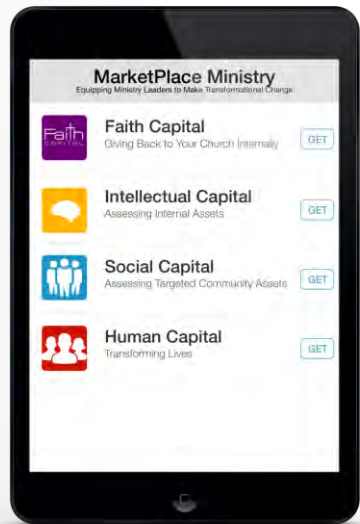


# Fishing Differently for Social Impact

## Generosity 365 Academy

### Saturday – August 1, 2020



# OVERCOMING RESOURCE CONSTRAINTS?



**HOW CAN CONGREGATIONS POUR OUT (2<sup>ND</sup> KINGS 4:1-7)?**

The work congregations put second on their list – right behind worship and spiritual life – is “fellowship.”



*Congregations need to consider Fishing Differently to overcome resource constraints.*

# BALANCED APPROACH – F.I.S.H.

F

## Faith Capital

### Tithes & Offerings:

- Is it enough to fund the vision?
- (Acts 4:32-36)

## Intellectual Capital

### Membership:

- How do you harness the power of storytelling in your congregation?
- (Deut 8:17-18)

I



## Social Capital

### Community/Kingdom of God:

- Who do you need to be connected to?
- (Matt 6:33)

## Human Capital

### Social Impact:

- How has your congregation improved the human lives?
- (Jeremiah 29:7)

H

S

# BALANCED BUDGET – F.I.S.H.

- Define where you want to take your ministry.
  - Who do we want to reach?
  - Who do we want to reach us?
- Decide if you need God to help you.
  - Is your vision limited to our own resources?
  - What new relationship will we need?
- Do you trust God to send people?
  - What is the point in building a bridge?



# RAISING FAITH CAPITAL

*Money, assets and historical narratives that communities of faith contribute to the work of ministry and the upkeep of the church's property.*

## PROJECTED OFFERING

Average Weekly Donation: \$40  
Average Weekly Attendance: \_\_\_\_

## RULES OF THUMB

Membership = (3x Average Weekly Attendance)  
Visitors = (5% of Average Weekly Attendance)  
New Members = (20% of Visitors)

## POTENTIAL OFFERING

Area Median Household Income/52 weeks  
10% of AMHI (Tithe)  
Average Weekly Attendance: \_\_\_\_



# FAITH CAPITAL WORKSHEET



	Imputed	Actual	Difference
1. Enter the number of Adult Members on Roll	<input type="text"/>		
2. Divide by 3	<input type="text"/>	<input type="text"/>	<input type="text"/>
3. Enter the number of Avg Adult Attendance	<input type="text"/>	<input type="text"/>	<input type="text"/>
4. Multiply by \$40	<input type="text"/>	<input type="text"/>	<input type="text"/>
5. Enter the Avg. Weekly Collection	<input type="text"/>	<input type="text"/>	<input type="text"/>
6. Multiply by 52	<input type="text"/>	<input type="text"/>	<input type="text"/>
7. Enter the Annual Giving Amount	<input type="text"/>	<input type="text"/>	<input type="text"/>
8. Multiply Avg Adult Attendance by 5%	<input type="text"/>	<input type="text"/>	<input type="text"/>
9. Enter the number of Avg. Adult Visitors	<input type="text"/>	<input type="text"/>	<input type="text"/>
10. Multiply by 20%	<input type="text"/>	<input type="text"/>	<input type="text"/>
11. Enter the number of Avg. Adult New Members	<input type="text"/>	<input type="text"/>	<input type="text"/>
<b>12. How many new members do you need to achieve your budget?</b>			

# ACCESSING INTELLECTUAL CAPITAL

**NURTURE  
DIFFERENCES** >>

Members need be empowered to be the same person at church and outside of church.

**SHARE  
INFORMATION** >>

Transparency is beneficial no matter how bad the news or in what direction it's flowing.

**MUTUAL  
BENEFITS** >>

Few members will remain at a church that takes more than they give.

**SOCIAL  
CAPITAL** >>

Churches thrive when they have a clear mission. Members should be proud to tell other people where they worship.

**CELEBRATE  
CONTRIBUTIONS**

Members should feel like they're working for a common cause.

# BUILDING SOCIAL CAPITAL

Impact Investing

## 1744 - "Use of Money" Sermon

*"We are...to gain all we can without hurting our neighbor."*

- John Wesley, Founder of Methodism

## 1971 – Pax World Fund

Inspired by the social unrest of the 1960s, the fund integrated social and environmental factors into the investment process.

## 1983 – Grameen Bank

Nobel Prize Winner Muhammed Yunus launches Grameen Bank to provide credit to the poor, launching the microfinance industry.

## HISTORY

1700 s

1920 s

1970 s

1980 s

1990 s

2000 s

## 1928 – Pioneer Fund

First mutual fund to implement a screen for alcohol & tobacco companies.

## 1977 – Sullivan Principles

Rev. Leon Sullivan drafts principles that form the basis of a campaign urging American corporations to divest from apartheid South Africa.

## 2007 – Rockefeller Foundation

The term "impact investing" is coined at Rockefeller Foundation meeting to describe emergence of investment practices focused on generating social impact alongside financial return.





# **BUILDING SOCIAL CAPITAL**

**According to Henri Nouwen Fundraising or (Building Social Capital) is:**

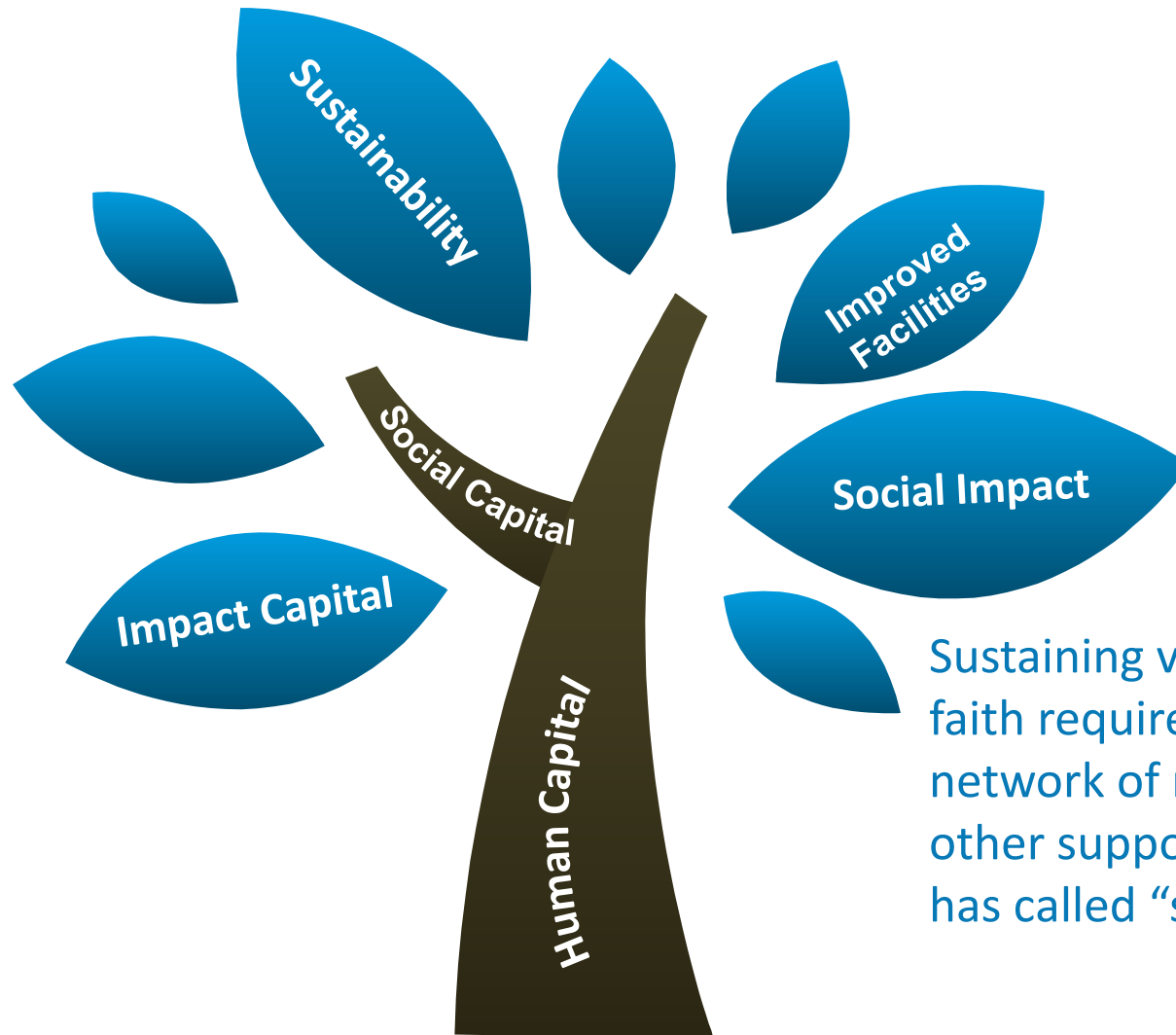
- **“grounded in prayer and undertaken in gratitude.”**
- **“always a call conversion for both those who seek funds and those who have funds. Whether we are asking for money or giving money we are drawn together by God, who is about to do a new thing through our collaboration.”**
- **“proclaiming what we believe in such a way that we offer other people an opportunity to participate with us in our vision and mission.”**

**Social capital is created by changes in relationships between people and organizations that empower new actions.**

# GROWING HUMAN CAPITAL

Social capital is created by changes in relationships between people that empower new actions.

Human capital is created by changes in people that produces new skills and capabilities that equip them to act in new ways.



Sustaining viable communities of faith requires leaders to nurture a network of money, volunteers, and other support – what Robert Putnam has called “social capital.”

Collective Action   Mutual Aide  
Coalition Building   Information Flow

# PARADOXES OF RESTORATION

*(A paradox consists of true statements that lead to an apparent or real contradiction in logic or intuition.)*

## **Nehemiah Paradox – Household vs. Community Requirements**

“Now the men and their wives raised a great outcry against their fellow Jews.<sup>2</sup> Some were saying, “We and our sons and daughters are numerous; in order for us to eat and stay alive, we must get grain.”<sup>3</sup> Others were saying, “We are mortgaging our fields, our vineyards and our homes to get grain during the famine.”<sup>4</sup> Still others were saying, “We have had to borrow money to pay the king’s tax on our fields and vineyards.” **Nehemiah 5:1-4**

## **Jonah Paradox – My Church vs. The Perfect Church**

<sup>2</sup> He prayed to the LORD, “When I was still in my own country this is what I said would happen, and that is why I quickly ran away to Tarshish. I knew that you are a God who is kind and shows mercy. You don’t become angry quickly, and you have great love. I knew you would choose not to cause harm.”<sup>3</sup> So now I ask you, LORD, please kill me. It is better for me to die than to live.” **Jonah 4:2-3**

## **Ezra Paradox – The Former Glory vs. the New Foundation**

“But many of the older priests and Levites and family heads, who had seen the former temple, wept aloud when they saw the foundation of this temple being laid, while many others shouted for joy.” **Ezra 3:12**

# KNOWING THE DIFFERENCE

## FISHING DIFFERENTLY

- ✓ Discovering strengths
- ✓ Dreaming about possibilities
- ✓ Designing what should be
- ✓ Destination determined

>> An organization with a mystery to be embraced<<

## TRADITIONAL APPROACH

- ✓ Identifying problems
- ✓ Analyzing causes
- ✓ Presenting reasonable options
- ✓ Choosing the best option.

>>An organization with a problem to be solved<<

# BEING THE DIFFERENCE

## PROBING QUESTIONS

There must be an underlying belief, on the part of the leader, that the participant(s) have the experience, knowledge, and capacity to analyze and discover for themselves without the facilitator interjecting outside preconceptions or opinions.



## POWERFUL LISTENING

The leader is listening to the stories for deeper understanding, by observing body language and emotions, hearing what they are saying and not saying, and listening for how they take or divert responsibility.

## FISHING DIFFERENTLY

*Leveraging the power of storytelling to access Faith, Intellectual, Social, and Human Capital (FISH).*

# MAKING THE DIFFERENCE

## INTELLECTUAL CAPITAL

The collection of all the gifts and talents within a congregation that can be accessed to gain new members, launch new ministries and accomplish the mission and vision that has been set forth.  
(Ephesians 4:11-12)



## SOCIAL CAPITAL

Social capital is created by changes in relationships between people and organizations that empower new actions.  
(Luke 16:9)

## HUMAN CAPITAL

*Combining the Intellectual Capital within our congregations with the Social Capital in our communities, increases the human capital for all participants.*

# FINDING THE WAY FORWARD

**COMMUNITY  
REQUIREMENTS**  
(External)



**MEMEBERSHIP  
REQUIREMENTS**  
(Internal)



**SOCIAL CAPITAL**

Changes in relationships between people and organization that empower new actions.



**HUMAN CAPITAL**

Changes in people that produces new skills and capabilities that equip them to act in new ways.



Congregations must find the constructive harmony between building capital and meeting requirements.



# FINDING THE WAY FORWARD



PHASE  
1

## DISCOVERY

We use the FISH model to help organizations discover what's possible.

PHASE  
2

## DREAM

We use our analytical tools to re-imagine the future with access to multiple sources of capital - FISH.

PHASE  
3

## DESIGN

Our facilitators and subject matter experts lead our clients through a project/program planning process.

GO!

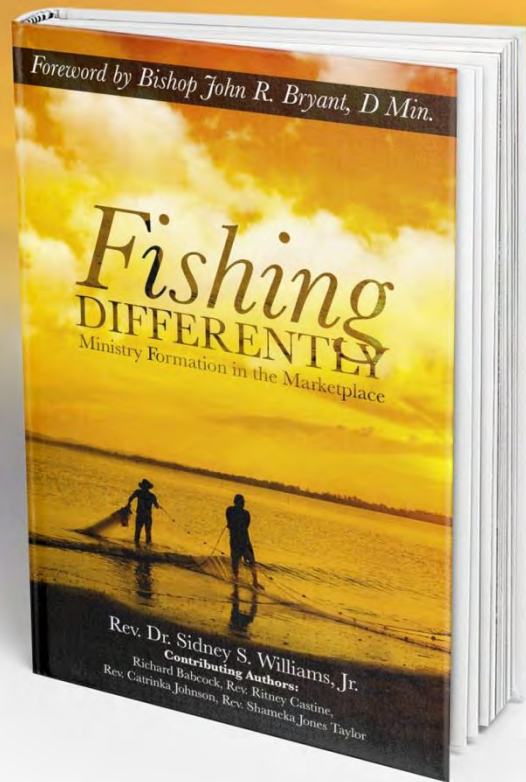
## DESTINATION

We walk with our clients through the implementation process to achieve a measurable social impact.

This approach is the opposite of identifying and finding solutions for problems.



# FISHING DIFFERENTLY BOOK



*NOW*  
AVAILABLE  
at *Amazon.com*



info@crossingcapitalgroup.com  
(800)377-1780