

HELPING YOUR CHURCH FULFILL ITS MISSION



Awarded 7th year in a row

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ECONOMIC CONDITIONS AND CHURCH FINANCE PLANS

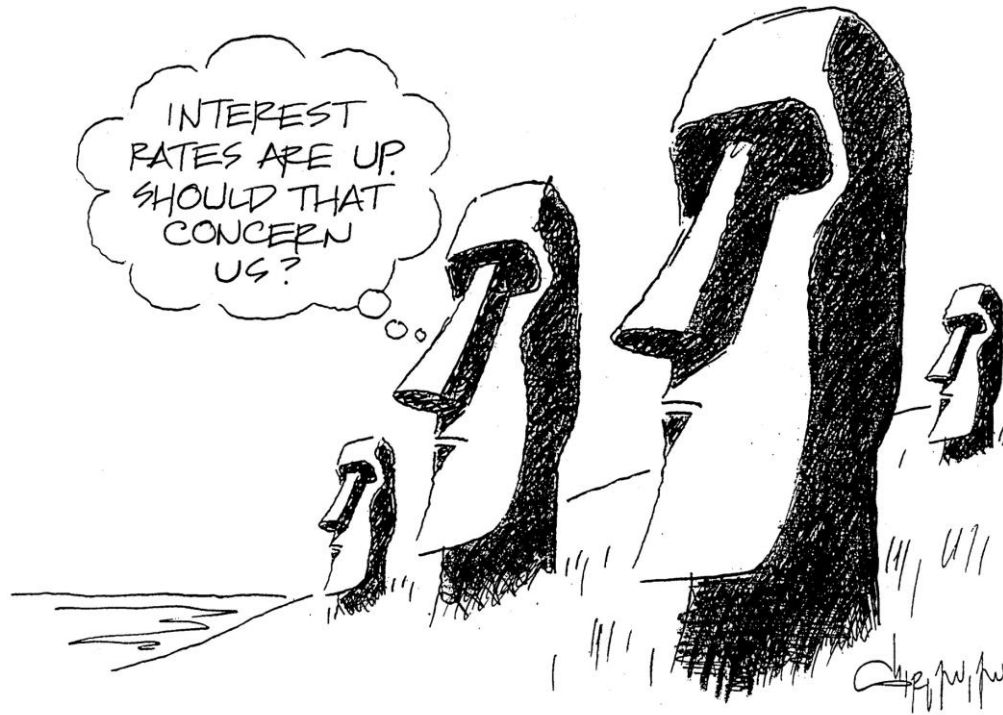
WOULD A RISING RATE ENVIRONMENT PUT YOUR MINISTRY AT RISK?

Yes

No

I'm not
sure

BY THE NUMBERS



WHAT DOES ALL THIS MEAN & WHY CARE?



SECURING MOST FAVORABLE TERMS

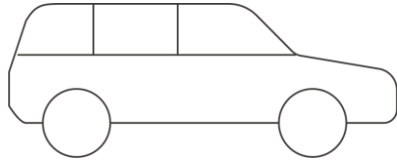
- Be strategic rather than reactive
- Future ministry plans and dreams
- Long-term leadership plans
- Repayment plans and options
- Research financing options

NEGOTIATING A LOAN

Art more than Transaction

- Research and gather information on lenders that work with ministries
- Identify
 - General terms and conditions that each lender offers
 - Standard covenants and conditions
 - Down payments and LTV requirements
 - Fixed rate durations
- Keep an open mind – lenders offer different perspectives

EVERYDAY ANALOGY



AUTHOR UNKNOWN

“Insanity is doing the same thing over and over again and expecting different results.”

THE DIFFERENCES



VS



WHAT DOES ALL THIS MEAN & WHY CARE?



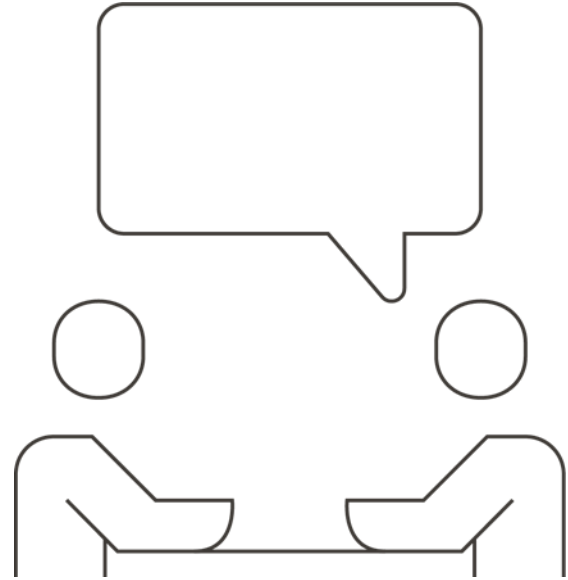
FORMING AN OPINION



- Rising rate expectation
 - Fixed rate for longer timeframe minimizes rate risk
- Falling rate expectation
 - Resetting rates allow your payment to go down, unless your lender has a “floor” on the rate
 - Shorter reset periods generally have lower interest rates
- Ministry considerations
 - Ministry stewardship goals i.e. debt reduction, maximize flexibility
 - Amortization period (debt free date)

LEVERAGING YOUR OPINION

- Seek wise counsel
- Balance and prioritize your goals
- Find lenders that understand ministry
- Ask for what you want
- Relationship matters



DO YOU KNOW WHAT YOUR INTEREST RATE IS ON YOUR MINISTRY MORTGAGE OR DEBT?

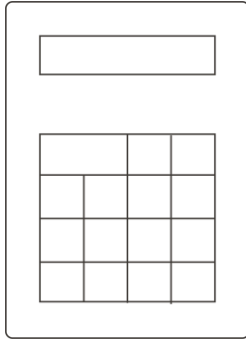
Yes

No

I'm not
sure

No
mortgage

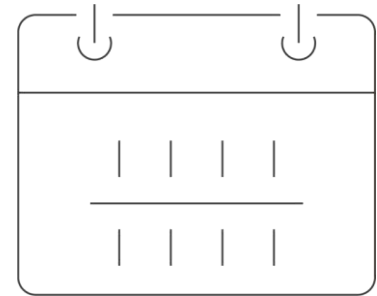
CONSIDER THIS



2018 church loans
nationally approximately
\$2 billion



Interest rate increase of
1% would cost \$20
million annually



Planned and legacy
giving

OUR EXPERTISE. YOUR MISSION.

We look forward to working with you in support of your growing ministry.

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www.ThriventChurchLoans.com
800-984-9425



APPENDIX

More about Thrivent

THE THRIVENT WAY

MEMBER COMMITMENT

Our fraternal benefit society

As a fraternal benefit society, Thrivent is a membership organization of Christians where members are owners.

We envision a world where Christians are more confident, content and living their God-given callings in service to one another, their churches and their communities.

Our beliefs

We are all on a lifelong journey to be wise with money and live generously.

- All we have is a gift from God.
- We are called to be wise stewards of these gifts.
- Generosity is an expression of faith.

Our commitment to one another

We commit to help and guide one another along the way, plus invite others on the journey with us.

We will nurture relationships that encourage one another to live wise and generous lives; act with character and competence; and give mutual respect in the spirit of shared ownership.

THRIVENT COMMUNITY SUPPORT

How we live on a
mission

18,959

CHRISTIAN CHURCHES

received Thrivent Choice®
grant funds, based on member input¹



143,000+

people learned more about financial topics
by attending THRIVENT WORKSHOPS¹

MINISTRIES SERVED

1,300+

churches and ministries for a
total investment of over \$900 million²



THRIVENT ACTION TEAMS:

88,603

MEMBERS led nearly
125,000 volunteer teams to support causes
they care about¹

THRIVENT CHOICE:³

203,209 MEMBERS
PARTICIPATED

and 38,816 enrolled nonprofit organizations
received \$49 million in grant funding¹



\$280 million

IN TOTAL OUTREACH from
Thrivent and our members to help
churches and communities¹



¹ As of Dec. 31, 2017

² As of June 30, 2018

³ Funding for Thrivent's outreach comes from our tax exemption as a not-for-profit fraternal benefit society. Money we would otherwise pay in certain taxes instead goes to strengthen the communities, congregations and causes our members care about. Members are actively involved in deciding where the money goes locally.

WHAT MAKES US UNIQUE

Purpose

To support churches on their Wise With Money Journey

Mission

To help Christian churches and institutions achieve their mission, grow their ministries, and meet their financial stewardship goals by offering highly competitive, fixed rate mortgages and exceptional ongoing service.

Vision

Christians helping Christians. Thrivent member funds used to support churches and institutions seeking attractive financing.

As part of Thrivent, we will help Christian institutions and their members to be wise with money and live more generously.

THRIVENT AFFILIATES

Thrivent Financial – Membership-owned, not-for-profit fraternal benefit society with over \$116 billion under management.

Thrivent Student Resources– Provides more than student loans, equipping students and families with strategies to finance higher education while minimizing debt.

InFaith Community Foundation – Serves donors to achieve charitable goals including legacy giving, endowment fund creation and management.

Thrivent Investment Management, LLC – Offers mutual funds and other investments.

Thrivent Trust Company – Offers professional fiduciary services, including Ronald Blue Trust and Newman Long Term Care.

Thrivent Federal Credit Union – Combines financial expertise with faith, family, stewardship and service.

Thrivent Builds with Habitat for Humanity – Helps create strength, stability and self-reliance through shelter.

Thrivent Member Networks – Help communities through volunteering, educational events and social activities.

FINANCIAL STRENGTH

Stable

Thrivent has been making loans to churches for more than 100 years
~1300 churches
+\$900 million

Strong

For more than 20 consecutive years, A.M. Best has awarded us their highest rating for financial strength.

Expertise

In 2017, Thrivent's assets under management surpassed \$136 billion. Products include life insurance, annuities, investments and financial guidance.

YOUR COMPLETE SOLUTION

We look forward to working with your congregation in support of your growing ministry.



www.ThriventChurchLoans.com
800-984-9425

MORE THAN **100**
YEARS OF SERVICE
MORE THAN 2 MILLION MEMBERS

HIGHEST OF 16 RATINGS
A++
SUPERIOR
A.M. BEST, MAY 2018