

# Why Retain a Consultant?



**Stewardship Advocates™**

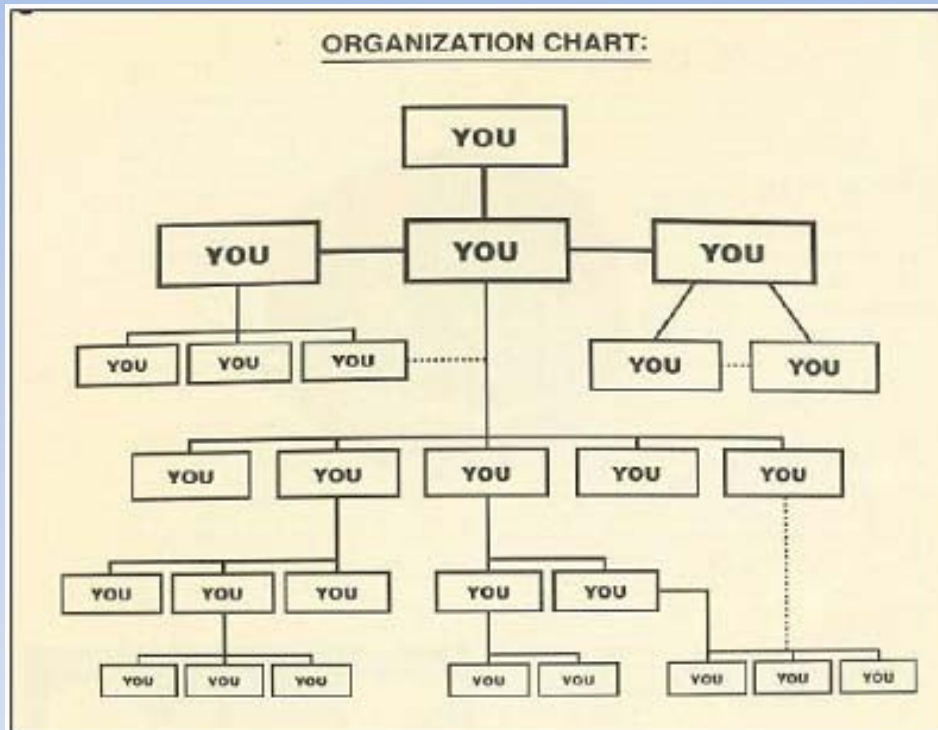
# Stewardship Advocates



We are the world's first coaching and consulting service working exclusively within the Orthodox Church for parish and organizational development. We offer the best practices of the professional nonprofit development community adapted for use according to Orthodox ecclesiology and contextualized for application in an Orthodox parish or organization.

# **Six reasons to hire a consultant**

# #1 – Enlist Help!



How many hats can the priest or executive director wear?

## #2 – Import Expertise



Nonprofit development and fundraising has become a science today and they never taught this at seminary.

# #3 – Bring Professionalism, Objectivity and Fresh Thinking to the Process



With so many opinions, personalities, and special interest groups within the parish how can we clearly see the path forward? Our view is myopic!

## #4 – Create an Accountability Mechanism



It's amazing how many tasks are accomplished just before the next visit or conference call with the consultant!

## #5 – Raise Much More Money



Parishes rarely receive major gifts during the year but these are commonly experienced by a professional fundraiser who sees opportunities that are not readily apparent to others.



## #6 – With Fewer Problems



Capital campaigns are stressful, problematic, and emotionally risky, replete with ample opportunities for people to be offended.

# Valuable Knowledge



In a world of specialization, a consultant brings valuable knowledge. Professional nonprofit development has become a science today. Its possible to receive a Ph.D. in Philanthropy. Most universities and colleges offer a Masters degree in Nonprofit Management. With adaptation, this science is fully compatible with Orthodox ecclesiology.

**“We know what we know; we know what we don't know; but we don't know what we don't know.”  
This is what the consultant or coach knows.**

# Top Reasons to Retain an Expert Orthodox Coach or Consultant



1. Loves the Holy Orthodox Faith
2. Identifies with and believes in the mission of your parish or organization
3. Has a deep appreciation and understanding of Orthodox parish life
4. Has worked in over 100 Orthodox parishes and organizations in all jurisdictions
5. Has a graduate degree in Orthodox theology
6. Served 38 years as an Orthodox priest
7. Understands and empathizes with the life of a priest and his special pastoral and personal concerns
8. Intimately acquainted with the giving challenges for immigrants and their offspring

# Small Parish or Organization Consulting



Stewardship Advocates assists small parishes and organizations primarily through virtual consulting and coaching via phone and web-based technologies.

Virtual consulting significantly lowers costs, improves productivity and reduces risk.

Stewardship Advocates' Library also supports the work of the client while the v-consultant serves as expert, problem-solver and accountability mechanism.

# Campaign Budgeting

- Many mistakenly assume no costs will be incurred to raise a massive amount of new money.
- The national average for capital campaign budgets is 8%-12% of the goal.
- Happily for parishes and small organizations, with a well-known group of supporters, the costs are usually much lower because less research, cultivation and travel is required.
- It's important to note that receiving compensation as a percentage of what is raised is deemed unethical in professional fundraising. Professional consultants are paid a flat rate based on the amount of time spent on a project.

# Return on Investment

Prior to the recent great recession, conventional wisdom taught that doubling an investment in seven years would be a good return.



# Consultant Return on Investment

- Invest in professional consulting assistance and receive 20x to 40x return on investment;
- Consider that one gift, not otherwise received, pays for the entire cost of the service;
- Other ROI factors: people learn to give sacrificially; people often commit to an estate gift; new or distant members are brought into the church; fewer mistakes are made; parish concord is preserved; leaders learn new skills for the stewardship campaign and other parish growth strategies.



# The Principal of Stewardship Advocates



Anthony L. Scott

Ordained Bastille Day 1974; 38 years a priest; four parishes served; B.A., M.Div., plus 30 courses of study in nonprofit institutional development; 12 years serving as Vice Chancellor of Advancement at St. Vladimir's Seminary; 15 years as consultant to well over 100 Orthodox parishes and organizations; author and editor of Good and Faithful Servant: Stewardship in the Orthodox Church.

In June 2012, at his own request, Anthony was honorably returned to the ranks of the laity in order to receive the sacrament of holy matrimony.



# Contact Information and Additional Material

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