

*Formulating a Spirituality of Fund
Development – the Transformational Effect*



Madeline Franze SSJ, CFRE

Mary McFadden SSJ, CFRE

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/fôrmý lāt/

- to “devise or develop”
- If you formulate something, you invent it, thinking about the details carefully
- **We hope to inspire you to develop or deepen your belief in the Spirituality of Fund Development**

/trans fôrm/

- to “make a thorough or dramatic change”
- We hope to present the thought of a few “Masters” to bring about a transformational effect in our thinking about a Spirituality of Fund Development

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- A skilled practitioner of a particular art or activity
- **We have chosen a few Masters from among many – persons who themselves articulated and lived a Spirituality of Fund Development**

And so...we believe...

- That in deepening our sense of the Spirituality of Fund Development...
 - It will *transform* the way we view our ministry
 - It will *change* the ways we engage and invite donors
 - Donors will be brought closer as their desire to “make a difference” is fulfilled as they support our mission

Introducing our Masters...

- Ignatius of Loyola
- Henri Nouwen
- Paul Reinert
- Bishop Thomas Murphy
- Kerry Robinson

...and their Masterpieces

- Ignatius of Loyola

- *Ignatius as Fundraiser* (Thomas H. Clancy)

- Henri Nouwen

- *A Spirituality of Fundraising*

- Paul Reinert SJ

- *The Ministry of Fundraising*

...and their Masterpieces

- Bishop Thomas Murphy
 - *Toward a Theology of Fundraising*

- Kerry Robinson
 - *Imagining Abundance*

What did the “Masters” say about...

1. Development as ministry
2. Focus on mission
3. Participation of donors
4. Accountability
5. Stewardship

#1 Development as Ministry

- Believe in the value of your work. (IL)
- Fundraising is, first and foremost, a form of ministry. (HN)
- Ideally, the work [of development] should take on the characteristic of a ministry. (PR)

#1 Development as Ministry

- ❑ Fundraising within the Church is a vocation of service. (TM)
- ❑ The starting point for all successful Catholic development must be a passion for excellence. (KR)

#2 Focus on Mission

- Let your light shine. (IL)
- Fundraising is a very concrete way to help the Kingdom of God to come about. (HN)
- [A fund raiser] has the joy of perpetuating and enhancing something that is destined to improve the quality of human lives. (PR)

#2 Focus on Mission

- ❑ The ministry we share in fund raising and stewardship is a response to the Lord's great commandment of love. (TM)
- ❑ Learn to proclaim the good news of your organization and how it is making a measurable difference in the world. (KR)

#3 Participation of Donors

- ❑ Know your clients and be patient with their moral failings. (IL)
- ❑ Through our invitation to contribute and the relationship we develop with [our donors], hopefully they will come closer to God. (HN)
- ❑ Your request to donors provides an opportunity for them...to become their best selves. (PR)

#3 Participation of Donors

- ❑ Fundraising must not become so professional that it contradicts the Gospel values of personal human dignity and worth. (TM)
- ❑ Donors are subjects, not objects. (KR)

#4 Accountability

- Manage your assets carefully. (IL)
- ...those who raise funds must show potential donors a strategic plan that convinces donors their money will help to increase the productivity and success of the organization. (HN)
- The money you raise will, in God's providence, bring about a myriad of wonderfully important results. (PR)

#4 Accountability

- Accountability for the resources developed, accumulated and expended is not an option; it is a required expectation. (TM)
- We are called to administer the goods we possess, which are not our exclusive possession. (KR)

#5 Stewardship

- Honor your friends and show them gratitude. (IL)
- Fundraising as ministry is grounded in prayer and undertaken in gratitude. (HN)
- The spiritual essence of fund raising is the good to be accomplished on behalf of other human beings. (PR)

#5 Stewardship

- The success of fund raising will be determined...by communicating the reality of stewardship and its obligation to as many people as possible. (TM)
- You make it a joy to give. (KR)

Other Masters...and Masterpieces

- ❑ Achieving Excellence in Fundraising (*Henry Russo*)
- ❑ Donor Focused Strategies for Annual Giving (*Karla Williams*)
- ❑ Faith-Based Management (*Peter C. Brinckerhoff*)
- ❑ Growing Givers' Hearts (*Thomas Jeavons , Rebecca Basinger*)
- ❑ It's Not Just About the Money (*Richard Perry, Jeff Schreifels*)
- ❑ The Ministry of Development (*John R. Frank*)
- ❑ Money for Ministry (*Wesley Willmer*)

Who else? What else?

- NCDC – *Dimensions*
- *Chronicle of Philanthropy*
- AFP – *Advancing Philanthropy*
- Other??

Back to the beginning...

- By visiting the works of a few Masters in the field of development, we hoped to...
 - inspire you to develop or deepen your belief in the Spirituality of Fund Development
 - in order to bring about a transformational effect in our thinking and our ministry

Wrap Up

Contact Information

S. Madeline Franze SSJ

madelinefranzessj@gmail.com

S. Mary McFadden SSJ

marymcfaddenssj@gmail.com