

Discussions: Day One

Major Gifts Resource 1.11

Diocesan Discussion: (optional - for use in planning)

The Diocesan design for teaching major gift identification, moves management, solicitation, and program management (diocese, large church, small church)

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 diocesan organization, etc.)? We do what gets measured. (Additional conversation—an opportunity for more depth.)
2. How do we set up the teachers and the teaching in our dioceses regarding major gifts?
 - a. What training can we accomplish on major gifts in our diocese and how might we do that work over three years?
 - b. How can a diocesan staff encourage major gifts management in their diocesan churches and diocesan programs? Who is the diocesan facilitator/coordinator for major gifts?
 - c. How can we facilitate and coordinate a comprehensive “ask” of a major donor (parish, diocese, ...)