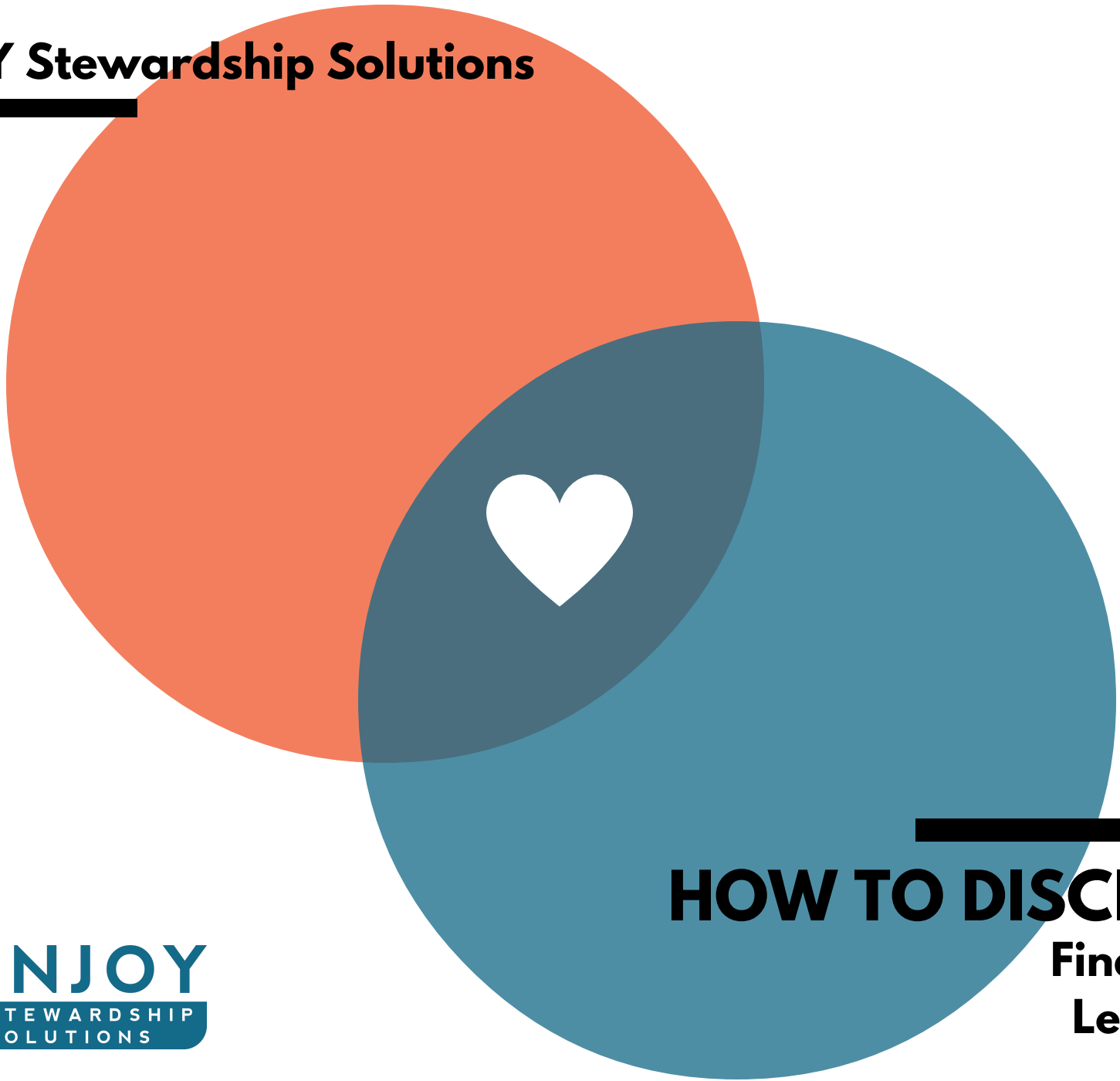


INJOY Stewardship Solutions



HOW TO DISCIPLE
Financial
Leaders



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Vision and Leadership Before Stewardship

Vision frames the future. Leadership sustains the future. Stewardship fuels the future. If you are not investing in the financial leaders of your church by casting crisp, clear, and compelling vision, they are less likely to be fully bought in to your ministry. 2 Corinthians 9:7 says, “Each one must give as he has decided in his heart, not reluctantly or under compulsion, for God loves a cheerful giver.” Casting a compelling vision, and investing in the leadership development of your financial leaders, takes them from a place of compulsory giving into passionate giving. Thriving churches have a distinct passion about them: they are passionate about the vision The Lord has placed on their hearts. A church that is passionate about the vision The Lord has given them is an unstoppable force. Jesus said that He will build His Church, and the gates of Hell will not overcome it. When your church is fully bought in to what Jesus has called you all to, miraculous things begin to happen. When you invest in vision and leadership, the financial leaders will have no problem investing in your church. If you are not investing in the leadership development of your church, your church cannot reach its full potential. The future of your church hinges on its ability to raise up leaders to champion the calling Jesus has placed on their hearts. Developing leaders exponentially increases the amount of ministry your church can do, because you stop doing ministry for people, and begin to do ministry with people.

**“ The Church should be
the best run, and best
funded, organization
in the world. The hope
of the world is the
Local Church!**

Ken Friar

Executive Vice President
INJOY Stewardship Solutions

Over-Spiritualized Generosity, Undervalued Leaders

We have over-spiritualized generosity in order to make it easier to talk about, and non-confrontational. Jesus spoke a vast amount about money during His ministry on Earth, because He knows it is the number one competitor for our hearts (Matthew 6:24). Like all of Jesus' teaching, he spoke to teach the truth, not to make people happy. How thankful are you that God didn't come to make people happy, but to show us our need for a Savior?! This means we aren't called to sugar-coat what Jesus said in our teaching, either. The church has suffered for too long under the half-hearted, sugar-coated guise of Christianity. Jesus is full of grace and truth, and we must be too (John 1:14). There are two extremes of under-valuing financial leaders: abuse or neglect. Imagine if one of your friends ONLY called you when the big game was on because you had a big TV, and he wanted to watch it at your house. You wouldn't feel like he really cared, or that he was truly your friend at all. The financial leaders in your church dislike it when the only time they get a phone call from the leadership of your church is when the church needs money. In an effort to avoid this extreme, church's tend to overcompensate by never talking to their financial leaders about the needs of the church. No one likes to be under-valued; the same is true for the financial leaders in your church. We are not called to see people for what they can provide for us, but if we are honest, we frequently do that with the financial leaders in our churches. The financial leaders in your church are not walking checkbooks, they are people whom Jesus loves dearly. If we begin to treat them this way, the financial needs of our churches would take care of themselves.

**“ The Financial Leaders
in your church are
giving away money
each year. Why isn't
the lion's share of that
going to the Church?**

Ken Friar

Executive Vice President
INJOY Stewardship Solutions

Moving from Good to Best

We have the choice to settle for where we are at, or battle to move forward. If we don't battle, our silence will soon silence us. Run toward the uncomfortable, it is where you will find the greatest opportunity for growth. Too often we see church leaders become too comfortable staying where they're at. Once we realize God hasn't called the Church to play defense, he has called us to play offense, we make an impact on generations. Go, battle, and make your vision happen. Some of the greatest firms and organizations in the world got started because the founder was bothered by the way things were. Addressing the issue, rather than running from it, has lead to amazing outcomes. Really, Jesus came to Earth because God was supremely bothered that humanity was separated from Him. Rather than addressing it from far off, Jesus came to Earth, and addressed the mess head on. Unfortunately, the uncomfortable is where we all too seldom engage. Aren't you glad that wasn't the case with Jesus? Having serious conversations with your financial leaders is tough, and it's worth it. The reality is, if you don't speak to this issue, you are passively condemning the next generation to a life The Lord never intended them to live. You know this is true for your church. It may not be popular or fun, but to be fully devoted to Jesus, we must deny ourselves, take up our crosses, and follow Him (Matthew 16:24).

**“ People don't become
generous by accident.”**

Ken Friar

Executive Vice President
INJOY Stewardship Solutions

Embrace the 72 - 12 - 3 Leadership Model

The depth of relationship effects the depth of communication. Jesus modeled this principle with His disciples; Jesus empowered 72 disciples, He invested in 12, and He brought 3 into His personal highs and lows (Luke 10; Matthew 17; Matthew 26). One of the reasons (certainly not the only) Jesus was so good at discipleship is he was always WITH His disciples. The disciples spent every day watching, learning from, listening to, and doing life with Jesus. The more Jesus spent time with His disciples, the more they began to know Him, trust Him, and become bought in to His mission. Jesus simply told the disciples, "Follow me." By merely spending time with Jesus, they became the men The Lord used to build His church, and even gave their lives for Him. The point is, how much time are you spending with the financial leaders in your church? Shaking hands on a Sunday doesn't count. Are you in the lives of the financial leaders in your church? Do you do life with them? Do you sacrifice time in order to get to know them, to be their friend, not just ask them for something? If you don't sacrifice your time for them how could you expect them to sacrificially give to your vision? How can the financial leaders trust you if they don't know you? Don't assume people know you because they see you on stage on a Sunday. By walking with Jesus alongside the financial leaders in your church, you will grow to love them, and become more passionate about reaching others. In turn, they will continue to grow in their relationship with Jesus, including in their generosity. Rick Warren said, "We teach what we know, we reproduce what we are." If your church isn't producing the leaders you desire, it's time to examine your current practices.

**“ People give to people.
Thus, we must put a
face to the vision.**

Ken Friar

Executive Vice President
INJOY Stewardship Solutions

Think Like a Farmer

God has called you to be a Pastor. Being a Pastor means wearing a lot of different hats, but it at least means this - preach the word on Sundays, and lead the people in your congregation by listening to God and doing what he says. This alone is a full time job, but in reality, this is only a portion of being a Pastor! You are not only leading your congregation, you're also leading a staff, you're dealing with the financials of the church, and on top of it all, you are under a spiritual magnifying glass. The weight of this calling often causes pastors to short-change other areas of ministry. Oftentimes, one of these areas is leading financial leaders. Don't assume people know you simply because they see you preach on Sunday! Your congregation knows your heart from a distance, but do they know your heart close up? Take for example the story of Zacchaeus in the sycamore tree. If Jesus had not called him down, Zacchaeus would have never truly known Jesus personally, he never would have experienced salvation. Jesus got to know Zacchaeus - He went to his house, He stepped right into his life. When Jesus left Zacchaeus' house, He had two things: 1. Zacchaeus' heart 2. Half of Zacchaeus' money. This would not have happened if Jesus didn't personally invest in Zacchaeus' life. You must think like a farmer, who diligently invests in the health of the soil, the quality of the seed, the persistence of watering, and the care of weeding. Bill Hybels said, "Steward your stewards, or someone else will!"

“ The great omission of churches is that non-profit dollars are not landing in the church.

Ken Friar

Executive Vice President
INJOY Stewardship Solutions

Understand the Distinctive Qualities of Financial Leaders

Financial leaders in your church talk about money every day of the week. As the pastor, you have to get into that world. It's hard to come to a consensus on an issue if there is no common starting ground. Financial leaders want to be able to trust the person they are investing money in! You have to show them that you know what you're talking about when it comes to financial issues. A very effective way of doing this is by living at the intersection of faith and data. Be current on the financial health of your congregation. Are people struggling in the congregation? Provide a way to help them. Do you perceive a lack of generosity in the hearts of the congregation? Preach on how Jesus frees us from this burden. Do you know your church's capacity financially to take a next step if God calls you to it? Be informed. This shows you have a grasp on where your church is at, an understanding of where you're going, and faith in The Lord to get you there. Financial leaders live by a different set of questions in today's economy; they want to know what their ministry return on investment is. The spray and pray method of teaching generosity and hoping people give does not produce the culture of generosity your church needs. Financial leaders are wondering if the investment they are making really will produce life-change. No other cause in the world can compare to the unique, life-saving message of Jesus Christ. When a congregation sees God moving in the church, they will give!

“

You need to know
what data needs to be
delivered to the
financial leaders in
your church, and how
to deliver it to them.

Ken Friar

Executive Vice President
INJOY Stewardship Solutions

Take a Road Trip

Learn to listen to your financial leaders, or soon you will find yourself surrounded by those who have nothing to say. The financial leaders in your church get to hear you speak every Sunday; you must learn to listen to them when we have the opportunity! Connect your appreciation of your financial leaders with the vision of the future of your church. They need to know what they are doing is making a difference. They need to know that you cannot do it without them. Ask the financial leaders in your church questions. Some questions to get you started:

- “What do you know more about, the past, present, or future of our church?”
- “What about our church captures your heart?”
- “Would you be willing to evaluate my teaching on money?”

As church leaders, we must invest in, and invite in, financial leaders. Simply try to add value to the financial leader's lives, and show interest in them without always asking them for something. The financial leaders in your church are first and foremost people who deal with the same things you deal with, and are loved and treasured by the God of the Universe. We must steward them as faithful shepherds, not hired hands.

“

Vision must move
from your head to the
heart of the financial
leader.

Ken Friar

Executive Vice President
INJOY Stewardship Solutions

OUR PASSION

We exist to help craft and implement customized church capital campaigns that fund the vision God has placed on the heart of the leaders, resulting in more fully devoted followers of Jesus.

FIND OUT HOW MUCH YOU CAN RAISE

We created a calculator to help church leaders understand their church's financial capacity in a campaign. To find out your church's capacity, [click here](#).



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