

Five Popular Annual Financial Commitment Programs

PROGRAM	FAITHFUL MEMBER HOME VISITATION	COTTAGE MEETINGS	FESTIVE MEAL	PERSONAL NOTES	HOME-TO-HOME (Sequential Delivery)
Description	Visitors are recruited and trained to make personal visits in the homes of the remaining members of the congregation.	Each member of the congregation is invited to attend one of many small group gatherings in the homes of Hosts who have been recruited and trained.	All energies of the congregation are focused toward one major annual event. Table Hosts are trained and assigned members whom they invite to join their dinner table group.	A select group writes their stewardship witness to use as letters and bulletin inserts. Others gather for training to write short personal notes to the households not at the training.	The congregation is divided into neighborhoods of 4 to 5 households, each with a Coordinator. A pledge packet that is assembled at a training event is routed around the neighborhood.
Leadership Team [LT] Possibilities (common to all five programs) * = Essential Core Group (others can be paired with one of these)	<div style="border: 1px solid black; padding: 5px; margin: 5px auto; width: 80px;">*Clergy (Rector/ Vicar)</div> <div style="border: 1px solid black; padding: 5px; margin: 5px auto; width: 150px;">Training Event Meal Coordinator</div>	<div style="border: 1px solid black; padding: 5px; margin: 5px auto; width: 80px;">*Training and CP Chair</div> <div style="border: 1px solid black; padding: 5px; margin: 5px auto; width: 100px;">Report Coordinator</div>	<div style="border: 1px solid black; padding: 5px; margin: 5px auto; width: 80px;">Chaplain</div> <div style="border: 1px solid black; padding: 5px; margin: 5px auto; width: 100px;">*Loyalty Sunday Coordinator</div>	<div style="border: 1px solid black; padding: 5px; margin: 5px auto; width: 100px;">Mailings Coordinator</div> <div style="border: 1px solid black; padding: 5px; margin: 5px auto; width: 100px;">*Follow-Up Committee Chair</div>	<div style="border: 1px solid black; padding: 5px; margin: 5px auto; width: 80px;">*Data Base Manager</div> <div style="border: 1px solid black; padding: 5px; margin: 5px auto; width: 100px;">Celebration Committee Chair</div>
Recruiting Formula (Leadership Team [LT] = first "10")	10-10-3-2 LT identifies 10% of remaining households as Recruiters to each recruit 3 Visitors to attend training and visit 2 households	10-10-2 LT identifies 10% of remaining households as Recruiters to each recruit 2 to attend training and be a Host, Witness or Discussion Leader	10 - 10 - 2 LT identifies 10% of remaining households as Recruiters to each recruit 2 to attend training and be Host or Discussion Leader	10 - 10 - 2 LT identifies 10% of remaining households as Recruiters to each recruit 2 to attend training and be Note Writer	10 - 10 - 2 LT identifies 10% of remaining households as Area Recruiters to each recruit 2 to attend training and be Neighborhood Coordinators
Education & Training Event Components (common to all)	Prayer Singing Inductive Bible Study Witness of the Facilitator Witness of Clergy Refreshments (meal optional) Invitation to Pledge at the Training Instruction on the Mechanics (for doing the task you are asking of folks)				
Unique Training Components	Model personal witness and how to make a home visit	Model / role play a complete "typical" Cottage Meeting	Model / role play recruiting members to attend and doing the structured exercises	Time for preparation of the invitations to pledge and the thank you notes	Opportunity to engage children in making the covers for the neighborhood packets

Some Variations on Commitment Programs

- † A Faithful Member Home Visitation program in which the visitors take a gift, such as fresh-baked bread, when they make their visit.
- † Telephone Appeal beginning with mailed information and pledge cards. Recruit and train the Callers, use a phone bank and make it a fun time.
- † Cottage Meetings that look / feel like multiple Festive Meals.
- † Commitment (Loyalty) Sunday for the ingathering of pledge cards which were mailed. The Education Training Event focuses on addressing the mailing which also includes special invitations that highlight the importance of attending worship on the designated Sunday. Thank you notes are written at the same event.
- † Education Program with a “Thanks -- Giving” theme. A “Thanks -- Giving” Tree.
- † Cottage Meeting “pre-parties” with Bible study / reflection and then adjournment to the “big party” that follows: a Festive Meal with multiple table themes (selected by the Hosts.) Participants bring food to fit the theme of their table. Decorate the fellowship hall, have music and fun.
- † Personal Notes / Witness Letters packaged into a booklet.

Resources

A Manual for Stewardship Development Programs in the Congregation and its companion workbook supplements -- *The Personal Note Commitment Program, The Festive Meal Commitment Program, The Faithful Member Home Visitation, The Cottage Meeting Commitment Program and The Home-to-Home Commitment Program* – are all available from TENS in downloadable PDF format.

Where to get help

Contact: TENS (The Episcopal Network for Stewardship)
1-800-699-2669 (ext. 1) (USA & Canada) // (fax) 1-877-815-2013
E-mail: tens@tens.org On the Web: <http://tens.org>