

Asking and Receiving

Consortium of Christian Study Centers
Annual Meeting
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CONSORTIUM
of CHRISTIAN
STUDY CENTERS

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Law of Diminishing Marginal Utility (LDMU)



22 utils



12 utils



3 utils

[22, 21, 20 for SVL]

LDMU ≠ Sheep?

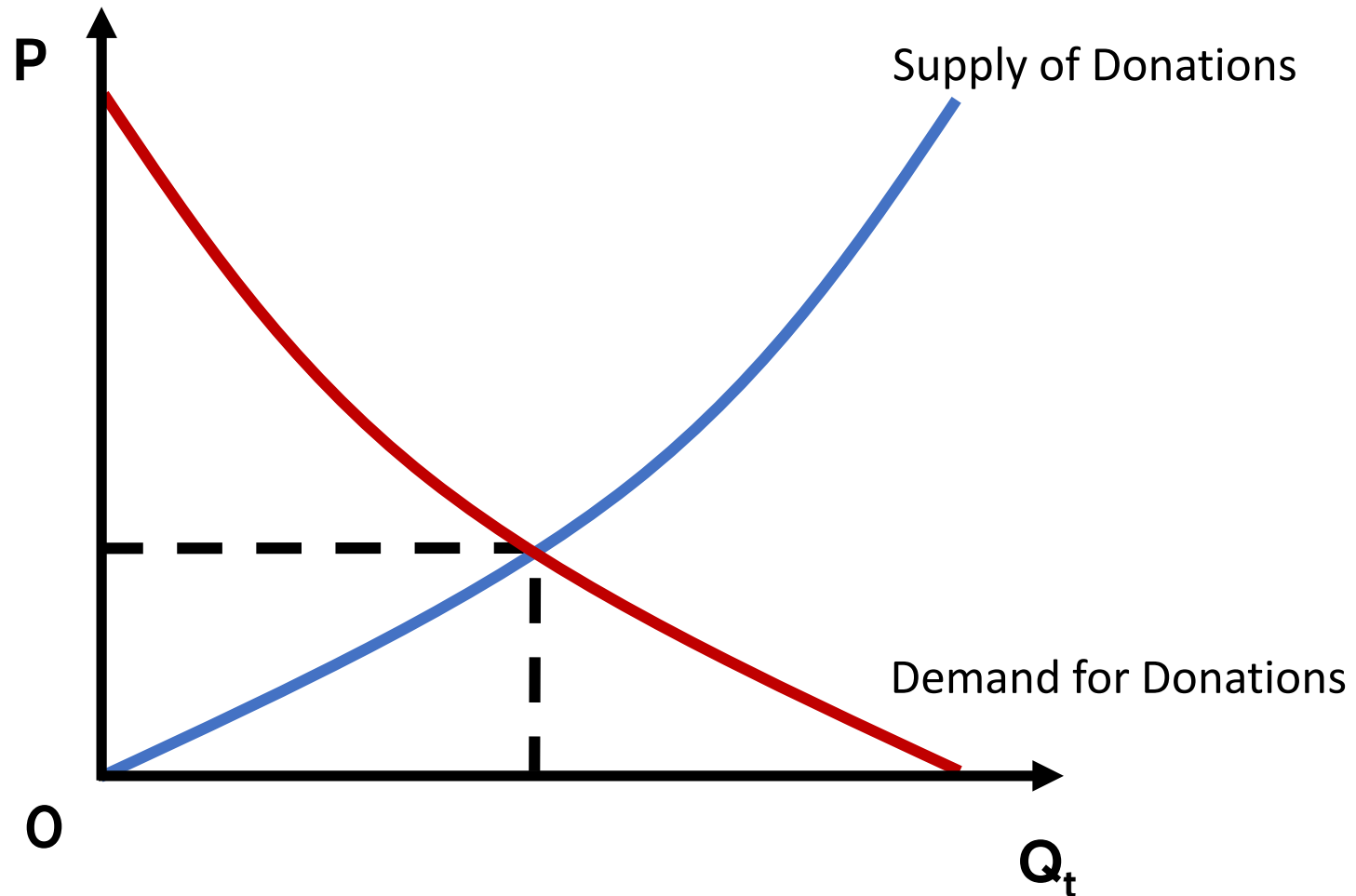


Concerto 3^o a tre Violini, tre Viols, e tre Violoncelli, col Basso per il Cembalo.

A page of handwritten musical notation for Brandenburg Concerto No. 3 by J.S. Bach. The score is written in brown ink on aged paper and consists of ten staves. The top staff is for the Violini (Violins), the second for the Viols (Violas), the third for the Violoncelli (Violoncellos), the fourth for the Basso (Bass), the fifth for the Cembalo (Cembalo), and the remaining five staves are for the strings (Violini, Viols, and Violoncelli). The notation includes various musical symbols such as clefs, time signatures, and notes, with some parts of the score appearing to be in a different key signature than the others.

Brandenburg Concerto No. 3 by J. S. Bach

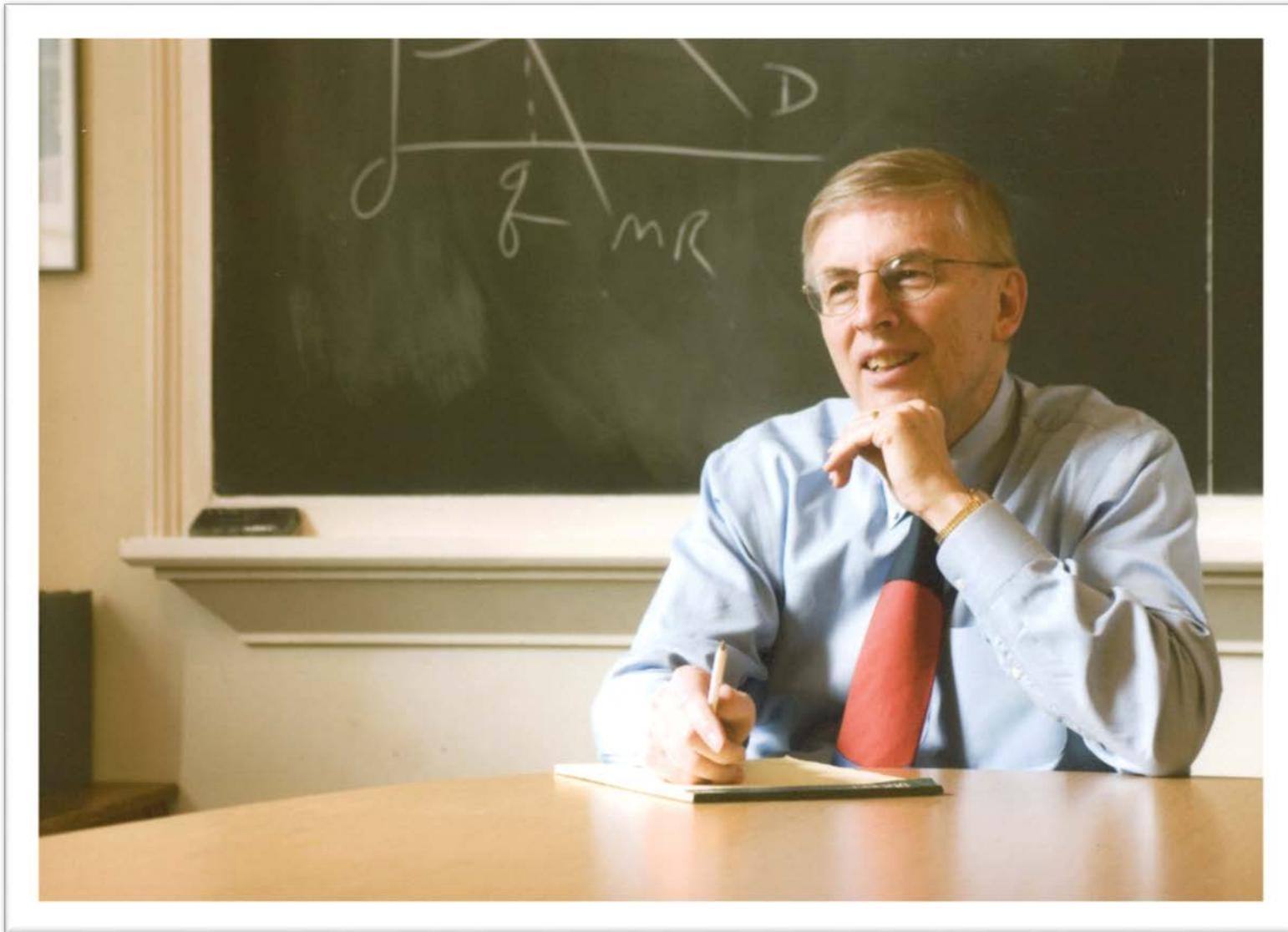
Donors and Recipients: A Demand and Supply Analogy



Martin Luther's Three Conversions: **Heart**, **Mind**, and *Pocketbook*



A Personal Story



Stewardship

The Real Meaning: The Heart

The Distorted Meaning: Giving Money Away



“So every November or so, most churches resign themselves to the fact that they will need to endure the annual stewardship sermon. The pastor does not like to preach it, and the congregation does not like to hear it, but everyone is willing to ‘take their medicine’ as long as it only comes once a year. I find I am asked to preach on many a ‘stewardship Sunday,’ to which I usually agree to the relief of the pastor. A guest preacher, especially one who is a fundraiser by profession, can get away with strong talk about giving once a year or so. The regular pastor can then go back to focusing on more ‘spiritual’ things, perhaps referring back a few times to ‘that stewardship sermon’ when giving gets low. And so the cycle is perpetuated. To the unfortunate pastor who dares preach on stewardship for several Sundays comes the charge, ‘Obviously he is only interested in our money.’ How dare we be forced to sit in such a spiritual setting and listen to a series of sermons on how we handle the stuff of our earthly kingdoms!”

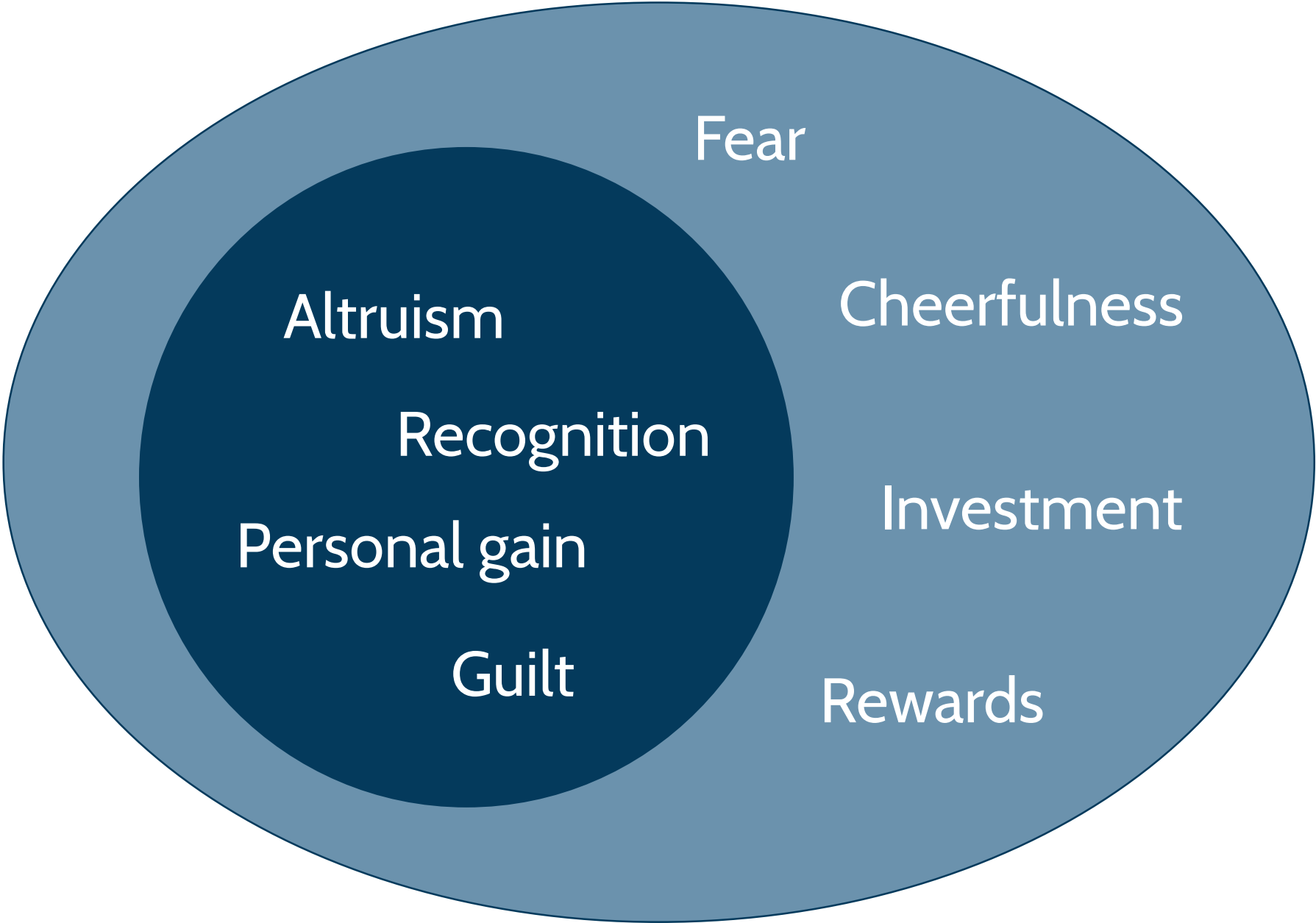
R. Scott Rodin, *Stewards in the Kingdom: A Theology of Life in All It's Fullness*. IVP, 2000, p. 187.

Reasons For Giving: A Short List

1. Altruism: buzzword today is “giving back”
2. Recognition: your name will be singled out, e.g., “a naming opportunity”
3. Personal gain: networking; tax advantages
4. Guilt: the hungry child picture

Reasons For Giving: A Long List

1. Altruism
2. Recognition
3. Personal Gain
4. Guilt
5. Fear
6. Cheerfulness
7. Investment (in Christian character)
8. Rewards (in this life and in heaven)



Questions for Breakout Groups:

1. How can Study Centers teach donors to view themselves as stewards who are in a mutually dependent relationship with Study Centers?
2. What methods do you use to solicit funds and how do these differ from a secular non-profit organization?