

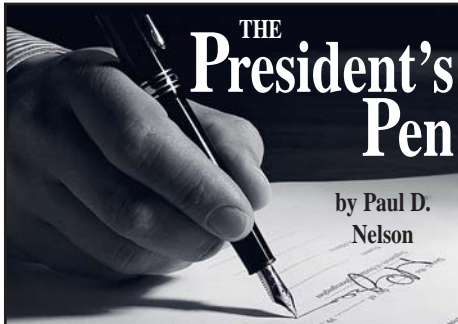


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A PUBLICATION OF THE EVANGELICAL COUNCIL FOR FINANCIAL ACCOUNTABILITY

FOCUS

ON ACCOUNTABILITY Second Quarter 2003



THE President's Pen

by Paul D. Nelson



Mixing the Old and the New

In this issue of *Focus on Accountability*, we unveil ECFA's new look. An updated seal, a new tag line, and a fresh color—all to demonstrate that ECFA is on the "cutting edge" and not growing stale. At least that's what branding experts tell us is necessary in a world of competing images that vie for public attention.

Staying current is essential in our fast-paced culture. It is evident in the clothes we wear, the cars we drive, the music we listen to, and even the food we eat. We are very faddish. I suppose ECFA's new look could be accused of falling into that trap.

The reality, however, is that the essence of ECFA's standards has not changed. Its mission, now 24 years old, is as vibrant as ever. The enthusiasm of the staff, Standards Committee, and Board has never been higher. It's all tied to the cause that we serve—a changeless gospel message that relies upon "Jesus Christ, the same yesterday, today, and forever." So while we want to stay fresh and current, the commitment to our foundation is firmly

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FEATURE FEATURE FEATURE FEATURE

Raising Funds Based on Biblical Principles



An Interview with Wesley Willmer



Wesley Willmer has led a joint national CSA-ECFA effort to develop a set of biblical principles for stewardship and fund-raising. At the Christian Stewardship Association's 40th annual convention in January 2003, the new Biblical Principles for Stewardship and Fund-raising were unveiled (see page 7).

FOCUS recently interviewed Wesley Willmer concerning this work:

FOCUS: What was the single driving force for developing these principles?

Willmer: Evangelicalism is defined for its reliance on the Bible as God's inspired Word, which should direct all that we do in life. As I explain in *God and Your Stuff: The Vital Link Between Your Possessions and Your Soul* (NavPress 2002), today's Christian organizations, by and large, have adopted the secular fund-raising practices of our day and fail to adequately link practice with theology.

It is out of this void—of not linking faith and finances to the eternal condition of our souls—that I sensed a deep need across the country to provide some strategic leadership on what would be the biblical principles to guide evangelical organizations.

FOCUS: Has the church fulfilled its role to teach about possessions?

Willmer: Generally, no. As a Lilly

Endowment study revealed, "Today's pastors are, at best, reluctant stewards of their church's human, physical and financial resources." The topic of finances is the one pastors most avoid. Fear of sermons on money is the chief excuse for not attending church and not bringing guests. And today's seminaries, by their own admission, are extremely reluctant to

"We have adopted the secular fund-raising practices of our day."

take the lead in helping pastors and other church leaders learn how to become better stewards.

FOCUS: How bad is the situation?

Willmer: I believe there is a crisis. Randy Alcorn suggests: "Never have so many Christians believed that our monies and possessions are

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ON ACCOUNTABILITY

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Mixing the Old and the New

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established. We have not abandoned what is “old.”

Also with this issue we present a fresh approach to an age-old commandment regarding truthfulness. After over two years of study with some of the most learned scholars and theologians in our community, ECFA is unveiling its Biblical Principles for Stewardship and Fund-raising. The ten principles highlighted in this issue were developed in cooperation with the Christian Stewardship Association. As ECFA and CSA jointly appeal to those in the body of Christ who raise and spend funds, we ask that you guard against newfangled techniques

“The Principles call us back to the Word of God.”

that might dilute the old-fashioned method that is clearly outlined in Scripture. It’s okay to be fresh, but it must be without compromise.

ECFA’s fund-raising requirements began as “guidelines” and evolved into a Standard comprised of twelve parts—a reflection of ECFA’s desire to articulate the various components of fund-raising. They address more than truthfulness. A commentary was developed for each of the twelve parts, some of which are extensive, describing how they will be interpreted and administered. ECFA has even developed advisory opinions concerning fund-raising to further clarify the intent of the Standard.

The Biblical Principles for Stewardship and Fund-raising represent a fresh look at things foundational to ECFA’s fundamental Standards for fund-raising. While the Principles are presented as new, they are based on Scripture. They serve as a solid underpinning for ECFA Standard #7, rather than an exposition or explanation of it. The Principles call us back to the Word of God, proposing a timeless challenge for all who raise funds to take

a collective deep breath—to pause and consider the foundations for how we communicate the needs to further God’s kingdom.

I encourage you to read the Principles, study them, especially in concert with the related Scriptures. Talk about them in your Bible study groups. Encourage your pastor to speak about them. Use your own platform to proclaim them. As you allow these principles to be renewed in your heart, I believe they will generate a call back to timeless virtue. Let these biblically grounded Principles renew your ministry and freshen your fund-raising efforts! ☺

Interview with Wes Willmer

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ours to do with as we please.” Our culture is increasingly materialistic, and generous giving has diminished. The per capita percentage of giving is very low; e.g., mainline Protestants 2.8 percent, evangelicals 4 percent, and general population less than 1 percent.

FOCUS: How has culture impacted fund-raising for Christian ministries?

Willmer: As culture has redefined itself without God, so has it redefined our use of possessions without God. Robert Wuthnow (*God and Mammon in America*, Free Press, 1944) states: “There is a kind of mental or emotional gloss to contemporary religious teaching about money that prevents them [it] from having much impact on how people actually live their lives.”

FOCUS: Does current fund-raising literature adequately provide a biblical model for fund-raisers?

Willmer: Not really. As Adam Morris (senior director of stewardship and resource development at Biola University) learned in writing his doctoral dissertation, most scholars simply approach the issue from a “single topic” perspective; e.g., God’s ownership, material increase as a

gift from God, the dangers of materialism, tithing, using God’s gifts for Kingdom purposes, eternal rewards and contentment, etc.

While the literature addresses issues that are both helpful and biblical, it falls short in providing principles for how God’s Word should impact the practice of raising funds.

FOCUS: In what ways do evangelicals stray from the biblical approach to fund-raising?

Willmer: The marketplace has certainly had its influence. The emergence of fund-raising as a profession, the influence of business marketing practices, and the growth of technology have too often overshadowed the idea of generous giving as worship to God and the role of the Holy Spirit as a motivation to giving.

“Our focus should be on creating generous hearts that worship God with their giving.”

FOCUS: How would you describe much of today’s fund-raising by Christian ministries?

Willmer: The focus often is on getting more money for organizations, rather than creating generous hearts that worship God with their giving.

FOCUS: If Christians gave today from a biblical perspective, what would be the impact?

Willmer: We would be asking donors to “give no more,” just as in Old

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Published quarterly by ECFA
(Evangelical Council for Financial Accountability)

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Applying the Biblical Principles for Stewardship and Fund-Raising

Now that the Biblical Principles for Stewardship and Fund-raising have been approved by the boards of ECFA and the Christian Stewardship Association, both organizations are asking that all Christian organizations move to approve, adopt, and implement these principles.

According to CSA president Scott Preissler, "I am very excited to see how God will use these principles to impact fund-raising worldwide by heightening the attention given to biblical stewardship. We are encouraging full adoption of these principles among our members."

As Scott Rodin writes in *The Reluctant Steward*, "Only as we understand the relationship between spiritual growth and faithful stewardship can we embrace fund-raising as a ministry." As Christians, our aim is to align ourselves, our plans, goals and actions with God's work. We believe these principles have the potential to usher in a new era in evangelical fund-raising. Won't you take the steps to implement them into your life and your organization? ☺

- 1 Study and apply the biblical principles in your own life.
- 2 Discuss them with others who work with you in your resource allocation efforts.
- 3 Have your organization's board approve them, and circulate the principles among employees.
- 4 Develop a written set of practices that will guide your organization's efforts along the lines of these principles, and communicate with your constituents the direction you are taking.
- 5 Encourage your colleagues in other organizations to adopt and disseminate these principles.

Beyond Giving and Getting



The Board's Role in Fund-Raising as a Ministry

by Rebekah Basinger



Questions about a board's role in fund-raising are almost always met with a cryptic, three-word response—give and get. Unfortunately, this oft-

repeated mantra confuses the responsibility of individual board members with the work of the board as a corporate entity. If the ultimate goal for the development effort is to glorify God and bring people into a closer relationship with Him through the experience of giving, the board's role centers around four critical issues that go well beyond this year's fund-raising goals.

First and most important, a board must educate itself to the principles of and requirements for a ministry-centered development program. The idea of fund-raising as a faith building activity doesn't make sense unless the men and women on the board have experienced their own hearts growing bigger as a result of joyful giving. Sadly, too few board members report this kind of "heart growth." Worse still, there are individuals on the boards of Christian organizations whose hearts have actually grown less generous because of the fund-raising strategies employed by well-intentioned but ill-informed ministries.

If the board is expected to support a different way of thinking about fund-raising, it is crucial that individual board members be introduced to a fuller understanding of what can be accomplished through the ministry's development efforts. A helpful step in this direction is for the CEO and board chair to design a faith-and-money study plan. This includes a review of biblical and theological teachings about money and faith along with opportunities for

board members to share personal stories of what giving has meant to their walk with God. Some board members initially may be uncomfortable with all this money talk. But when pursued over time, these discussions can transform a board's thinking about and their role in the fund-raising program.

It is also helpful for boards to keep track of comments and questions about the fund-raising program that come up during board sessions. References to organizational needs and funding goals, as well as complaints about competition from other ministries, sometimes dominate boardroom discussions. When this occurs, it is a clue more work needs to be done in educating the board to

“A faith and money study plan may help your board understand ministry-centered fund-raising.”

fund-raising as a ministry. The actions and words of theologically astute board members, on the other hand, make clear that it is possible to pay attention to donor hearts without compromising the organization's bottom line.

Second, the board should turn its attention to organizational attitudes and assumptions about the fund-raising program. Every ministry has its money myths, and it's crucial that the board be aware of the assumptions—both right and wrong—that form internal thinking about finances. Staff whose duties don't include attention to a ministry's budget are often ignorant to the realities of what it takes to fund the min-

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Board Giving and Getting

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istry. Without proper education, staff members can make unkind comments about donor motivations and the methods and messages used by the fund-raising team.

Board members should stand with the chief executive in helping others within the ministry appreciate the importance of development activities that build up donors' hearts. The simple truth of the matter is that it takes money to raise money, and especially if fund-raising is to be carried out as ministry. The boards' role is to determine appropriate expenditures for fund-raising—even if that determination may not

“Ministry-centered fund-raising emphasizes God at work in donors' hearts.”

go down well with everyone within the organization—and then to monitor the use of those funds to ensure that development goals are met in ways that encourage donors in the life of faith.

Third, the board needs to assure itself that fund-raising goals communicate the “right” messages to donors. The surest evidence that a board understands its role in shaping a ministry-centered fund-raising program is found in the goals it helps set. Faith-encouraging goals reflect an understanding of the difference between targets that challenge supporters to stretch themselves on behalf of the ministry, and goals that are simply beyond the ability of a constituency to achieve. While it is good to aim high, unrealistic expectations almost always lead to frustration, dashed hopes, and failed programs. This is not the way to encourage God's work in donors' hearts.

The conventional approaches to fund development tend to focus on the current needs and future plans of the organization. As fund-raisers are pressured with ever more ambitious

funding goals, the larger vision of fund-raising as a means of advancing God's kingdom can be lost. In contrast, a ministry-centered approach to fund development puts the emphasis on God at work in donors' hearts. Standard #7 of the ECFA Standards of Responsible Stewardship is a useful guide when thinking about faith-encouraging goal setting. In the area of fund-raising, board policies are not simply rules to be followed, but are actually theological statements that embody organizational attitudes about desired outcomes in donor hearts.

Finally, the board needs to encourage the CEO to hire and nurture fund-raisers who understand their work as ministry. If a ministry is looking for a “messiah” who can save the program with his or her fund-raising skills, the leadership will surely be disappointed. Skills may be transferable, but success in fund-raising is about much more than skills. This is not to suggest that finding the “right” development team is an easy thing. But to ignore the importance of matching the personal faith commitments of the prospective fund-raiser with the theological underpinnings of the organization is a grave mistake.

Donors and other friends of the ministry are quick to pick up on a disconnect between the public messages of the organization and private conversations with a development officer. When a prospect's faith commitment is added to the equation, the search process becomes all the more challenging. Insiders can become impatient with a lengthy search process or seemingly unnecessary questions about the faith commitment of applicants. It's the board's role to encourage the CEO to devote the extra time and care needed to recruit first-rate fund-raisers who understand their work as ministry.

Money is necessary to support mission, and the giving record of board members does set the pace for other donors to follow. But when the development goals are bigger and bolder than ministry needs—when

the goal for the fund-raising program encompasses God at work in donors' hearts, the board's role can't be described in just three words. The answer is found in attention to Scripture, personal sharing and careful, prayerful attention to organizational practice. Most important, the board's role in fund-raising must give voice and witness to the organization's commitment to growing givers' hearts right along with growing the ministry. ☺

Dr. Rebekah Burch Basinger is a member of the ECFA Board of Directors. She works as an independent consultant providing fund-raising assistance and board education to Christian ministry organizations. Rebekah may be reached at RBbas3001@aol.com.

Interview with Wes Willmer

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Testament times: “The people were restrained from bringing more, because what they already had was more than enough to do all the work” Exod. 36:6-7.

Russell Chandler aptly observed several years ago: “If church members were to boost their giving to an average of 10 percent of income, the additional funds could eliminate the worst of world poverty, plus another \$17 billion for domestic need—all the while maintaining church activities.”

FOCUS: Who was involved in developing the principles?

Willmer: The committee (see page 7) consisted of 23 of the best minds across this country on this subject, including three current or former seminary presidents and a wide cross-section of practitioners.

FOCUS: What type of response have you received?

Willmer: I have been very encouraged. One theology professor wrote, “Excellent, encouraging and edifying—would revolutionize evangelical fund-raising.” ☺

Dr. Wesley K. Willmer, Ph.D., is Vice President of University Advancement and a professor at Biola University. Dr. Willmer may be reached at wes.willmer@biola.edu.


Start with Your Fund-Raising Philosophy Statement



The process of developing resources is ministry. Consequently, organizations should be committed to resource development practices that give a positive reflection of God's character and that serve to elevate His reputation among those who see or hear fund-raising messages.

Many tensions must continually be balanced in the process of resource development. Therefore, if a ministry has a well-grounded written philosophy that provides unequivocal guidance for effective God-honoring resource development, the ministry will continually return to this document to evaluate its fund-raising efforts:


- Does it reflect God's character?
- Will it give God pleasure?
- Will it elevate God's reputation?

World Vision U.S. not only has developed an excellent resource development philosophy and related principles, it has generously given ECFA permission to distribute this document to our members. If you would like a copy, simply email ECFA at info@ecfa.org. 

Request Your Copy of the New Principles for Framing



The new *Biblical Principles for Stewardship and Fund-Raising* is now available in a beautiful 8½ x 11" format that may be framed and displayed in your ministry.

To order one or more copies for framing, simply contact ECFA at info@ecfa.org and specify the number of copies you would like. 

Exploring Fund-Raising Practices of ECFA Members



Recently, ECFA authorized a survey that was sent to 865 member organizations representing 43 ministry types. The survey was facilitated by Adam Morris, Senior Director of Stewardship and Resource Development at Biola University. A 60% response rate was obtained resulting in ten key findings.

The purpose of the survey was to explore the fund-raising practices of ECFA members in light of biblical teachings on money and possessions. Here are the key findings of this survey:

1. CEOs value the scriptural teachings on money and possessions. Based on their personal values, CEOs provided the following responses:

- 98% believe giving is an act of obedient worship.
- 98% acknowledge God as the owner of all.
- 97% believe it is the Holy Spirit that motivates.
- 95% see giving as an act of faith.
- 88% believe they will reap rich spiritual rewards.
- 82% believe there is a marked difference between the fund-raising practices of secular and evangelical parachurch organizations.

2. CEOs believe that their fund-raising personnel are spiritually grounded. We asked if it is clear to donors that there is a strong connection between the theological beliefs of a ministry and the techniques used to solicit funds. We learned that:

- 86% believe their chief development officer (CDO) is theologically grounded.
- 82% believe that their CDOs could articulate scriptural teachings on money and possessions.
- 64% believe their donors would say that the theological beliefs of their organization are reflective

of fund-raising techniques.

3. Compliance with Scripture influences fund-raising practices to varying degrees. We received the following response to the question, "Do your fund-raising methods agree with your understanding of the biblical teachings on money and possessions?":

- 96% believe their direct mail appeals are consistent with biblical teachings.
- Only 50% say their telemarketing appeals are consistent.
- 98% believe their face-to-face donor appointments qualify.
- 78% say their radio solicitations are consistent.

4. The use of premiums is a gray area for evangelical parachurch organizations. Here is what our members told us:

- Only 49% claim premiums are in compliance with Scripture.

5. Giving clubs (providing recognition or benefits to those who make gifts at certain levels) reap rich financial rewards. However, some ministries believe that giving clubs are not scripturally based. Here's what we found:

- 69% claim clubs are in compliance with Scripture.

6. Evangelical parachurch organizations feel pressure to meet financial goals. This is based on the following:

- 74% feel strong pressure from other organizations. One CEO said: "Competition is strong. We have to communicate too much just to keep our name in front of existing donors, much less find new donors." Another commented: "We send 26 letters a year to each of two donor groups. I'd strongly prefer 12-14, but only if competition was lessened. But

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Fund-Raising Practices of ECFA Members

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then, competition is the American way.”

- When the competition is tough and financial goals are not being met, the most common course of action is:
 - Prayer – 41%
 - More aggressive fund-raising – 32%
 - Adjust financial goals – 27%
- CEOs believe more money can be raised if they:
 - Had more staff – 80%
 - Better understood donor motivation – 76%
 - Had staff with stronger interpersonal skills – 70%

7. There is a vital link between prayer and meeting financial goals.

When asked how they would rate their success in meeting financial goals in 2001-2002, those who prayed “very often” or “always” reported much higher levels of success in fund-raising. When a donor is considering making a gift:

- 35% of organizations say they pray “occasionally” for the donor’s decision-making process.
- 40% say they pray “very often.”
- 15% say they pray “always.”

8. Stewardship education is not the perceived job of the evangelical fund-raiser.

CEOs believe stewardship education is the primary responsibility of:

- Home/family – 91%
- The church – 88%
- The individual believer – 82%
- The parachurch organization – 39%

CEOs perceive the job of the evangelical fund-raiser to include:

- Representing the organization – 96%
- Building relationships – 95%
- Ministering to donors’ hearts – 89%
- Soliciting donations – 74%
- Stewardship education ranked last

9. There is little evidence that evangelical parachurch organizations are intent on cultivating donors’ hearts.


At issue are the following:

- 89% of responding organizations believe the job of evangelical fund-raisers includes cultivating the heart of the donor, but
- There was virtually no relationship between the techniques and their intent to (1) minister to donors’ hearts, (2) provide stewardship education, or (3) aid people in the worship of God.

10. Not all CEOs are comfortable with their organizations’ fund-raising practices.

The following comments reflect the depth of their struggle with some of their organizations’ practices:

- Dislike the “hard-sell” of their telemarketing program.
- Dislike how they list the names of donors publicly.
- Are uncomfortable receiving gifts from non-Christians.
- Think their use of premiums as a motivator was wrong.
- “I’d like to mail less frequently, but we had a significant drop in support last time we tried that approach.”
- “We assume we know how the Holy Spirit is directing our major donors and therefore base our appeals solely on the donors’ giving history.”
- “We present specific stories in our appeal letters for general purpose giving, yet those highlighted never directly benefit from the gift.”

Summary. The survey data suggests that Scripture does influence fund-raising practices, but competition is strong. There are fears and risks involved in changing courses, and there is tension regarding the heart of the donor and the needs of the organization. 



ECFA will be represented at the following events and meetings:

- April 15 Independent Sector Ethics & Accountability Committee
Washington, DC
Paul Nelson
- May 3 ECFA Member Board Retreat
Hagerstown, MD
Paul Nelson, Presenter
- May 6 Evangelical Press Association
Atlanta, GA
Paul Nelson, Presenter
- May 9-10 International Committee of Fundraising Organizations (ICFO)
Stockholm, Sweden
Paul Nelson, Presenter
- May 10 Faith-Based Initiative
Frederick, MD
Dan Busby, Presenter
- May 15 The Salvation Army
Lancaster, PA
Dan Busby, Presenter
- May 16 Willow Creek Community Church
South Barrington, IL
Dan Busby, Presenter
- May 17 Tax & Finance Seminar
Winchester, VA
Dan Busby, Presenter
- May 26 Association of Gospel Rescue Missions
Washington, D. C.
Dan Busby, Presenter
- May 29 Independent Foreign Missions Agencies
Orlando, FL
Dan Busby, Presenter
- June 6-7 ECFA Standards Committee Meeting
Dallas, TX



*A higher standard.
A higher purpose.*

The New ECFA Seal – Coming Soon

The new ECFA seal files will be sent soon to all members. We encourage all members to incorporate the new seal as quickly as possible but feel free to utilize all existing print inventory.

As you reprint materials, please remind your donors of your commitment to the ECFA Standards. Display the new seal on your Web site and at the entrance to your office or operations facilities.

Biblical Principles for Stewardship and Fund-Raising Committee

Randy Alcorn, Founder and Director, Eternal Perspectives Ministries

Rebekah Burch Basinger, Consultant for Fund Raising and Board Education

Ron Blue, Managing Partner, Ronald Blue & Co.

Howard Dayton, CEO, Crown Financial Ministries

Lu Dunbar, President, Royal Treasure

Daryl J. Heald, President, Generous Giving

Thomas Jeavons, General Secretary, Philadelphia Yearly Meeting of the Religious Society of Friends

Brian Kluth, Senior Pastor, First Evangelical Free Church, CO Springs, CO

Lauren Libby, Vice President and COO, The Navigators

Tom McCabe, President, KMA

Thomas H. McCallie III, Attorney, Maclellan Foundation

David L. McKenna, Chairman of the Board of Trustees, Spring Arbor College (Former President: Spring Arbor College, Seattle Pacific University, and Asbury Theological Seminary)

Adam Morris, Senior Director of Stewardship & Resource Development, Biola University, Committee Vice Chair

Richard J. Mouw, President and Professor, Fuller Theological Seminary

Paul D. Nelson, President, Evangelical Council for Financial Accountability

John Pearson, CEO, Christian Management Association

Scott Preissler, President and CEO, Christian Stewardship Association

R. Scott Rodin, Consultant, Former President, Eastern Baptist Theological Seminary

J. David Schmidt, President, J. David Schmidt & Associates

Janet Stump, Director of Development, Association of Christian Schools International

Rollin Van Broekhoven, Federal Judge, Washington, D.C.

Mark Vincent, President and Lead Partner, Design for Ministry, Mennonite Church

Wesley K. Willmer, Vice President of University Advancement & Professor, Biola University, Committee Chair

Biblical Principles for Stewardship and Fund-Raising

Christian leaders, including development staff, who believe in the Gospel of Jesus Christ and choose prayerfully to pursue eternal kingdom values (*Mt. 6:19-21, 33*), will seek to identify the sacred kingdom resources of God's economy within these parameters:

1 God, the creator (*Gen. 1*) and sustainer of all things (*Col. 1:17*) and the One "who works within us to accomplish far more than we can ask or imagine" (*Eph. 3:20*), is a God of infinite abundance (*Ps. 50:10-11*) and grace (*2 Cor. 9:8*).¹

2 Acknowledging the primacy of the Gospel (*Rom. 1:16*) as our chief treasure (*Mt. 13:44*), Christians are called to lives of stewardship, as managers of all that God has entrusted to them (*1 Cor. 4:1-2*).²

3 A Christian's attitude toward possessions on earth is important to God (*Mt. 6:24*), 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 (*Phil. 4:17*).³

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 (*Lk. 16:1-9*).⁴

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 (*Lk. 7:36-50*).⁵

6 Because giving is a worshipful, obedient act of returning to God from what has been provided (*1 Chron. 29:10-14*), Christian fund-raisers should hold a conviction that, in partnership with the church, they have an important role in the spiritual maturation of believers (*Jas. 3:1*).⁶

7 The primary role of Christian fund-raisers 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 (*2 Tim. 3:16*).⁷

8 Recognizing it is the work of the Holy Spirit that prompts Christians to give (*Jn. 15:4-5*), often through fund-raising techniques (*2 Cor. 9:5-7, Neh. 1:4-11*), fund-raisers and/or organizations must never manipulate or violate their sacred trust with ministry partners.⁸

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 (*2 Cor. 4:16-18*).⁹

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 (*1 Cor. 2:14*) to those who rely on earthly kingdom worldview techniques (*1 Cor. 2:1-5*).¹⁰

When these principles are implemented that 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 (Ex. 36:6-7, Mt. 6:10).

Additional References

1) Ps. 24:1, Phil. 4:19, Jn. 1:14

2) 1 Cor. 9:23, Phil. 3:8-11, Mt. 25:15-30, 1 Pet. 4:10

3) Mt. 22:37, 1 Tim. 6:10, Prov. 24:12, Mt. 19:27-30, Lk. 14:12-14, 1 Cor. 3, 2 Cor. 5:10, Eph. 2:10, 1 Tim. 6:19

4) Mk. 12:41-44, Rom. 1:1, 2 Cor. 8-9, Gal. 6:10, Col. 3:17, 1 Tim. 6:18

5) Gen. 14:20, Ezra 2:69, Mk. 12:41-44
6) Rom. 12:1

7) Ex. 34:32, 35:21

8) Is. 55:8-11, 1 Chron. 28:6, 29:9, Ps. 90:17, Prov. 21:1, 2 Cor. 3:5

9) Ps. 90:1-12

10) 1 Cor. 1:17-31

MEMBER NEWS

Changes to ECFA's Membership

New Members:

1. AAA Crisis Pregnancy Center, Livonia, MI
2. Capitol Ministries, Santa Clarita, CA
3. Christian Academy of Guatemala, Miami, FL
4. Christian Association of PrimeTimers, St. Charles, IL
5. Cobb Pregnancy Services, Marietta, GA
6. Downtown Bible Class, Portland, OR
7. Evangelical Greenhouse Ministries International, Wheaton, IL
8. First Love International Ministries, Loves Park, IL
9. Hawaiian Islands Ministries, Honolulu, HI
10. Kindness Foundation, Jackson, MS
11. Lifechangers, Raleigh, NC
12. Los Angeles Mission, Los Angeles, CA
13. Ministry Advance Foundation, Littleton, CO
14. Mission Mississippi, Jackson, MS
15. North Way Christian Community, Wexford, PA
16. Rock the World Youth Mission Alliance, Ambridge, PA
17. Roger Houtsma World Outreach, Alpharetta, GA
18. Romanian Evangelistic Medical Mission, Lake Bluff, IL
19. Youth Direct Ministries, Duncanville, TX

Voluntary Resignations:

1. Building Together Ministries, Raleigh, NC
2. Cherry Street Mission Ministries, Toledo, OH
3. The Christian Church Extension Foundation, Lakewood, CO
4. Conejo Valley Women's Resource Center, Thousand Oaks, CA
5. Greenville College, Greenville, IL
6. Guardian Vision International, Columbus, OH—Standard No. 3
7. Institute for Advanced Christian Studies, Madison, WI—Discontinued operations
8. Match-Two Mentoring Outreach, Vallejo, CA
9. Paraclete Social Outreach, Maumee, OH
10. Perimeter Ministries International, Atlanta, GA—Discontinued operations
11. Pregnancy Resource Center, North Hills, CA
12. Tapestries of Life Ministries, Fabens, TX—Standard No. 3
13. Together in the Harvest Ministries, Dallas, TX—Discontinued operations
14. Valley Rescue Mission, Columbus, GA
15. Youth Life, Branson, MO—Merged with a non-member organization

Requested Resignation:

1. Trinity Lutheran College, Issaquah, WA—failure to submit renewal information

Termination by ECFA Board of Directors:

1. Denver Area Youth for Christ, Denver, CO—failure to submit renewal information
2. Fishhook International (formerly Ford Philpot Evangelistic Association), Lexington, KY—failure to submit renewal information
3. Manipur Missionary Society, Glendale, AZ—Standard No. 3
4. ORA International, Niceville, FL—failure to submit renewal information
5. San Diego ROCK Church, San Diego, CA—Standard No. 3

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