

## THE REVOLVING DOOR: OFFERING TALKS

---

Tom Melzoni PhD

### Offering Talks:

- Connect generosity to mission
- Heighten the importance of giving as an act of worship
- Communicate the various offering plates people can use to give
- Embrace the ministry of invitation to generosity (The Ask)

Every nonprofit would love to engage with donors 52 weeks a year. The church has this amazing opportunity to share the joy of generosity with attenders. What do we say? Think of a revolving door with these openings going around and around. Each week, you can share one of the openings.

These talks should be intentional and planned. They typically occur as part of receiving the offering. Some will place this talk at the end of a time of worship, as the emphasis would encourage the use of offering boxes in the welcome areas (or at doors). Some of these talks may be videos while the pastor, staff or lay persons (with communication skills) present other talks.

### Thank You

The people need to hear thank you. Your generosity is making a difference. Three important phrases you always say to givers are; “Thank you.” “Thank you.” “Thank you.”

#### **Script:**

*How blessed and thankful I am to be your pastor. As I was thinking of your generosity, I was overwhelmed with gratitude for your faithfulness. I spent some time asking the question “How can I say thank you to the people of [name of the church] for the way you bless so many by your consistent sacrificial giving and by your own spiritual growth in this act of faith?” Three phrases came to mind “Thank You. Thank you. and Thank you.”*

*It is thrilling to share with you our church had 7 new persons joining the giving journey this past week. What a great step in their spiritual experience. As I say thank you for your generosity, let’s say thank you to these wonderful persons who have entered this blessed journey of giving. It took great faith for them to enter this giving pathway.*

*We join together today with those who have given online this week in making a generous gift. I am [describe and demonstrate your way of giving]. We offer numerous ways for you to express your gratitude through giving [describe the methods which are on the screen]. I invite you into this wonderful act of faith.*

## Celebrate Wins

We are experts in sharing needs but often neglect the financial wins. Celebrate a great offering, share joys of exceeding goals, and engage the people in the doxology of financial accomplishments.

### Script:

*I could hardly contain myself when thinking of this time of sharing with you that last month, your generosity through [name of the church] exceeded all expectations. Our monthly need is [share the amount]. Through the amazing generosity of 289 persons/families, we gave [share the amount]. As your pastor, I am celebrating the spiritual victories of so many that have made giving an act of faith and priority in their lives. My heart is singing the song "I just want to celebrate!" Let's sing the doxology in celebration. [or Let's shout together! or Let's \_\_\_\_\_!]*

*We join together today with those who have given online this week in making a generous gift. I am [describe and demonstrate your way of giving]. We offer numerous ways for you to express your gratitude through giving [describe the methods which are on the screen]. I invite you into this wonderful act of faith.*

## Share stories of impact

People want to know their giving is making a difference. Share how a life (or lives) has been impacted because of generosity. Put a name and a face on this story. Celebrate the joy of how generosity made this life story possible.

### Script:

*As we are gathered today, we desire to engage in all of the important parts of our weekly worship experience. One of those important worship elements is receiving the offering. Our financial gifts to support what God is doing at [name of the church] to make ministry possible every day of the year.*

*In this season of challenge for all our families and community, [name of the church] is providing ministry in new ways by:*

*[Share some of the ministries occurring in this new season. (these are activities) Then share a story of life impact from an email or via video of the person(s) or group(s). (these are the outcomes)]*

*All of these things require financial resources. I encourage you at this moment by joining others who have given this week by making a gift to [name of the church].*

*You can make your gift by:*

- Texting [explain]
- Visiting our website: [website]
- Mailing a check to the church office

- Set up Auto Bank draft
- Other ways we offer?

*Thank you for being a part of what God is doing. Join me [describe and demonstrate your way of giving]. Let's pray for the offering we are about to receive.*

Alternative Script:

*As we prepare to receive His tithes and our offerings today, I'd like to share a story with you.*

*[Insert story here about a specific way your church is making a difference for the Kingdom in this new Season of ministry or a story of what happened this week with a person, family or organization.]*

*Even though this is a season of great financial uncertainty, our gifts to support what God is doing at our church are more important than ever.*

*Would you to take a moment right now to prayerfully consider making a one-time or recurring gift to support ministry here?*

*You can easily do this by:*

- Texting keyword to: [phone number]
- Visiting our website: [website]
- Mailing a check to the church office

*Thank you for being a part of ministry at [church name] in this rapidly changing season. [Demonstrate your way of giving]. Let's pray for the Offering we are about to receive.*

## **Testimonials**

Givers grow givers. Have persons share testimonials of how they became givers, why it is important in their lives, fears they had taking the first step and the blessings in their lives from generosity.

Thoughts:

- The pastor could do a video interview with a person (or family)
- Panel discussion either live or via video
- Family testimonial. The entire family on video (or live)
- The pastor (and staff) sharing about his/her giving journey
- All age groups and genders sharing about generosity
- Other \_\_\_\_\_

### Questions for interviews:

- Who taught you to give? How did they do it?
- How did you become a tither?
- What does giving to the church mean to you?
- What does generosity look like in your life, your home?
- What motivates you to give?
- How do you determine how much to give?
- Would you take a moment right now to prayerfully consider making a one-time or recurring gift to support ministry here? You can easily do this by:
  - Texting keyword to phone number
  - Visiting our website: website
  - Mailing a check to the church office

*Thank you for being a part of ministry at [name of the church] in this rapidly changing season. [Demonstrate your way of giving]. Let's pray for the Offering we are about to receive.*

### **Accountability**

Transparency is critical to givers.

- Communicate the stewarding process
- Share how they can receive financial reports
- Introduce oversight teams
- Quarter giving statements
- Annual giving statements
- Ministry Spending Plan Needs
- Monthly needs
- Weekly needs

### Script:

*I heard about a University of New Hampshire librarian who donated his entire estate to the school upon his death. Now, when you hear this story, your first thought might be, "Well, how much could he have given? He probably wasn't a rich man." Surprisingly, however, this man was incredibly frugal, and his donation totaled about \$4 million dollars! Here's the real kicker, though. The University of New Hampshire generated criticism when it was announced that \$1 million of his donation would go to the construction of a new football scoreboard. Only \$100,000 will be allocated to the library where he worked for most of his life! This story made me a bit upset. Similarly, this is often why some people are not generous. They're afraid their hard-earned money will be used unwisely. Now, while I can't promise you that every event or project we spend money on here at the church will be a homerun, I do want to ensure you that we don't believe the money that's given in the offering is our money. No, we believe that it is*

*God's money. We are just stewards. Because it is God's money, we do everything we can to make certain that we spend it as stewards. Our finance team [Share your oversight team or process] oversees the spending in this church. Let me introduce them to you. These good and faithful stewards make sure the money received is spent with prayerful and faithful stewardship. Isn't it a great feeling to know you can give knowing these funds are spent wisely.*

*Would you to take a moment right now to prayerfully consider making a one-time or recurring gift to support ministry here?*

*You can easily do this by:*

- *Texting keyword to: [phone number]*
- *Visiting our website: [website]*
- *Mailing a check to the church office*

*Thank you for being a part of ministry at [church name] in this rapidly changing season. [Demonstrate your way of giving]. Would you pray with me for our oversight team as they steward the gifts we offer.*

*Let's pray for the Offering we are about to receive.*

## **Theology**

Share the church's theology of giving.

### Script:

*We are about to do something the church has done for centuries. The practice of receiving an offering has been part of the faith journey since the beginning of time. In the Old Testament, it was obligatory and often was the first fruits of the harvest or the finest of lambs as a sacrifice for redemption.*

*In the New Testament, we find the first offering of the church in Acts 4. The people gathered and the new offering was as a thank-you for redemption. They gave with great sacrifice and yet with a joyful heart. We believe giving is rooted in a heart of gratitude. We also believe Holy Scripture teaches giving is what God wants for you not from you. Our need to give is greater than this church's need to receive."*

*Would you to take a moment right now to prayerfully consider your own reason for giving? Would you consider making a one-time or recurring gift to support ministry here?*

*You can easily do this by:*

- *Texting keyword to: [phone number]*
- *Visiting our website: [website]*
- *Mailing a check to the church office*

*Thank you for being a part of ministry at church name in this rapidly changing season. [Demonstrate your way of giving]. Would you join me in thanking God for the joy of giving?*

*Let's pray for the Offering we are about to receive.*

Place these on a revolving door or plan and use videos to augment your voice. I promise you, with continuous usage on a 52-week basis, the generosity culture of your church will be greatly enhanced.

Always share the joy of joining with those who have given during the week with those who are giving in this time of worship. Connect the family of giving in your church.

- For audio audience, make sure to read website name and/or church mailing address.
- For live stream or pre-recorded video, add banner at bottom of screen during offering time, which lists all the ways you have described.