



Choosing the Right Capital Campaign Consultant for Your Church

When it's time to consider having a campaign specialist assist your church with planning and implementing a capital campaign, there are several key areas that you should assess in being sure she/he is the right fit for your congregation.

Talking the Talk- One of the most important areas to assess is whether or not your consultant knows the language of the church in order to guide you through key steps and to maintain the credibility of your membership. Do they know the role of a Presbyterian pastor with the session? Do they know the authority given a session in our denomination? Do they know when it is necessary for congregants to vote or not during a capital renovation? If you can't answer affirmatively to each of these questions, keep looking for another consultant.

Walking the Walk – Our Presbyterian reformed theology leads us to a unique understanding of money and possessions and the responsibility members have to fulfill the Great Commission. Does your consultant talk more about sacrifice or grace, generosity, and abundance?

Sharing the Walk- Probably the single most important aspect of "fit" for a congregation and its' consultant is whether or not the consultant shows the proper respect for the existing church culture of possessions and stewardship. Does your consultant require that you follow exacting "rules" for raising funds, or do they bring an attitude of facilitation and understanding, always mindful of best practices and compromises that may be necessary to fit your culture?

The Easy Way - If your consultant offers you a simple easy method to raise hundreds of thousands or millions of dollars without anyone having to ask, just remember if an offer is too good to believe, it often is. The commitment process should seek to utilize personal witness and utilization of church leadership who can best articulate the vision for the most effective campaign. There is a "right" process for each church at each time in your journey, and the best process is usually personally designed to meet your needs, not an off the shelf one process works for all.

With over fifty years of dedicated service to congregations across this land, Church Campaign Services consultants know what it takes for you to be successful in a capital campaign. Church Campaign Services fits all our churches, big and small, North or South. We're a proven fit for thousands of congregations and our recall rate with churches is second to none. Call Bob Kukla today at 888-558-6873 to discuss your needs for major funds.