## **Faithful and Generous**

## Teaching Stewardship, Practicing Development

| Stewardship                                                                                                                                                                                                                                    | Development                                                                                                                                                                                                                                                        |
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| Stewardship calls us to recognize that everything we have is a gift from God and that we have an obligation to return a portion of those gifts back to Him.                                                                                    | Development calls us to recognize that a parish has financial obligations, bills to pay, facilities to maintain and ministries and programs to fund.                                                                                                               |
| Stewardship is a spiritual, faith process, centered on an individual's relationship with Jesus as we meet Him in the Eucharist and as we follow Him in our daily lives.                                                                        | Development is a strategic process, centered on the relationship between donor and parish, and involving communications, solicitation, recognition and evaluation.                                                                                                 |
| Stewardship is about the need each of us has to give. It concentrates on the fact that every person is called to give back to God in gratitude for all that God has given to us. We feel peace and joy when we fulfill this need in our lives. | Development is about the need the parish has to receive. It concentrates on clearly articulating the parish's need and ascertaining that the donors understand and support those needs. We feel a sense of satisfaction when we are able to help meet those needs. |
| Stewardship touches our hearts. Stewardship seeks a spiritual conversion, a complete change in the way we live our lives.                                                                                                                      | Development touches our checkbooks or our daily planners. Development seeks a specific action – a gift, a contribution, an involvement.                                                                                                                            |
| Stewardship occurs every moment of our lives. Stewardship is how we live our lives.                                                                                                                                                            | Development occurs at specific times of the year, usually following a set annual calendar.                                                                                                                                                                         |
| Stewardship helps people to realize and respond to the call of Jesus. It encourages us to <b>give out of love</b> .                                                                                                                            | Development helps people fulfill their own need to make a difference. It encourages us to give out of goodwill.                                                                                                                                                    |
| Stewardship is about <b>who we are</b> – the people of God, the disciples of Jesus.                                                                                                                                                            | Development is about <b>what we do</b> – both the spiritual and temporal activities of the parish.                                                                                                                                                                 |
| Stewardship creates a sense of membership in the family of God and a sense of ownership in the parish.                                                                                                                                         | Development <b>creates an interest</b> in the operations and functioning of the parish.                                                                                                                                                                            |

| Stewardship stresses why we give.                                                                                                                                        | Development stresses how we can give.                                                                                                                                                |
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| Stewardship is the way God has asked us to live our lives.                                                                                                               | Development is a systematic approach, developed by educated professionals, for securing financial support for non-profit organizations.                                              |
| Good stewardship has helped parishes all across the country establish strong faith communities, fulfill their mission and realize their full potential to do God's work. | Good development has helped non- profits all across the country establish strong organizations, fulfill their missions and realize their full potential to do good in the community. |

## Why Teach Stewardship?

- ➤ God Tells Us To
- ➤ Church Leaders Encourage It It's How the Church Was Built
- ➤ Increases Financial Commitment 10 to 20% first year; 8% higher than non-stewardship parishes
- > Increases Parish Vitality through More Gifts of Time and Talent
- Enriches Parishioners Faith Life through More Time Spent with God

## Why Practice Development

- ➤ It's What Our 1Million Competitors Are Doing
- ➤ It Helps Our Appeal Be Noticed Among the 10x More Appeals that Parishioners Are Receiving (Nearly 40% of all charities were created in the last decade!)
- > It Helps Us Articulate Our Vision, Our Need and Our Gratitude
- > It Gives Organization and Professionalism to Our Efforts

Archdiocese of St. Louis – Office of Stewardship and Development

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www.archstl.org/stewardship