

# MAJOR GIFTS CHURCH DISCUSSIONS

## RESOURCE 1.20



### Church Discussion:

1. How could you establish accountability for measurable outcomes regarding cultivation-moves-management and the major gift “asks” (in a parish, in a diocese, in a church organization, etc.)? We do what gets measured. (This question will be repeated in the evening “Bishops’ Suites” conversation.)
2. What makes you nervous about asking for major gifts (defined, for now, as a gift equal to the amount of 5-10% or more of your annual budget)?
3. Describe a time in which you have procrastinated in approaching a major donor and why? How would you remove that as a barrier?
4. Describe a time in which you or someone you know asked for and received a major gift.
5. Describe a time in which your own feelings about wealth made it hard to connect with a major donor. How would you remove that as a barrier?