



# FUNDRAISING AS MINISTRY

LAKE INSTITUTE ON FAITH & GIVING  
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# REFLECTION QUESTIONS

1. When you think about the concept of **fundraising** – what are the words, images and experiences that come to mind?

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2. When you think about the concept of **ministry** – what are the words, images and experiences that come to mind?

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3. What transition has to take place in how you think, talk and understand fundraising for you to consider embrace and practice fundraising as a ministry?

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# A SPIRITUALITY OF FUNDRAISING

*A Holy Conversation with Henri Nouwen*

## 1. FUNDRAISING AS MINISTRY

- a. Is a way of announcing our vision and inviting people into our mission
- b. Is first and foremost, a form of ministry
- c. Invites those with money to a new relationship with their wealth
- d. Is as spiritual as giving a sermon, offering a prayer, feeding the hungry, visiting the sick

## 2. FUNDRAISING, OURSELVES & GOD'S KINGDOM

- a. Is a concrete way to help usher in the Kingdom of God
- b. The question is not how to get money, rather, the question is about our relationship with money
- c. If money touches our relationships with family members as well as the world beyond our home, it also reaches into our inner life
- d. What is our security base? God or Mammon? That is what Jesus would ask.

## 3. PEOPLE WHO ARE RICH

- a. Sometimes our concern for the poor may carry a prejudice against the rich.
- b. Many rich people are lonely; they struggle with a sense of being used or rejected.
- c. We must claim the confidence to go to a wealthy person knowing that he/she is just as poor and in need of love as we are.
- d. We must minister to the rich from our own place of wealth, the spiritual wealth we have as brothers and sisters of Jesus Christ.
- e. If we ask for money from people who have money, we need not worry about money; rather, through our invitation will they come closer to God.

## 4. ASKING

- a. The freedom to ask for money comes when we are free from money.
- b. God's Kingdom is a place of abundance where every generous act becomes part of the grace of God at work in the world.

## 5. GRATITUDE & A NEW COMMUNION

- a. Fundraising is community building
- b. The aim in fundraising is to create lasting relationships
- c. Gratitude allows us to approach fundraising without grasping neediness and leave it without rejection

“Where there is no vision, the people perish: but he that keepeth the law, happy is he.”

Proverbs 29:18

**“Fundraising is precisely the opposite of begging. Rather, we are declaring, ‘We have a vision that is amazing and exciting.’”**  
~ Henri Nouwen