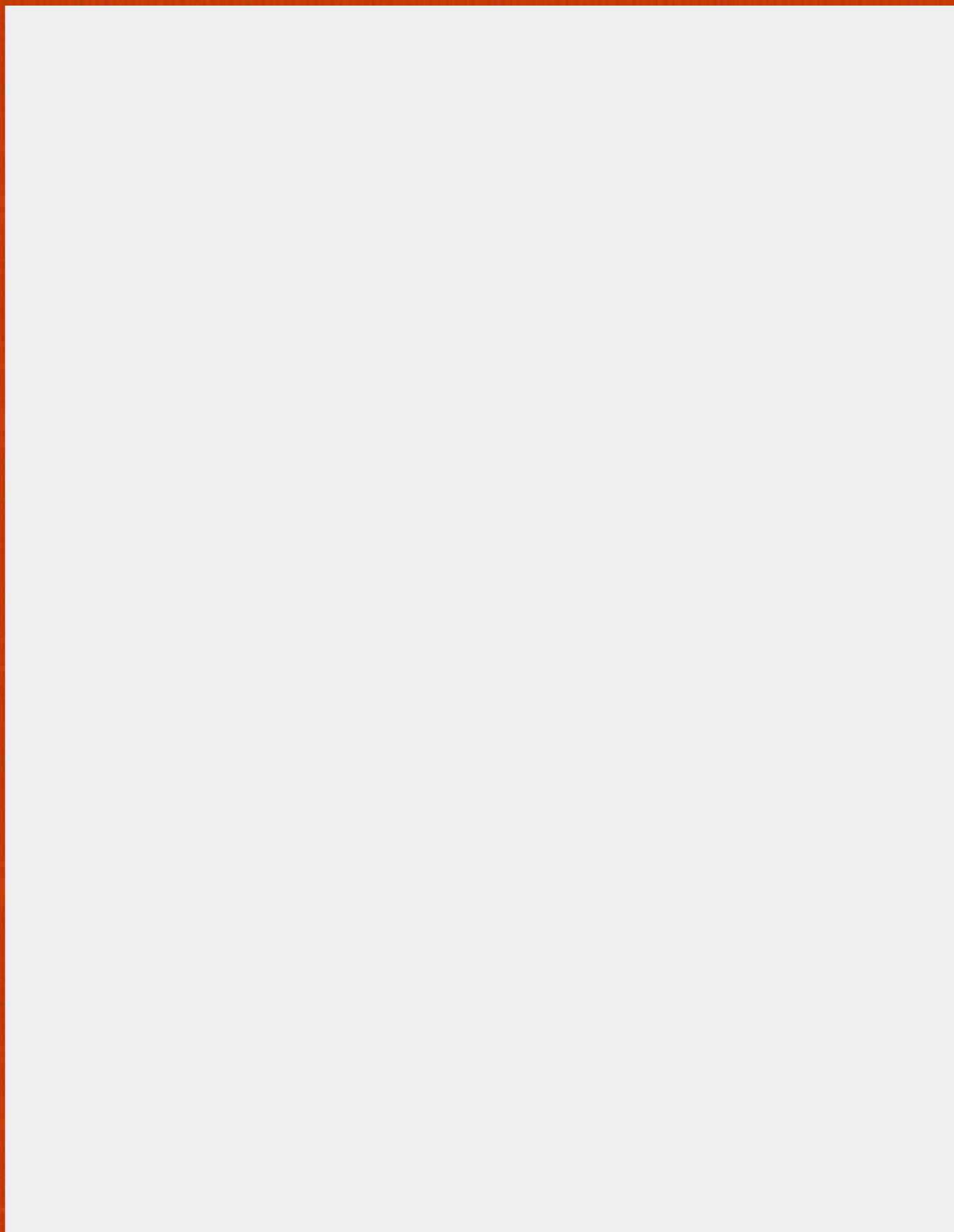
Wow! Your gift was a blessing.

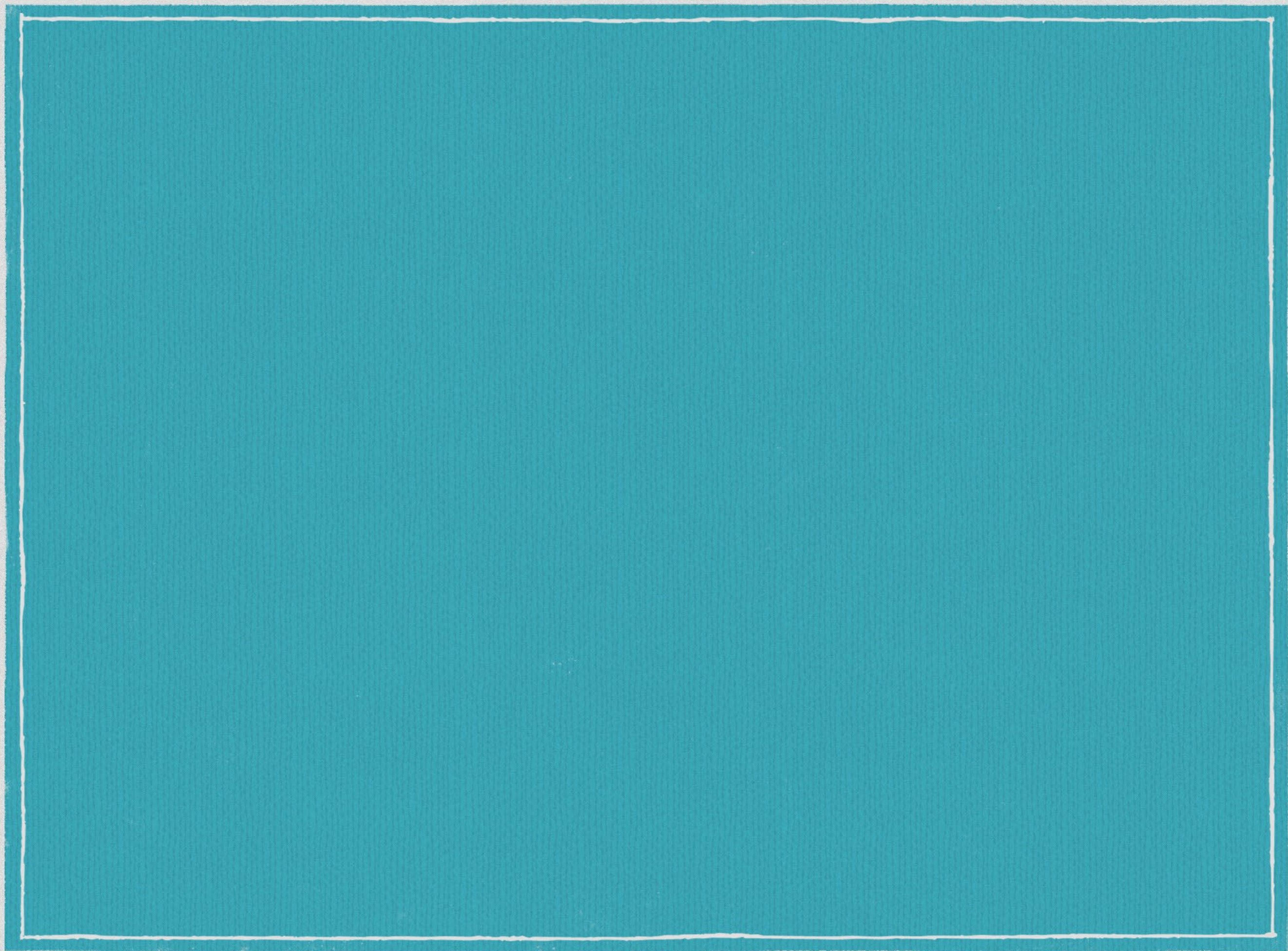
What would we do without you?

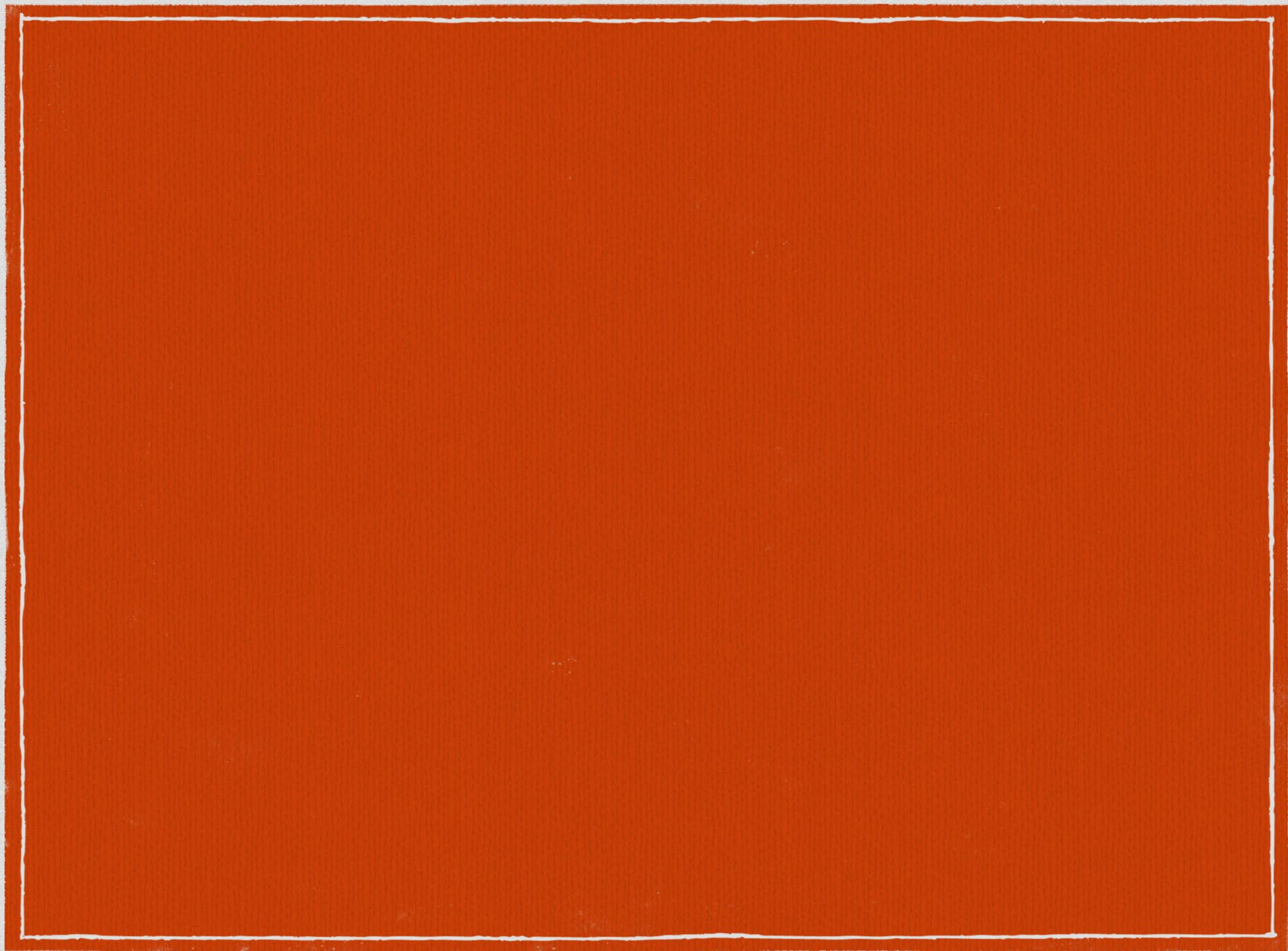
You are making the world a better place.

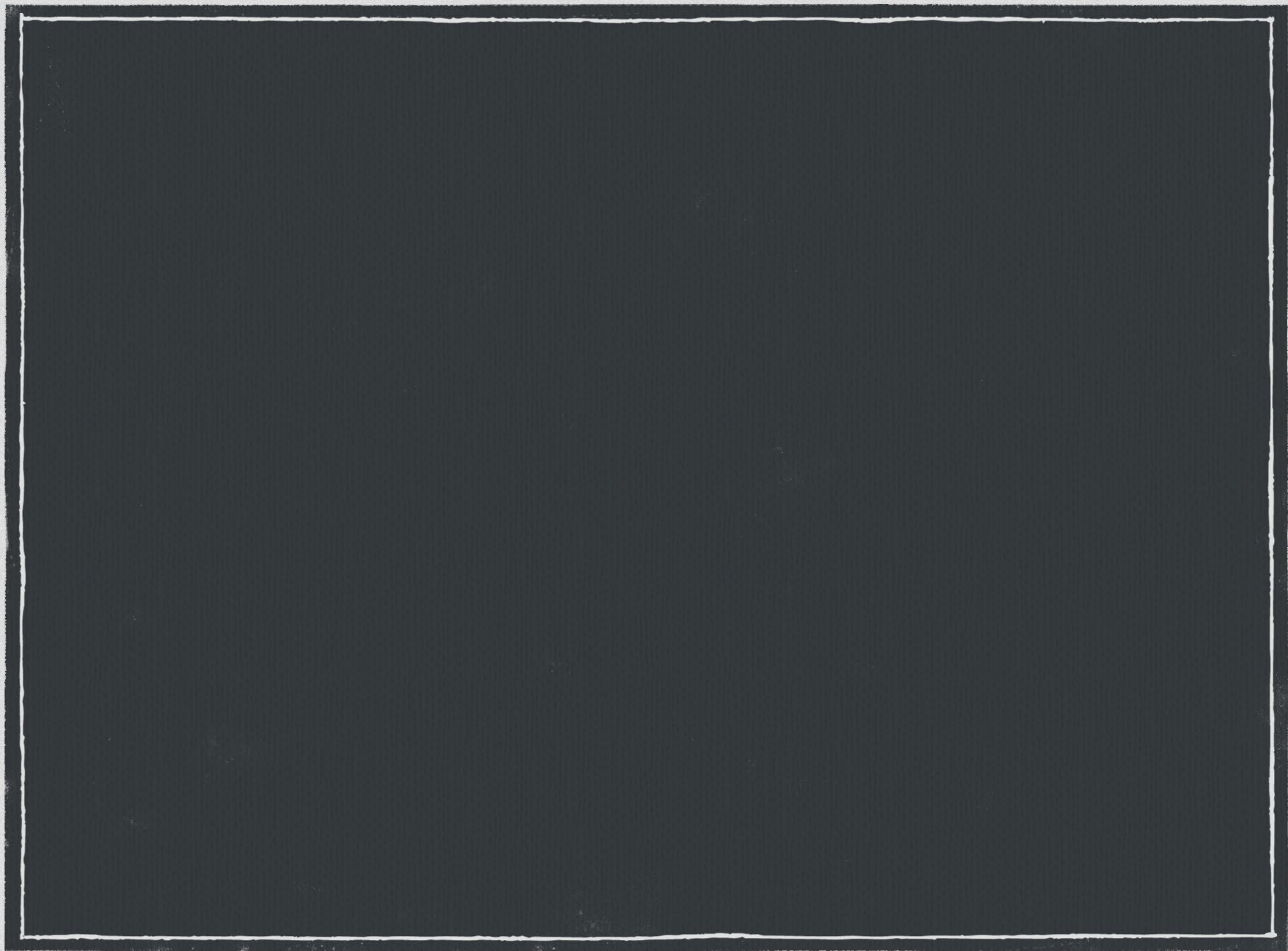
Thank you for being a partner in the work of God.

You are being the hands and feet of Christ!









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	████████	████████	████████
<b>Total(s)</b>			████████	████████	████████

**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

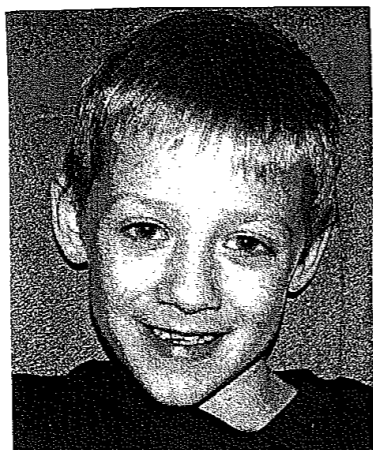
I began faithfully tithing as a spiritual discipline when I made the decision to become a member of Salem FUMC. I am not saying that tithing has always been easy. There have been times when I have paused and thought of all the other ways I could use that money.

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

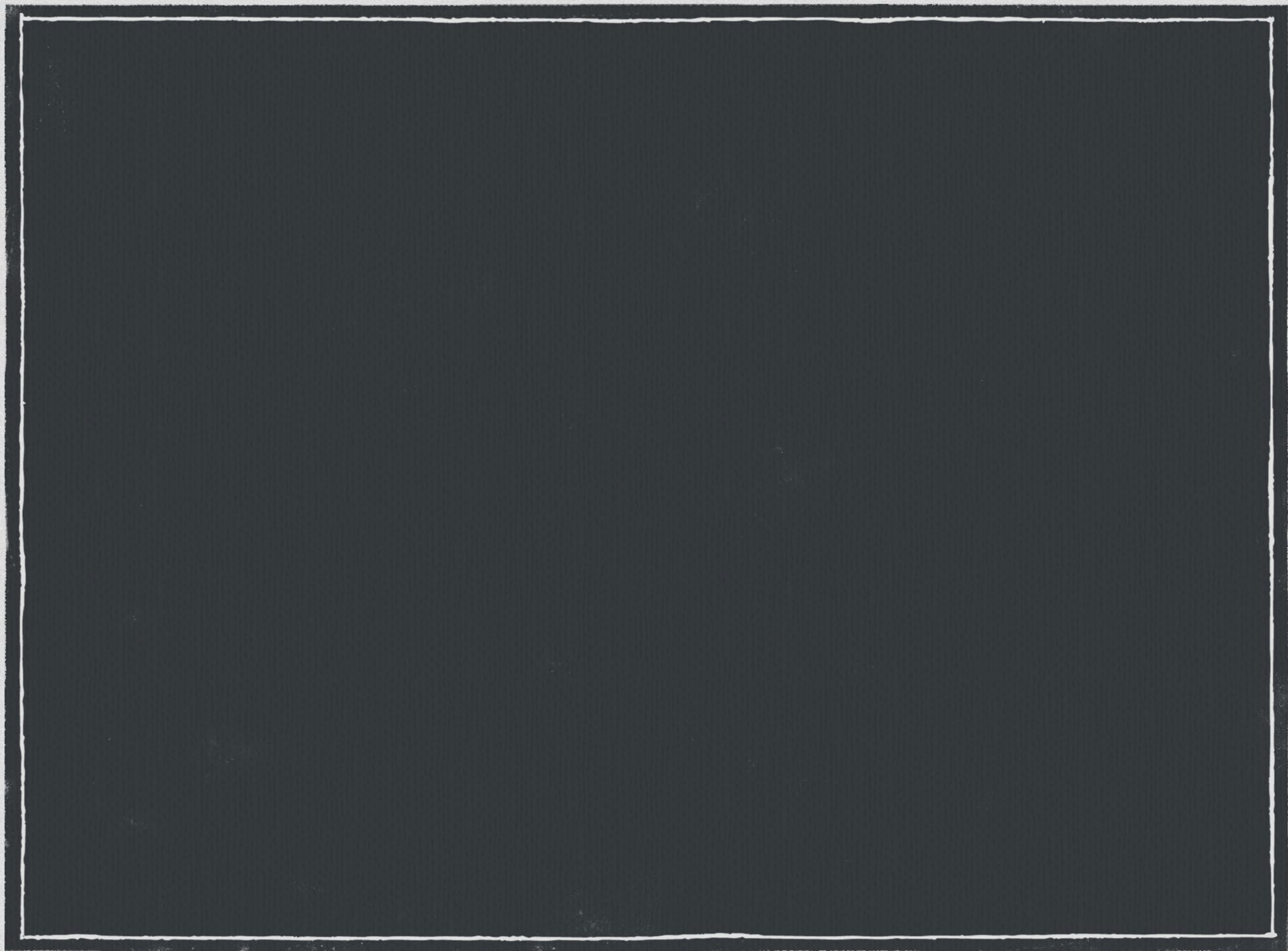
teachers. They  
made snowflakes and we  
decorated them. We learned  
that God sent angels and  
gave Mary and Joseph dreams

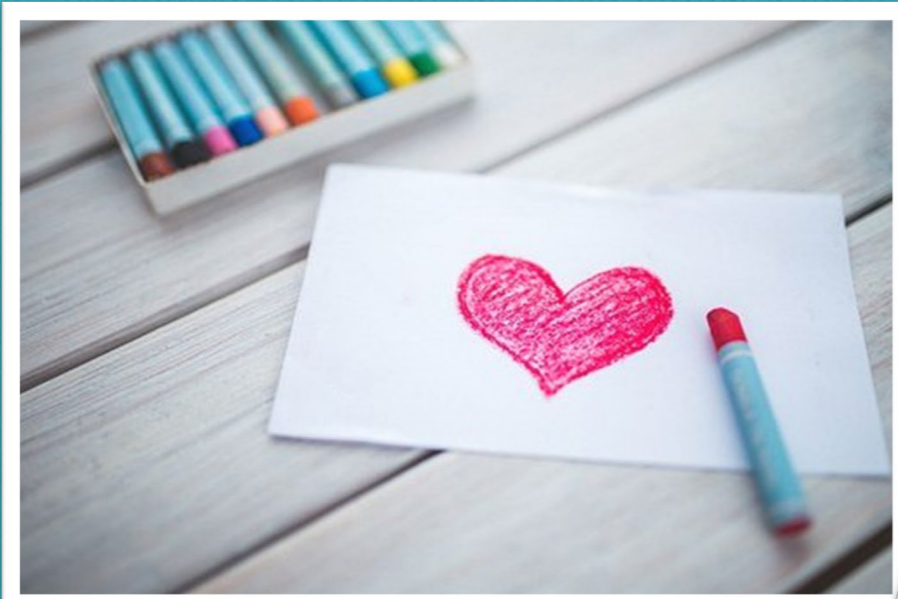
He sent the star to the  
wise men too I like

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

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





Other  
ways to say  
“Thank You”?

(Share your ideas in the chat!)

**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,

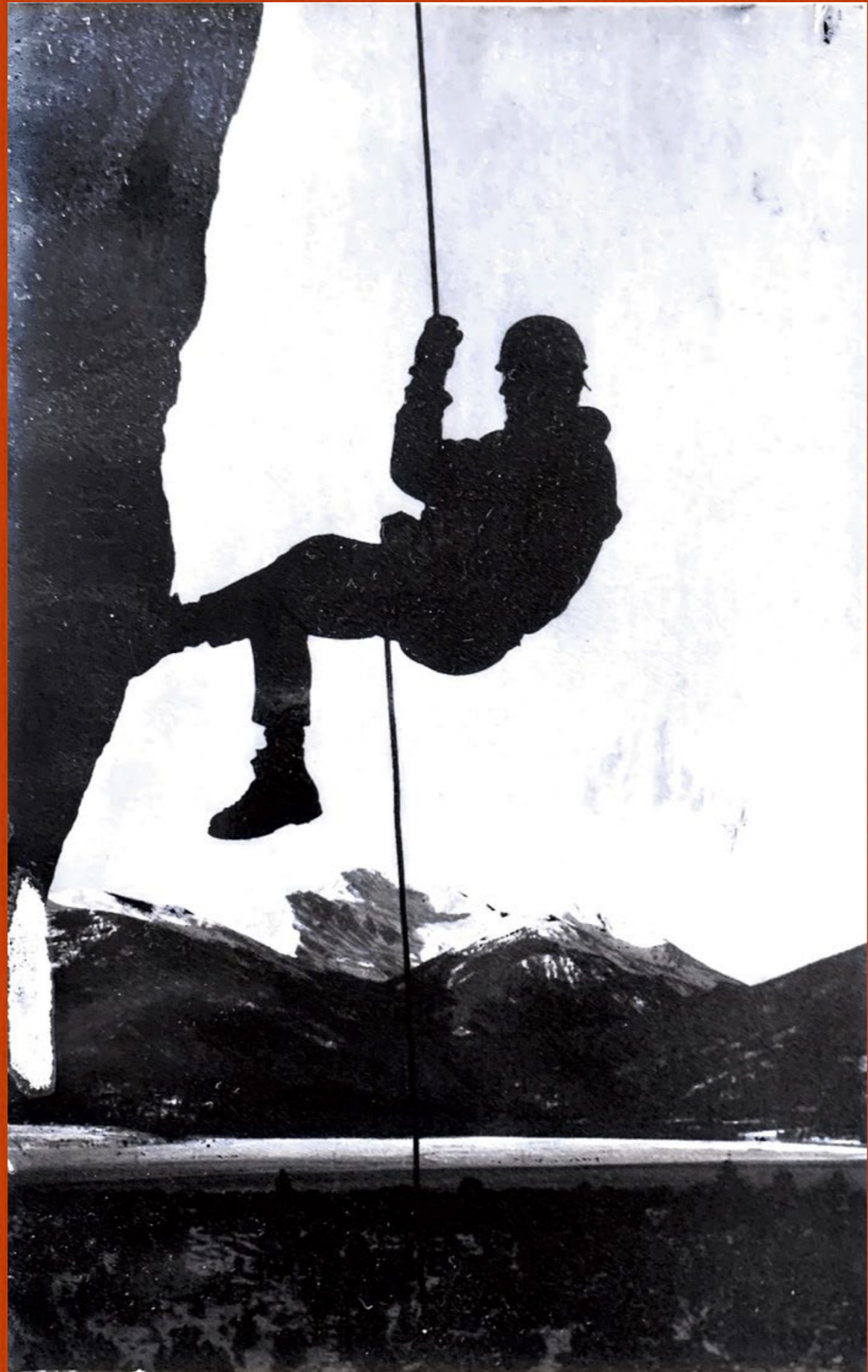
Rev. Dan Pitney



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Get your leaders  
involved in thanking!





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 peak 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.

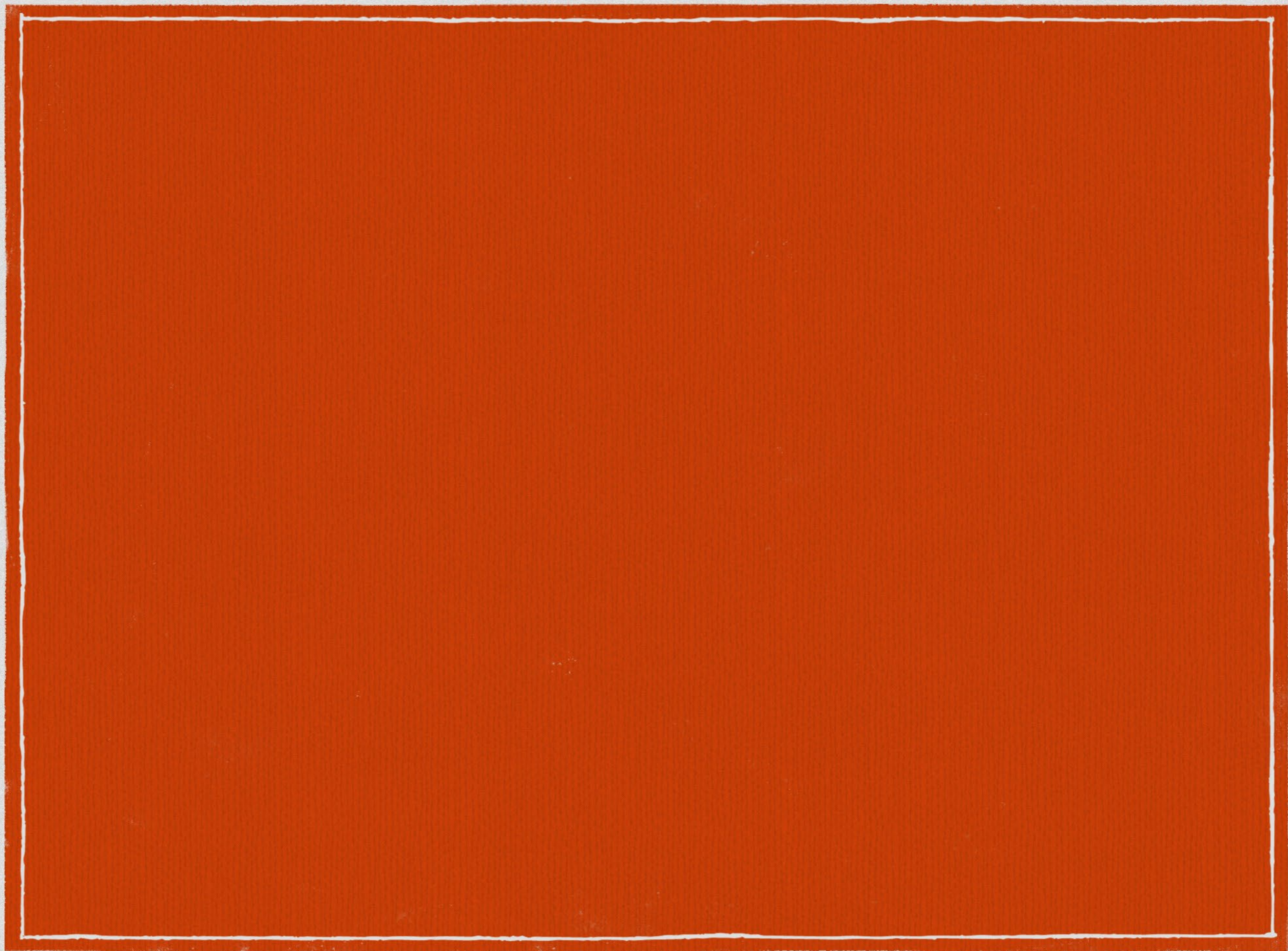
Thanks again,

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

7302-413283mc

Colorado Kids

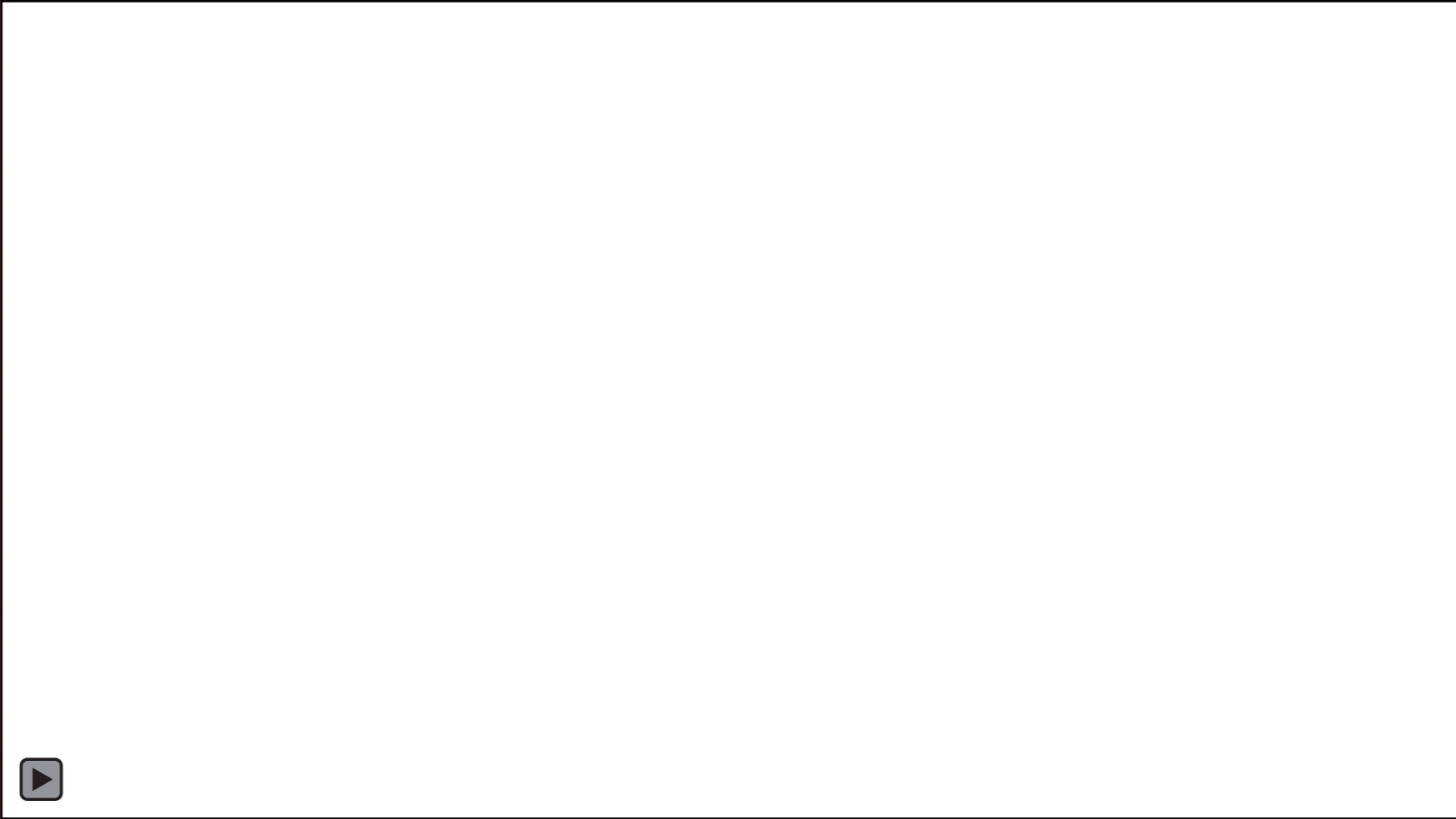
Thank you! Mandy





Rooted in  
Kindness

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



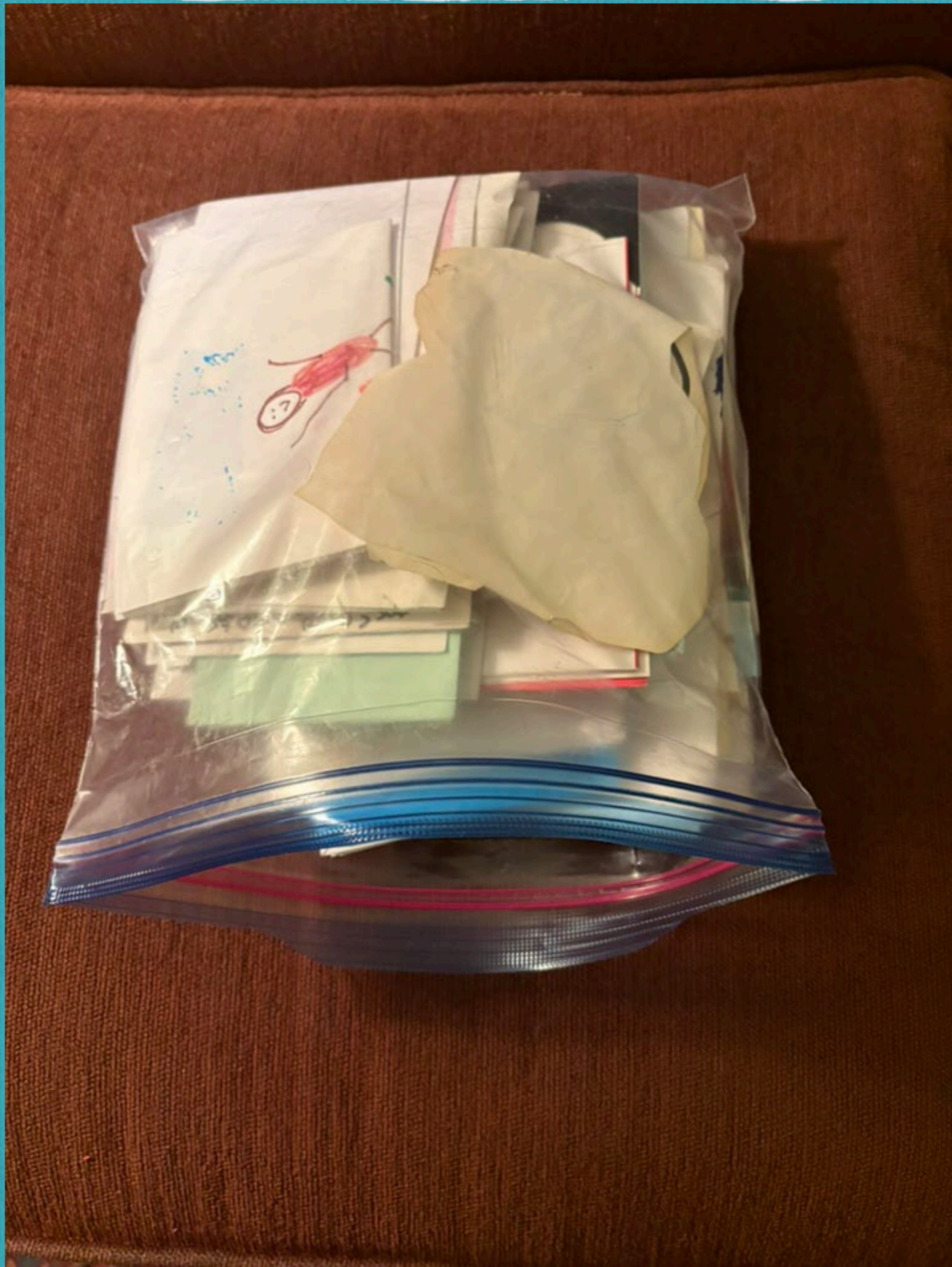


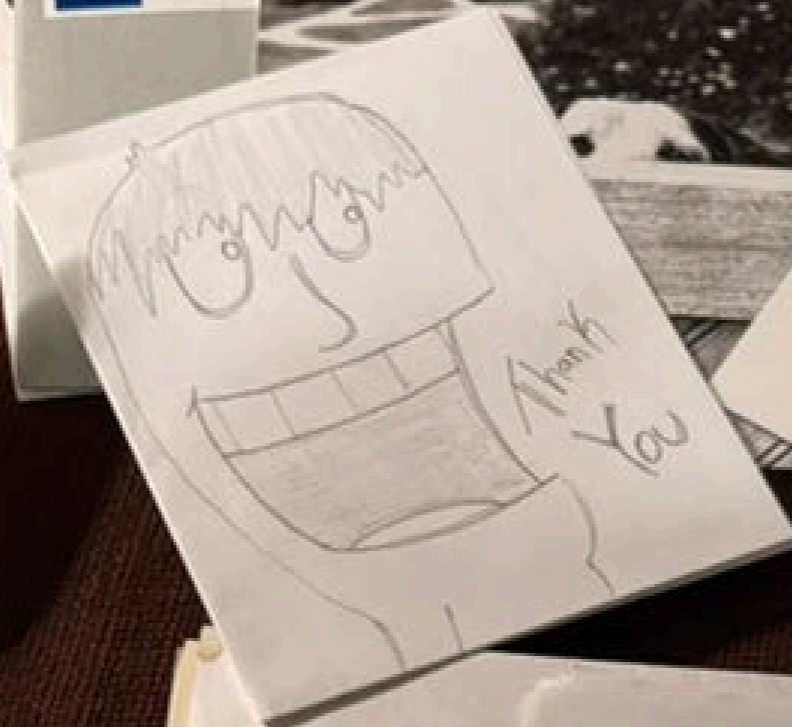
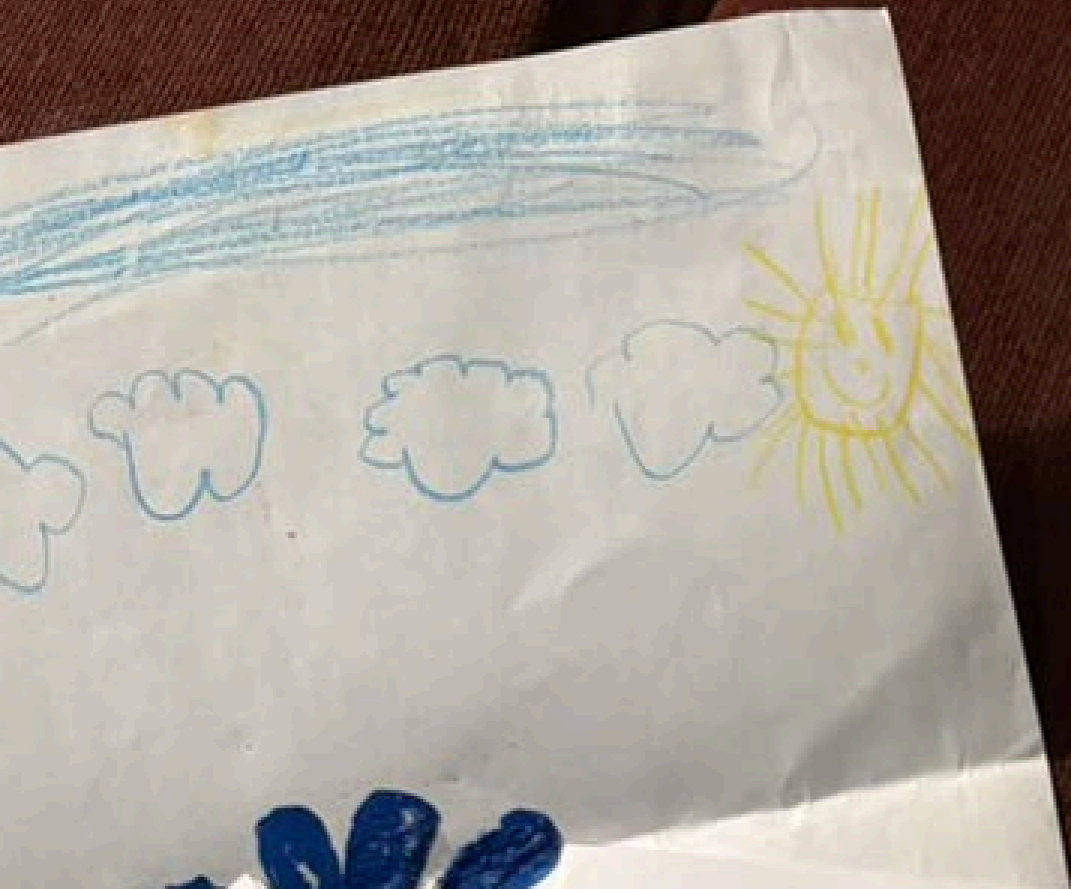
<b>July</b>	<p>___ <b>Begin planning your Annual Pledge Campaign.</b> <a href="#">Thinking about a Fall Pledge Campaign?</a></p> <p>___ <b>Start looking at your 2026 budget;</b> what dreams do you have for your congregation? This will influence your Annual Pledge Campaign. <a href="#">Why are Salaries and Overhead Important? Mission.</a></p> <p>___ <b>Ad Council writes thank you notes</b> to those who regularly pledge. <a href="#">Saying Thank You: Get Your Leaders Involved.</a></p> <p>___ <b>Newsletter article</b> on how generosity in your church is making a difference, post on FB.</p> <p>___ <b>Preach</b> on the power of giving. <a href="#">Why You Must Preach about Money.</a></p>
<b>August</b>	<p>___ <b>Testimony in worship</b> from someone talking about how your congregation has made a difference in their lives, post on FB and in your newsletter.</p>
<b>September</b>	<p>___ <b>Quarterly Giving Statement</b> goes out with a thank you or testimony from a church member (remember to have them sign it and add close-up picture = big bonus!).</p> <p>___ <b>Offer a Sunday School class</b> on the connection between money and justice.</p> <p>___ <b>Newsletter article</b> on how generosity in your church is making a difference, post on FB.</p>
<b>October</b>	<p>___ <b>Start your Annual Pledge Campaign!</b></p> <p>___ Prepare the <b>special offering Thanksgiving letter</b> – don't forget to sign it and include an envelope.</p> <p>___ <b>Testimony in worship</b> from someone talking about how your congregation has made a difference in their lives, post on FB and in your newsletter.</p> <p>___ <b>All Saints Sunday.</b> Celebrate the saints who have gone before you; remind people about legacy gifts. <a href="#">It's Time to Celebrate the Saints.</a></p>
<b>November</b>	<p>___ <b>Send a special offering Thanksgiving letter</b> – tell a story of impact.</p> <p>___ <b>Write your year-end Christmas letter.</b> <a href="#">You Can Do It! Write Your Year-End Letter.</a></p> <p>___ <b>Newsletter article</b> on how generosity in your church is making a difference, post on FB.</p>
<b>December</b>	<p>___ <b>Testimony in worship</b> from someone talking about how your congregation has made a difference in their lives.</p> <p>___ <b>Christmas letter goes out</b> – don't forget to include an envelope and highlight where the money will go, put the letter on your website, send via email, and post on FB. <a href="#">6 Tips for a Great Christmas Letter.</a></p> <p>___ Determine where the <b>Christmas Eve offering</b> will be designated and talk about it in worship.</p>

**\*Weekly:**


- ✓ **Every Monday, write three gratitude notes** to someone in your congregation or community.
- ✓ **Highlight your congregation's generosity during worship.**
- ✓ **Do one thing that scares you** (Eleanor Roosevelt said *every day* – but start with once a week & build up from there).
- ✓ **Talk and listen to someone with a different perspective than yours.**
- ✓ Know that someone (me) is cheering you on. **God bless you and your work!**

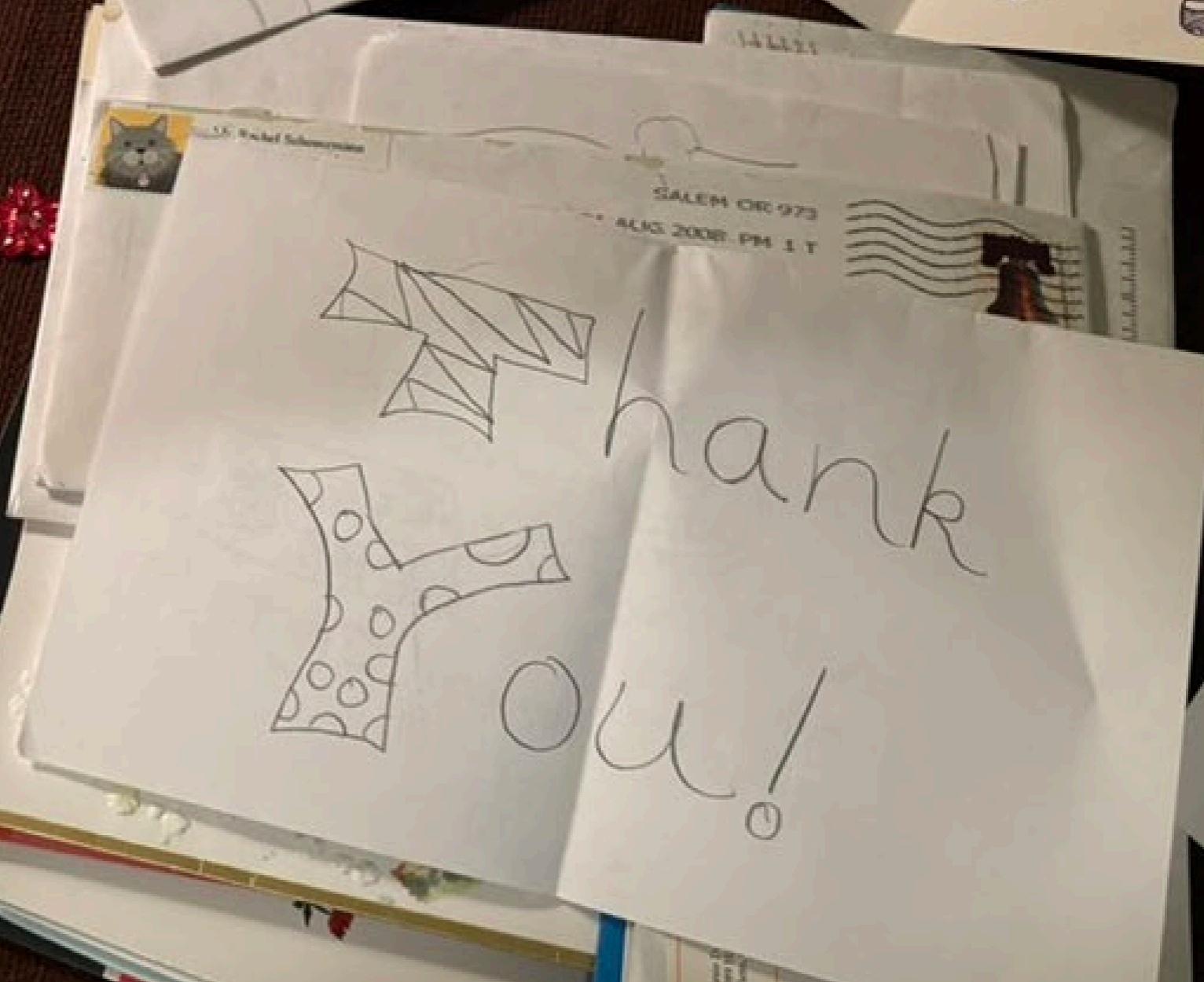
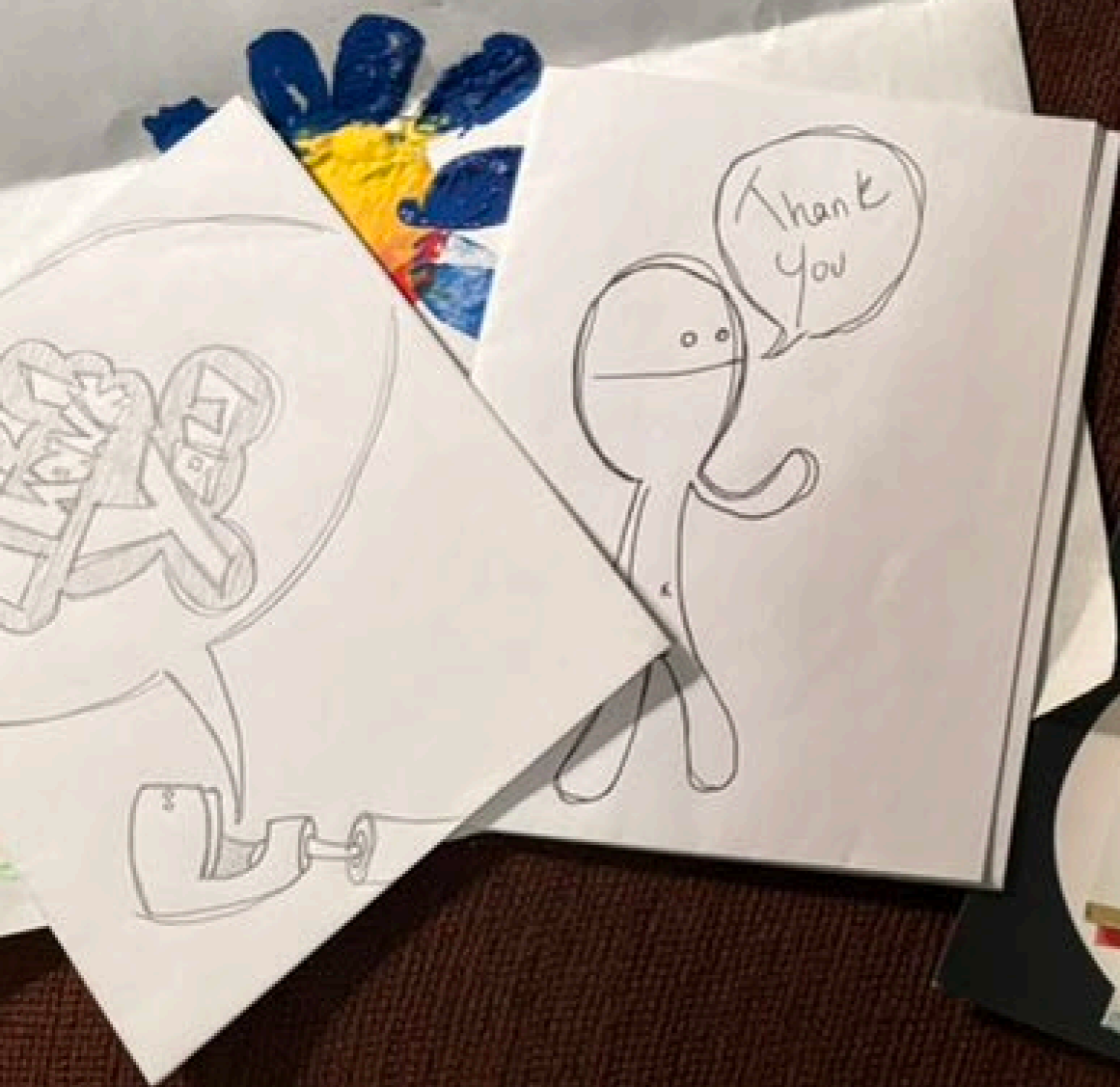
One last story...  
why saying  
“thank you” is important






Dear Barbara, Mike, and Danny,  
Thank you so much for the  
huge tin of goodies. We've eaten  
a ton of them and plan to finish  
off the rest to soon.  
We're off to Mexico in a week.  
The first Easter away from home.  
Kind of weird  
As the card says:  
You're always in my thoughts  
and heart.  
Hope to see you soon.  
Love,  
Luke

YOU  
in my  
and forever  




141121  
SALEM OR 973  
AUG 2008 PM 1 T  


Thanking

*is*

ministry!

# Questions?



**Cesie Delve Scheuermann**  
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[CesieScheuermann.com](http://CesieScheuermann.com)