

The James Company

Turning Your Vision Into Reality

Strengthening Church Finances Workshop Facilitated by Rev. Rachel Cornwell for the Presbytery of Baltimore

Our ***Strengthening Church Finances*** workshop has been proven to help congregational leaders rethink stewardship strategies for Annual, Capital and Planned Giving efforts. We focus on the key steps of visioning, developing consensus and relational strategies that inspire, invite and encourage givers to grow in generosity. We also help congregational leaders work through discomfort with talking about and asking for money. This three-hour workshop includes teaching and small group work, with additional resources that congregational leaders can take with them to develop and implement in their church setting.

About *The James Company*

Since 1986 *The James Company* has managed over 1,800 appeals and raised more than \$1.2 billion dollars for congregations and church-related institutions. Our company name is taken from the New Testament Book of James. Good works are the concrete expression of our faith. Our mission is to assist churches in creating a spiritual climate for giving. *The James Company* presents a biblical approach that energizes the hearts and minds of God's people.

Rachel Cornwell – Program Director



Rachel is the Director for the East Coast office of *The James Company*. She is ordained in the United Methodist Church, and served for 15 years in congregational ministry leading annual stewardship campaigns and capital appeals totaling more than \$1.5 million. She completed the Executive Certificate Program in Religious Fundraising through the Lilly School of Philanthropy at Indiana University-Purdue University in 2017.

We have been privileged to partner with these Presbyterian ministries: Brown Memorial Park Avenue Presbyterian Church, Baltimore, MD

The Center, Baltimore, MD

Montreat Conference Center, Montreat, NC

NEXT Church Community Organizing and Congregational Leadership Certificate Program