

TALKING POINTS FOR A PHONE CONTACT WITH YOUR TOP 15-20 GIVERS

Some things to remember:

- These conversations should be **relationally and pastorally driven**.
- This first pastoral contact should be **about them** before it is about the church and the needs of the church.
- This is **not the time** to talk finances and giving **unless** they bring it up.
- Remember, they too are walking a new path with their family and possibly with their career and/or business. They are also trying to figure out the best path forward.

Consider the following questions to guide the conversation:

- How are you and your family doing?
- How are things with your work/business?
- How can I pray for you?
- How can the church be there for you?
- How do you think we are doing?
- Anything we are missing?
- Thank you again for your commitment to our church of your time, your talent, and your resources.

Other considerations:

- They want the church to navigate this season well.
- They want the church to be strong.
- Many of your top givers are proven leaders in the business and community world. Are there areas where this person/couple might provide counsel and wisdom to you and your staff? They will appreciate your asking them for wisdom or advice.
- Your top givers will be on several other non-profit giving lists and will be contacted by those non-profits. Don't be on the sidelines.