

Follow-up stage for Growing Generous

Things to remember

- The primary purpose of this giving invitation is to help people grow in their generosity – as with all other aspects of the Growing Generous Givers invitation the purpose of the follow-up stage is to grow people in their generosity
- This stage is a highly relational stage – best done in a natural way for you to relate to the person you are contacting – phone call, email, chat after church.
- You are warmly, helpfully and confidently inviting their giving and affirming how it will help with the mission of the church (NOT the budget)
- It is important to give people another chance to respond. Lots of us are who we are because someone gave us a second chance. Indeed, some of us have needed third and fourth chances as will some of the people you contact.

Have a copy of the letter and the direct giving forms with you when you are talking with them.

Some phrases to use

“This is Mary with the Growing Generous Givers team with Glen Waverley”

“I am calling (emailing, touching base with you) to help with your gift to our mission.”

Their response will fall into one of the following categories

Have decided to give but haven't gotten around to sending the response	Have decided not to give but haven't gotten around to sending the response	They have a question Questions are likely to be around the following 4 areas
<ul style="list-style-type: none"> • I can receive your gift over the phone and pass on to the recording team for you • If they are concerned about confidentiality offer to have a member of the recording team contact them • If they want to just return the form by mail – ask them what timeline they have in mind (so you can follow-up again if needed) • Ask them to consider the direct giving options if appropriate • Thank them for their gift to the mission 	<ul style="list-style-type: none"> • If they are wanting to leave their giving as it has been then offer to pass this on to the recording team • If they indicate they are unable to give or have decided not to give regularly thank them for their part in God's mission through Glen Waverley UC 	<ul style="list-style-type: none"> • Will my money really go to the area I have designated? Yes • What if more money is given than needed to one area? It is unlikely and would give us a chance to grow that mission • There may be questions about the direct giving forms – in which case you may wish to offer to assist them with the forms • They may have a question about the mission focus areas

Answer any questions as best you can. If there are questions you don't know the answer to – affirm that the question is a good one and tell them you will find out and get back to them. (And make sure you do!)