HELPING YOUR CHURCH FULFILL ITS MISSION





Awarded 7th year in a row

Thrivent was named one of the "World's Most Ethical Companies" by Ethisphere Institute for our leadership in promoting ethical business standards and introducing innovative ideas to benefit the public. "World's Most Ethical Companies" and "Ethisphere" names and marks are registered trademarks of Ethisphere LLC. For details, visit Ethisphere.com.

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TACTICAL ACTIONS TO UNCOVER UNKNOWN FUNDING SOURCES



BY THE NUMBERS





LOOKING AT THE NUMBERS

Perspective

- Lender
- Executive Pastor, Church Leader or Board
- Donor

Interpretation

- Community economics
- Church demographics
- Donor demographics
- Sentiments or belief systems revealed

Action steps

- Watch your trendline
- Create your own dashboard



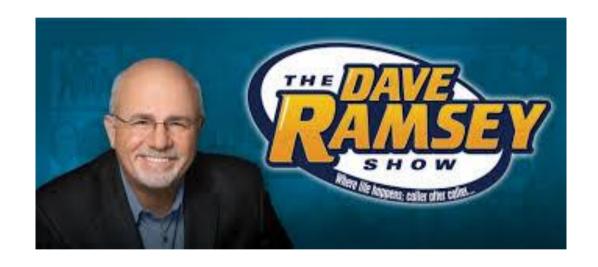
ACCORDING TO RICK WARREN



"How we manage our money is the acid test of our faith."
Rick Warren, Founder of Saddleback Church



WHAT CAN WE DO?





STOP THE LEAKS

"A penny saved is a penny earned."

Control processes

New perspectives

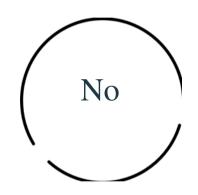
Refinance your long term debt





DO YOU HAVE A WRITTEN DONOR MANAGEMENT PLAN?









LEVERAGE YOUR CURRENT DONOR BASE

- 6 Most important words in fundraising
- Appreciate publicly, but thank privately
- First-time donor process as part of your donor management
- Tell stories
- Express appreciation with information



PLANNED GIVING

Most wealth is in non-liquid form

Long-term approach





FROM THE EXPERTS

- Tactics that are working for you
- Most valuable idea you heard today
- Thoughts
- Questions
- Advice...





OUR EXPERTISE. YOUR MISSION.

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

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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



grant funds, based on member input1



people learned more about financial topics by attending THRIVENT WORKSHOPS1

MINISTRIES SERVED

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

THRIVENT ACTION TEAMS:

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

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.



¹ As of Dec. 31, 2017

² As of June 30, 2018

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.



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