A guide for conducting an **Every Member Parish Visitation**



Diocesan Council Stewardship and Financial Development Team Diocese of Fredericton November 2010



Contents

PLANNING

1.	Why Consider doing an Every Member Visitation?
2.	Visitation Overview
3.	Every Member Visitation Announcement
4.	A Letter to All Members 6
5.	Agenda - Visitors' Training Day 7
IMPLE	MENTATION
1.	Contents of Visitor's Kits
2.	Training Information for Visitors
3.	Our Record of Who will Visit Whom
4.	Stewardship and Financial Information
5.	Questions for Visitors to Ask During the Visit
6.	Parishioner Feedback Form 8
7.	Parishioner Information Form
8.	Visitor's Report and Evaluation Form
FOLLO	DW-UP
1.	Visitation Wrap-up Session
2.	The Most Important Things We Learned
3.	Follow-up for Vestry

WHY CONSIDER DOING AN EVERY MEMBER VISITATION?

- It's an excellent opportunity to gather information about your Parishioners and to provide information to them about the services and programs offered in your Parish.
- The visitation isn't only about giving and gathering information. It also fits into a bigger picture we need to rejuvenate the Anglican Church and visitation is a good starting point.
- The most important information you will gather is related to the questions that are asked about: worship services, spiritual growth and learning opportunities, fellowship, communication and leadership.
- Use the visitation as a springboard to action and change in these five areas.
- These are the areas that we have to get right if the church is to remain relevant in people's lives and be institutionally strong.
- Parish leadership will have the opportunity to review the results of the feedback and make changes, as appropriate in those areas.

Who will benefit from the visitation?

- Those visited ... they will appreciate fellow Parishioners taking the time to learn and share information about Parish life.
- They, hopefully, will feel more a part of the church and more connected. You – the church – will have reached out to them. They will know about the groups and activities. Hopefully some will feel encouraged to get more involved.
- The factual information you gather will update the parish list and be an aid in communication to your Parishioners (addresses, emails, telephone #s)
- Your visit should be a sign to them that they are a valuable member of the church family and their views are important.
- You, as a visitor, will feel good about doing these visits. You'll be doing God's work. You'll be helping to build up and strengthen the body of Christ, the church, which – when functioning well – can be so important in the daily lives of individuals and families.
- Finally, the church will benefit because your Vestry will have information on which to base decisions.

VISITATION OVERVIEW

1ST PHASE - PLANNING

- 1. Planning phase should start 2-3 months prior to the visitation. Most effective time to conduct visitation is in the spring or fall.
- 2. Visitation should be completed over a 2-3 week period.
- 3. Visitors can be of various types young & old, male& female, longtime & new members, introverts & extraverts, knowledgeable about our church and our congregation & wanting to learn more.
- 4. A letter should be sent to the congregation, signed by the Rector and Organizing Committee Chair to explain why we were doing a visitation, and what they could expect and when a phone call, a visit, forms to fill out, etc.
- 5. You may want to develop a visitation prayer to be used in the weeks leading up to and during the visitation.
- 6. The Chair should speak in church about the visitation.
- 7. The date for a Visitor training session should be is set early on, before the phone calls to visitors.

2ND PHASE - IMPLEMENTATION

- Clergy and Committee members should review the parish list and remove the ones where a visit is judged to be inappropriate (nursing homes, very elderly, known to be away, etc.) Have volunteers prepare index cards with the name of each individual or family unit to be visited, their address and telephone number. The index cards are taken to the visitors training day for distribution to visitors.
- 2. Plan a Saturday morning or evening training session and have an agenda. Hand out Visitor Kits and review contents with visitors. Visitors should select 6-7 names. Record the names on the "Who Visits Whom Form".
- 3. Visitors contact and schedule appointments with individuals or families on their list.
- 4. On the first Sunday of the visitation programme commission visitors with a prayer.
- 5. During the visits, visitors record the responses to the questionnaire & collect completed information forms from Parishioners.
- After the completion of the visitation, a wrap-up coffee/dessert gathering should take place. All completed forms must be turned in and time be given for discussion on the information gathered.
- 7. The Committee should follow up to ensure that every person who was to get a visit was, indeed, visited.

3RD PHASE - FOLLOW-UP

- 1. Organizing Committee should review completed forms
 - a. Parishioner Information Forms should go to person responsible for updating parish list.
 - b. Special requests given to appropriate person and followed up special visit, more info, wanted envelopes, etc
 - c. Financial information tabulated how many willing to take envelopes for first time, increase their weekly pledge, use e-offering, consider an increase for next year, etc.
 - d. Comments provided on the Parishioner Feedback Form should be compiled for each topic social action, communication, sense of belonging, worship, leadership, learning opportunities, and financial.

- e. A Report, with recommendations should be completed for Vestry summarizing the findings for each topic.
- 2. The Vestry should share the Report with the congregation. Vestry may want to invite lay leaders of various groups (ACW, choir, Sunday School superintendent, Guild of St Joseph, etc.) to a session to discuss the recommendations and determine the top priorities they will address.
- 3. The agreed-upon priorities and any action plans should be communicated to the various groups, committees and congregation.

EVERY MEMBER VISITATION ANNOUNCEMENT

•	(Vestry, Stewardship Committee, etc.) approved the idea of
	an every member visitation, our first in years, between
	and (insert date).
•	Why is it important that we have a visitation?
	 Spread the good news – All the positive things going on in the
	church – So INFORMATION is the first reason.
	 Second reason is to SEEK FEEDBACK from our congregation or
	our services, programmes and life and have this information
	documented via a questionnaire.
	 Third reason is to RECONNECT with those who are irregular in
	attendance and invite them to join us more regularly for worship and
	programs.
	 Fourth reason is about STEWARDSHIP – We want to make
	everyone aware of the need for increased support of our church in
	order for us to (grow, stay healthy) and to be able
	to do God's work. We'll be talking about stewardship from three
	perspectives:
	1. Time and talent;
	2. Weekly giving, and
	3. Planned giving.
•	With this announcement, planning will begin in earnest.
•	In the near future, (insert number) visitors will be recruited and
	asked to visit (insert number) homes
•	Visitors will be given information and training on (insert date(s))
	and a training kit that will contain a questionnaire for feedback, a
	description of parish programmes, activities and Committees, and some
	basic parish financial information, including information on Planned

Giving. (Brochures on Planned Giving are available from the National Church).

If you would like to be a visitor please contact ______ (insert name(s) and contact info).

• (Add other parish-specific information, as you would like.)

A LETTER TO ALL MEMBERS OF (insert name of church or parish) CONCERNING OUR EVERY MEMBER VISITATION – (insert date)

Under a special initiative of _______, (insert name of organizing committee) you and your family, like all congregation members, are being invited to open your home to a Parish visitor, who will:

- 1. inform you about the many wonderful programmes and organizations at the Parish, and encourage your participation;
- 2. gather feedback on important questions related to such topics as spiritual growth and learning, worship, communication, leadership, youth and seniors, social action and fellowship;
- 3. provide you with information about current and future financial needs of the Parish and talk about stewardship of God's gifts to us;
- 4. inform you about our *Parish-specific Funds*, and encourage you to remember the Parish as you plan your will and make special financial gifts.

There is always room for improvement. We welcome your ideas and feedback as we plan for the future.

You will soon be contacted by one of our (*insert number*) volunteer visitors, with the idea of setting up a 30-45 minute appointment, at a time that is convenient for you and your family - sometime between (*insert dates*). We sincerely hope you will open your home and your heart to the visitor who calls. The information we pass on to you, and receive from you, is very important to all of us.

A special committee has been established to organize this visitation and to gather the feedback. When complete, they will look at the results and recommend a course of action to Vestry. The committee will give a report on the results of the visitation to the congregation.

If you have any questions or comments, we invite you to contact (insert name)I, visitation committee chairperson, at (insert telephone number and/or e-mail address).

In Christ's Service,

(Insert Name)
Priest/Rector/Incumbent

(*Insert Name*)
Committee Chairperson

AGENDA – VISITOR TRAINING DAY

(Insert date)

8:30	Coffee, juice, muffins
8:45	Opening prayer, introductions and overview of the day
9:00	1 st talk – Rector or Lay Leader
9:30	Review contents of visitor's kit
10:00	Break
10:15	Questions & Answers on visitor's kit
10:45	2 nd talk – Rector or Lay Leader
11:15	Practical ideas that will help the visitation go smoothly for visitors and
	those being visited
11:45	Visitors select names (index cards will be out on tables) and complete
	"Who Will Visit Whom" form
12:15	Wrap-up comments, final questions and closing prayer

A reminder that all visitors will be commissioned for their visits during (insert date of church service). Please plan to attend.

CONTENT OF VISITOR'S KITS

Sample Documents Available to Visitation Committee from Stewardship Resource Website

- 1. Agenda for Training Day (1 copy)
- Training Information Sheet for Visitors an overview of what's expected of each visitor (1 copy)
- 3. Letter to Congregation (1 copy)
- 4. Financial and Stewardship Information Sheets (6-7 copies)
- 5. Parishioner Information Form to be filled out and returned (6-7 copies)
- 6. Congregation Feedback Questionnaires to be discussed, filled out and returned (6-7 copies)
- 7. Visitor Report & Evaluation Form (1 copy to be completed by all visitors and returned)

Visitation Committee may Source and/or Prepare the Following Documents

- Congregational Information cards/sheets factual information about each family
 to be updated by visitors and returned (6-7 copies)
- 2. Brochure about church services, programs and organizations (6-7 copies)
- 3. Parish-Specific Funds Information (6-7 copies)
- 4. E-offering brochures (6-7 copies)
- 5. Alpha information sheets (6-7 copies)
- 6. Planned giving brochures from National Church (6-7 copies)
- 7. Annual Report (1 copy a resource)

Note: If you have multiple copies of an item it is meant to be discussed and then left in the home of those visited, or completed and returned.

Training Information for Visitors

- Generally speaking visitors enjoy their role; they are warmly welcomed and find the conversations interesting and comfortable.
- The materials in your kit are going to be a big help in making the visit go smoothly: They provide a logical order for the visit, and the forms and questions are focused and stimulate discussion.
- Phone calls to set up appointments are essential.
- Some people want to talk, provide opinions; some don't take your cue from the people being visited.
- If they want to openly share ideas and opinions with you (and allow you to write them down)...OK if they want to make anonymous comments you may leave the forms with the questions for them to complete and discuss how the forms will be returned to the committee.
- Husbands, wives and other family members can be interviewed together.
- If you can answer a question fine, but if not, put a special note on the form or speak to the appropriate person and ask them to follow up.
 All questions and requests must be followed up.
- Be sure every single person you are to visit is visited or their name is given to someone else for follow-up.
- Start your visit with an explanation of the purpose of the visitation, which is to provide info and gather info; and that the information will be reviewed by Vestry for planning and decision making.
- You'll receive questions or requests for help with a special need someone will want a visit from the Incumbent, someone will ask about a spending decision made by vestry, someone will want to talk about funeral arrangements or wedding plans and so on be sure and write these requests clearly on the form. Ensure all requests are passed on to the appropriate people so they can take necessary action and respond back to the requestor.

Our Record of Who Will Visit Whom

Our Record of Who Will Visit Whom

Your Name	Your Name
Your Tel. Number	_ Your Tel. Number
Names of Those You Will Visit	Names of Those You Will Visit
1	_ 1
2	2
3	_ 3
4	_ 4
5	5
6	6
7	_ 7
8	8

STEWARDSHIP & FINANCIAL INFORMATION

God's Guidance to Us

One of the most important concepts of Christian life is that of stewardship. In both the Old and the New Testament we are encouraged to remember a basic principle: All we are and all we have are gifts to us from God, who asks, in return, that we be good stewards of those gifts and dedicate back to Him a portion of our time & talent, and our treasure.

Through our home visitation we want to encourage all members of our congregation to think seriously about stewardship, with particular emphasis on financial stewardship.

Bishop Salmon speaks about "money as a false God and that people need to give in order to be free of the dominion of money. About 40% of Jesus' teachings were about money and possessions. When we don't give then we are in danger of being possessed by money." Bishop Salmon states that "our giving to the Church is related to God's generosity to us". At Synod 2009, members passed a resolution to adopt the report and recommendations of the Task Force on Budget Support, which included a recommendation that "parishes encourage parishioners to think about the generosity of God and that their generosity be expressed in more generous giving in accordance with a recent Diocesan Council resolution which affirmed the biblical tithe as the diocesan standard of Christian giving".

Even though Jesus often spoke about money, we in the Anglican Church are sometimes hesitant to talk about it. We must allow ourselves to be more comfortable in doing so because it is increasingly important.

Parish Finances (sample information)

Here are a few noteworthy financial facts:

Receipts:		
 Our total an dollar amou 	inual operating budget for (insert year) is approximately <i>int</i>).	_ (insert
We have	(insert number) individuals/families on our parish list.	

Of these, ___ (insert number) are envelope holders and ____ (insert number) are using the e-offering system.

• Over the last three years the number of identifiable givers has declined (or increased) from ____ to ____ (insert numbers), or ____ (insert percentage).

• Below you will see the amounts received as "identifiable giving" through envelopes and e-offering by families and individuals in _____ (insert year).

Families/Individuals

\$0	40
\$1 - \$100	35
\$101 - \$200	15
\$201 - \$300	25
\$301 - \$500	35
\$501 - \$1,000	45
\$1,001 - \$2,000	55
\$2,001 - \$3,000	15
\$3,001 - \$4,000	15
\$4, 001 +	<u>5</u>
	300

- During the past year:
 - 150 households (53%) gave less than \$500 per year which is less than \$10 per week;
 - 100 (35%) gave \$500 to \$2,000 per year which is between \$10 and \$38 per week;
 - 35 (12%) gave between \$2,001 and \$4,000+ per year which is between \$38 and \$77+ per week.
- In total last year, ___ (insert percentage) of our people contributed ___ (insert percentage that might be meaningful, i.e., 60%, 70%, 80%).
- Of our total income, ___ (insert percentage) or \$___ comes from Identifiable Givers; and ___ (insert percentage) from interest income.

Disbursements

- Regarding our expenses, in ____ (*insert year*):
 - \$_____ (__%) was clergy-related;
 - \$_____ (__%) was lay staff-related;
 - o \$_____ (__%) was property-related;
 - \$_____ (__%) was forwarded to the diocese;\$ (%) was spent on mission and outreach;.
 - > \$_____(_%) was for general/administrative spending.

We Encourage You As part of this home visitation program we are encouraging everyone to: ➤ make or renew your pledge (known only to you and God) to contribute a certain percentage of your income to God's work through the church;
 regularly use the weekly envelopes or the convenient e-offering system; think about the Parish when making decisions about your estate or making special financial gifts (Parish-specific Funds).
++++++++++++++++++++++++++++++++++++++
My/Our Stewardship Pledge
(We would appreciate receiving the following information to help us with financial
planning. Please complete and either give to your visitor now or he/she can return to
pick it up later.)
You are invited to indicate with a check mark the statement that best describes your
stewardship commitment to the Church:
In the past, I/we haven't made an annual pledge, but I/we will, either (a)
effective immediately OR (b) in the fall for 20
I/we have already made a pledge and intend to honor it this year.
I/we made a pledge and will increase it for the remainder of this year.

To help me/us honor my/our pledge I would like to receive weekly envelopes.

Note:

If you would like envelopes or want to arrange for monthly/weekly pre-authorized bank debits) please provide your name and telephone number:

year.

e-offering brochure).

I/we will give serious consideration to increasing my/our pledge for this

To help me/us honor my/our pledge I would like to make arrangements for

automatic weekly or monthly pre-authorized debits from my bank (per the

Questions for Visitors to Ask During the Visitation

Question	A		۱.) od
	poor	9	poog	0	very good
		/4	-11	V	Š
	1	2	3	4	5
Spiritual Growth & Learning		1/	V	1	
1. How are we doing in providing opportunities for spiritual growth and Christian learning?	V	V	Y	V /	
2. How would you rate your knowledge of the Christian faith? Comments					
Social Action					
3. Do we, as a congregation, do a good job in reaching out to the social needs of others?					
Comments					
Worship					
4. Do you find the service(s) meaningful and uplifting?					
5. How would you describe the balance of traditional and contemporary music used in our worship services?					
6. How would you describe the preaching in the Parish?					
Comments					
Communication					
7. How would you classify the communication of Parish events, programmes, special occasions, groups, etc.?					
8. How well are you informed of news, events and information within the Diocese?					
Comments					
Sense of Community					
9. Do you feel, as an individual and/or family, that you are part of a supportive Christian community?					
10. Do you think we, as a congregation, do a good job of welcoming newcomers?					
Comments					
Youth and Seniors					
11. How would you rate the balance of emphasis on youth and the older generation in our congregational life?					
12. How would you rate our reaching out to young people?					
13. How would you rate our efforts to meets the pastoral and day-to-day needs of our seniors?					
Comments					
Leadership					
14. How would you rate the job being done by the Vestry and lay leaders within various committees/organizations within the church?					
Comments					
Other				<u> </u>	
15. Do you have any other comments? (Note: they will be passed on to the approp	riate gr	oup or	persor	ı.)	

explain?_

PARISHIONER FEEDBACK FORM

1. WORSHIP				61010
Which service do you normally	attend:		\	0101101
			1	
Please rate the following:				
Music	poor	good	verv	good
■ Sermons	poor	_	-	
Lay Participation	poor	_	•	
Youth Involvement				good
Uplifting				good
Balance of BCP/BAS	_	_	-	good
Comments:				
2. <u>LEARNING OPPORTUNITI</u> Does the Parish provide sufficient	ent opportuniti	J	in the Chr	istian Faith?
Yes	No			
Please rate the following based	on your exper	ience with	in the Chui	rch:
 Teaching/Learning Session 	ons poo	r	good	very good
 Lenten Programmes 	-		-	very good
Retreats				very good
Bible Studies				very good
 Web-Site Resources 	_		-	very good
Parish Missions	-		•	• 0
- Falish Missions	Poo	1	good	very good
	-			very good
	-			very good
	-			very good
Comments:	-			very good
Comments:	-			very good
	-			very good
3. SOCIAL ACTION				
3. SOCIAL ACTION Does the Parish provide enough	opportunities			
3. SOCIAL ACTION	opportunities			

Every Member Visitation Implementation 8 of 11 Diocese of Fredericton

PARISHIONER FEEDBACK FORM

4. **COMMUNICATION**

Please check what avenue you find the most useful in learning/ki	now <mark>ing about</mark>	what is
happening at the Parish level (check only one)	7/4	11

 Bulletin Seasonal Letters Newsletters Web-Site Announcements during services Local Newspaper 			1	M
5. <u>SENSE OF BELONGING</u>				
Do we as a congregation make all ages and	groups feel	welcome?	Yes	No
Do you feel you belong?			Yes	No
Are all age groups a visible part of the Paris	sh?		Yes	No
Is there a good balance of activities/service	s for all age	groups?	Yes	No
Are we a welcoming congregation to all vis	sitors and nev	wcomers?	Yes	No
I have been attending (insert	name of Chu	ırch) for _	yea	r(s).
Comments:				
6. <u>LEADERSHIP</u>				
My knowledge of the Parish leadership is:	poor	_ good	very	good
Leadership provided by the following is:				
Rector & Vestry	poor	good _	ver	y good
Groups & Committees				y good
Comments regarding Clergy & Lay Leadership	p:			
	_			

Every Member Visitation Implementation 9 of 11 Diocese of Fredericton

Name of Church Address, Telephone #, E-mail Address Parishioner Information Form

Work Phone Anglican Other	4	1 1 1 1 1
Anglican Other	Daniel and	
ryy)	Baptized	Confirmed
Anglican Other	Baptized	Confirmed
<i></i> Work Phone		
, , , , , , , , , , , , , , , , , , , ,		
Date of Birth	Baptized	Confirmed
Date of Birth	Baptized	Confirmed
Date of Birth	Baptized	Confirmed
Date of Birth	Baptized	Confirmed
	Anglican Other Work Phone (mm/dd/yyyy) me or away at school) Date of Birth Date of Birth Date of Birth	Work Phone

VISITOR'S REPORT AND EVALUATION FORM

(To be completed by ALL visitors after visits are completed, and returned to the Committee by (insert date))

1. Your Name					MC	
2. Names Chosen To Be Visited	Visit Mac (Y/N)	<u>de?</u> <u>If</u>	"no", w	hy?	Othe	er follow-up?
1					M	MM
2					11	VVVV
3						
4						
5						
6 7						
3. Level of Interest Shown by Thos						
Topic Design Programs (Organizations	_	ery Little		4	A Lot	
Parish Programs/Organizations Questionnaire	1	2	3		5 5	
Stewardship & Financial Matters	1		3			
Parish-Specific Funds	1		3		5	
Other			3		5	
	1	2	3	4	5	
4. Specific Follow-up Requested of Name of Person Visited				-		ended & Why
	_					
5. Visitor's Evaluative Comments Information Kit						
Receptivity of those you visited _						
Your overall impression of the val	ue of the	visitati	on			
Your recommendations to the Or	ganizing	Comm	nittee			

VISITATION WRAP-UP SESSION

This session is for the organizing committee to give thanks to the Parishioners who completed the visitation and to collect the feedback forms from those who were visited as well as receiving feedback from the visitors.

Coffee and dessert to be served as people	e arrive.	11
Opening prayer by the Rector Thank you to visitors for coming, and	(those providing c <mark>offee</mark> an <mark>d d</mark> e	essert)
Peview the agenda	(]	W

A few general comments directed to Visitors

- Our challenge was a big one. We've done it! Thank you!
- May be a few visits left to do; please fulfill your commitments even if late
- Results will be of real help to the Rector and Vestry who are committed to listening and taking action; we'll have to do things differently – people will be looking to see what's changed
- It is most important that each of us treats the information we received as CONFIDENTIAL
- All feedback is valuable. Need to hear it all. Hopefully we've encouraged people to be candid, and we encourage you to be candid in your feedback.
- Tonight we will turn in four forms (Parishioner Feedback Form, Questions for Visitors to Ask, Financial (pledge form) & Visitor's Report & Evaluation Form).
- A couple of important notes:
 - on visitor's report form, important you be candid in your comments (write on back if necessary) ALL COMMENTS - KEPT CONFIDENTIAL
 - o there are some extra forms on the tables
 - be sure follow-up requirements are noted clearly on your forms or speak to the Committee Chair
- What happens next? Organizing Committee to review, tally and summarize results in a written report. A brief report is given to the congregation. A more detailed report, with recommendations is prepared for Vestry. This report is scheduled for completion by _____ (insert date). Upon review of the report, Vestry will determine course of action and timeframe and communicate to Parishioners.

Ask for some <u>positive feedback</u> – What was good about the visitation process? What is going well in our congregational life together, and what things are people pleased with?

Ask for <u>not-so-positive feedback</u>, things that people are concerned about, the issues that were most-often mentioned, and concerns regarding the process of the visitation

- How many of you had a difficult time with a visitee, perhaps made to feel uncomfortable?
- How many were surprised at the intensity of people's not so positive feelings about certain subjects?

Ask for opinions regarding the <u>frequency</u> of a program of this nature.

Final Q's and A's

More Visits? – If you have more visits please complete this week. It is important that we honor our commitments.

Final thank you!

Closing prayer by the Rector

Turn in four forms – in piles on front table.

THE MOST IMPORTANT THINGS WE LEARNED AS A RESULT OF OUR EVERY MEMBER VISITATION

The Organizing Committee reviews Parishioner Feedback Forms and answers to Visitation Questions, summarizes the results and determines who should receive the information. Information should be shared with Vestry prior to reporting to the Congregation.

The following is a list of the most important things learned from the visitation:

- 1.
- 2.
- 3.
- 4.
- 5.

FOLLOW-UP FOR VESTRY

Words of advice to the Vestry ... demonstrate with your plans and decisions that you have taken Parishioners' feedback seriously. Rectors, lay leaders and congregations have to be prepared to do things differently in order to grow numerically, financially and spiritually. If you're not prepared to change there is not much point in visiting.

Consider organizing your planning and decision making under these 8 headings:

- How to make SUNDAY WORSHIP more inviting, more meaningful and more uplifting;
- How to help individuals GROW SPIRITUALLY AND LEARN MORE about their faith;
- How to reach outside the church through SOCIAL ACTION & OUTREACH projects;
- How to build a stronger & more supportive CHRISTIAN COMMUNITY here in this Parish;
- How to make our faith and our church RELEVANT in people's daily lives – not just Sunday;
- How to better COMMUNICATE with our people;
- How to put church PROPERTIES in the right perspective;
- How to improve our FINANCES.

And, when it comes time to set priorities, you should choose no more than 3-4 major areas and do them well. The result of the changes will demonstrate the effectiveness of doing an every member visitation.