

Stewardship Telephone Follow-Up

The following is a suggested approach to your telephone calls to parishioners who have not responded. Use it as a guideline in developing your parish's approach.

Talk to the person(s) whose name is on the list, not to another member of the family. If they are not home, ask for a time when you can reach them. Leave a message that you are a fellow parishioner who is calling on behalf of the parish.

The purpose of the call is to follow up on the homilies and mailings and get the person to respond to the request for their time, talent and treasure commitment. Most of the calls will be very positive. Not all parishioners will respond the same way and, regrettably, a few will be negative.

Your responsibility is to talk to them about the stewardship effort, listen to what they say, give them enough opportunity to state their feelings and then ask them if they will give special consideration and respond to the cards they have received in the mail. Signing the cards is an outward sign of making a commitment. No one will call them to task if they fail to live up to their commitment. Conditions may change, causing them to be unable to fulfill their commitment.

Please make sure that parishioners know we appreciate the contribution of time, talent and treasure they make to the parish. They may respond that they are already doing as much as they can. We would like them to list those current involvements on their cards. The issue here is for everyone to think about their blessings from God and take a fresh look at their time, talent and treasure contributions. They may decide there is no need to change their existing level of contributions and, of course, that is perfectly all right with us.

A suggested approach to the telephone calls:

"Hello, Mr., Mrs. or Ms. _____. My name is _____. I am a member of the parish and I have donated some of my time to the stewardship effort. How are you tonight? Fr. _____ asked me to call you to see if you have received the mailings from the parish in the last couple of weeks about stewardship. Have you received the mailings? The most recent one was sent with a letter and a brochure with response cards in it.

IF "YES" ...Have you had a chance to read them?

IF "YES" ...I hope you will be responding to Fr. _____'s request for your commitment. The cards can be brought to Mass this weekend. [If they are undecided, try to get them to respond and complete the cards.]

IF "NO" ...I encourage you to read it and consider making a commitment to the parish. Thank you.

IF "NO" OR "NOT SURE" ...Let me give you an idea of what it is all about with the hope that you will respond to it. For the last several weeks, the parish has been conducting a Stewardship Effort. Mailings that went out the last couple of weeks were asking all of us to make a renewed commitment of the time we have to work for the parish. It is also asked us to commit our talents to the parish. And, finally, it asked us to make a commitment to the financial support of the parish through the weekly offertory collection. We are inviting parishioners to fill out the Time and Talent card and a Treasure card for the

weekly offertory collection. I hope that you will respond by completing the cards and bringing them with you to Mass this weekend. If you would like us to send another card, we will do so.

(If a person wants another copy, verify their name and address and give it to the church secretary to be mailed to them.)