

Talk about TRIO given by the Revd Alan Bain at Archdeaconry Training Day
November 2003

St Philip's 1996

The problems we faced

- Parish Share had consistently risen by a large percentage over 5 years – and was still rising.
- Giving tended to be “spontaneous”
- Planned giving was low and falling -
- Reclaimed tax was also falling.
- Giving scheme was badly organised and not communicated well.
- New people to church were not joining in the giving scheme. (Didn't know how to.)

Giving Schemes

TRIO - “The Responsibility Is Ours” chosen - produced by the Diocese of Southwark. <http://www.dswark.org/resource/trio.htm>

Characteristics

- Visual, simple, asks for a response, shares responsibility for finance; honest and straight; annual.

1996 Result

- Overall giving rose 60%
- Number of people planning giving rose 50%
- Planned giving rose 60%

What we need each week...

What we need to make the books balance each week during 2003

- **Expenditure £1835**
- **Income £1729**

- **Need extra £106**

- **Approx £1 / household/week**

Why does it work? -1

- Communicates finance facts simply and helps people to understand and feel part of it.
- Realistic and visual
- Acknowledges past generosity
- Asks people to review giving (not just raising it)
- Doesn't make people feel guilty
- Helpful guide on proportional giving.
- Encourages planned giving and generates more reclaimed tax.
- Asks for a specific response
- Inclusive and stresses shared responsibility.

Why does it work? -2

- Presented with a creative vision that inspires for the future - It doesn't just present survival
- Vicar presents it not a "finance person"