

THE CROSS



NOVEMBER
2021

THE BROTHERHOOD OF ST. ANDREW

Prayer, Study, and Service

The Episcopal and Anglican Newsletter of Men's Ministry



The Giving Issue

Giving as a Statement
of Your Faith

WE ARE THE BROTHERHOOD OF ST. ANDREW, A LOCAL, NATIONAL, AND GLOBAL MEN'S EPISCOPAL AND ANGLICAN MINISTRY.

OUR AREAS OF MISSION FOCUS: DISCIPLESHIP AND MENTORING, PRISON MINISTRIES, RACIAL RECONCILIATION,, RECOVERY, SOCIAL JUSTICE, VETERANS MINISTRIES, YOUTH AND SCOUTING.

BROTHERSANDREW.NET



On My Mind...

GRIT

Conrad Jones
President, Brotherhood of St. Andrew
conrad.jones@brothersandrew.net

Just saying the word “grit” might conjure all kinds of thoughts in one’s mind: perhaps *True Grit* movie actors John Wayne or Jeff Bridges, or even the famous courtroom scene in the movie *My Cousin Vinny* when Joe Pesci describes how to properly cook the cornmeal morsel. But today we don’t seem to use that word very often in conversations about tenacity, diligence, hard work, or passion. Grit is about working on something you care about so much that you’re willing to stay loyal to it. Just imagine the grit the disciples had to have when our Savior was crucified! In the face of all kinds of hardships and fear for their lives, they continued to fulfill the Great Commission. They had grit! Like the saying goes, “When the going gets tough, the tough get going!”

What’s your grit level when it comes to Prayer, Study and Service and commitment to our Brotherhood? Are you passionate about sharing with someone else what the Brotherhood has meant to you personally? Passion is ripened when there’s conviction that your work matters. I’d venture to say that having a mere interest or casual affiliation, without passion, makes it nearly impossible to sustain a high degree of commitment. Passion begins with intrinsically enjoying what you do.

In August, I sent out letter to all of our membership asking for you to consider making a special contribution to help with our revenue shortfall. The outpouring was amazing, and thanks to all of you who willingly contributed. It was a difference maker. But why did that special request have to be made? Not because our expenses were over budget, far from that. It was because our paid membership dues were significantly under budget—roughly about 40% less than we needed.

So, now is the time of year when we again ask for your financial support of our 2022 budget. Senior member dues have now been increased to \$50, our only increase in over 30 years. But I am asking for more. I am asking for EVERY member to fulfill your commitment to our ministry and mission this year. Don’t be a casual part of this ministry. Be a committed part of this ministry. The potential of what we can do, what this ministry can accomplish by bringing men and youth to Christ, is one thing. What we actually DO is another. Our ministry has



been passionate about Prayer, Study and Service for over 138 years!! Our resilience is due to our optimism, confidence, creativity and, yes, GRIT!

The value of what we can do for others, and what we can do for ourselves, when we combine the power of passion and perseverance is limitless. But we need, we depend on, each and every one of you for your faithful support.

It’s time to show our grit.
That’s what’s on my mind....
Conrad



Directly Speaking

WHAT A FOOT RACE!

Tom Welch, Executive Director
tom.welch@brothersandrew.net

One of the things I used to say to my child when she was young and dragging a little in the mornings was, “use your fast feet.” Autumn is absolutely my favorite time of year; the colors, the football, the crisp mornings, and the sleep nature will soon take. For those of us at Brothers Andrew, we also get to celebrate the life and simplicity of our Apostle Andrew.

What is most often remembered about Andrew was his introducing Christ to others, specifically his brother Simon Peter. I’m also struck at how they “dropped everything” they’d known to follow this guy, Jesus. As you know, our ministry is the longest running lay ministry in the Anglican/Episcopal communion here in the USA. Countless changes in society, communication, industry, science, and government have evolved since our birth in 1883.

We have seen many significant challenges during the pandemic. Likewise, we have also seen many new ways of evangelism. In both cases it takes financial resources to respond. We are at a crossroads in our evangelism efforts. Frankly, we need your help in making decisions. Those decisions are driven, in large part, by your ministry pledge dues. Due to careful management, we have come in under budget this year. That is also due in part to many readers returning to routinely offering dues, ministry pledges and extra gifts. For that, all of us are grateful.

Every Chapter and member in the Brotherhood of St. Andrew should be making their ministry pledge dues, as outlined in your bylaws and constitution as we approach the Feast of St. Andrew. Accept my personal thanks in advance for that commitment.

Now, before us in 2022 remains a foot race. How effective we are in running that race? Using our “fast feet” depends on running the race side-by-side. Andrew didn’t run it alone. Why should we think we can? Look



“Almighty God, who has compassed us about with so great a cloud of witnesses: Grant that we, encouraged by the good example of thy servant Andrew, may persevere in running the race that is set before us, until at length, through thy mercy, we may with Andrew attain to thine eternal joy; through Jesus Christ, the author and perfecter of our faith, who liveth and reigneth with thee and the Holy Spirit, one God, for ever and ever. Amen”

-Book of Common Prayer

how he helped change the world. So, let’s partner again with even greater commitments in the year ahead.

Let’s make it a foot race with rewards both temporal and eternal. May God richly bless us beyond measure as we do. Like Andrew said, it’s all about the “come and see.”



Remember St. Andrews Day, November 30

For ideas, check out the September issue of *The Cross*, available on our brothersandrew.net website

ANNOUNCING... THE LEGION SOCIETY OF THE BROTHERHOOD OF ST. ANDREW FOUNDATION

By John Blossom, Brotherhood of St. Andrew Vice-President of Planned Giving

We need your help to maintain and enhance our ministry programs for the spread of Christ's Kingdom among men and youth in the Episcopal/Anglican Communion. We want you to join The Legion Society of The Brotherhood of St. Andrew—those persons who have elected to leave a legacy by making a gift as beneficiary or through their will or estate planning to The Brotherhood of St. Andrew Foundation.

Some of the most important gifts the Brotherhood receives—the kind that really make a difference for future generations—come from gifts that mature at death. For Christian believers a final gift expresses our understanding that all we have and all we are comes from God! We are returning to God from what God has given to us. Gifts that mature at death do not require current outlay or current contributions and they are flexible because they are subject to changes you may choose to make.

We call these gifts “legacy gifts” because they are made by persons motivated to care deeply and personally about the future of our organization. The Brotherhood has established “The Legion Society of The Brotherhood of St. Andrew Foundation” to recognize those who let us know of their intent to support our future.

We plan to publicize the membership of The Legion Society in **The Cross** as we receive notice of their planning. The list of these persons will be memorialized in several ways. Only the intent to make a legacy gift will be made public. How the legacy gift is to be made, the source, and size is a confidential matter.

As you consider a legacy gift here are a few ideas that may make sense to you.

- 1) Make The Brotherhood of St. Andrew Foundation** the final beneficiary for distribution of your IRA or other retirement plan balances instead of donating from your general assets at the time of your death. The non-taxed retirement plan balances, if made payable to the Brotherhood of St. Andrew as beneficiary, will skip the income taxes that would likely be paid by your beneficiaries. Leave assets that do not create taxes for your beneficiaries.
- 2) Name The Brotherhood of St. Andrew Foundation** as a beneficiary in your will or trust. This final act of giving from what you have accumulated during your lifetime, regardless of the size of the gift, is a



statement of Christian belief. In addition to proper legal language for your donation, we can give you a draft of a Christian preamble for your will.

A Christian preamble to your will provides a significant opportunity to share your faith with family and friends. This message of faith comes at a time of grief and loss and serves as reminder to those you love, and who know you best, to place their trust in Jesus Christ as you have. This may be the last document they read about you, their loved one.

You may decide to give a set percentage of your final assets, give specific assets, or make a specific dollar gift. A percentage gift often makes the most sense because it adjusts for changes, up or down, in your estate.

As a church-based ministry for the spread of Christ's Kingdom among men and youth in the Episcopal/Anglican Communion, the Brotherhood also encourages you to include your parish church as a beneficiary in your will or trust... a legacy in addition to your legacy with The Brotherhood of St. Andrew Foundation.

3) Other Planned Gift approaches that qualify as legion membership donations include:

- a. If you have a Donor Advised Fund for giving, name The Brotherhood of St. Andrew Foundation as the final non-profit beneficiary for the fund.
- b. Lifetime gifts of \$5,000 or more given as cumulative annual donations to the foundation.
- c. A Qualified Charitable Annuity that distributes any balance after death of the person who receives lifetime income to The Brotherhood of St. Andrew Foundation.
- d. Name The Brotherhood of St. Andrew Foundation as beneficiary of specific assets that can be transferred at death through a beneficiary agreement... like a savings or checking account, CD, etc.

Restricted or Not Restricted?

Some members choose to designate their donation to a certain aspect of our mission. Still others leave their gift unrestricted. Either type of bequest is welcome and appreciated. However, since it's impossible to know what the future holds, it is usually recommended to make your bequest unrestricted so that the distributions it produces can be used as determined to meet the varying needs of the Brotherhood ministries.

INVESTMENT OF THE BROTHERHOOD OF ST. ANDREW FOUNDATION ASSETS

On October 24, 1939, the National Council of the Brotherhood of St. Andrew created the James L. Houghteling Memorial Fund, a Trust, named (pronounced "Hotel ling") for a legendary leader of the early years of the Brotherhood. The purpose of the fund is to receive and retain funds which shall be used for the "maintenance, benefit, and support of the Brotherhood".

Annual distributions from the fund are included in the annual budget to support a portion of operating costs of the Brotherhood's ministry for the spread of Christ's Kingdom among men and youth in the Episcopal/Anglican Communion. Long-term growth of the fund will help sustain costs of current and expanded ministries of the Brotherhood.

The Brotherhood of St. Andrew Foundation Fund is managed in a program of the Episcopal Church Foundation (ECF), an independent, lay led, non-profit organization. Participating in this program gives the Brotherhood Fund lower costs than are typical for funds of our size. The fund holds slightly more than one million dollars and our fees for administration, custody, and investment management total just under ½ of 1%.

Investment management is provided through a special agreement of Episcopal Church Foundation with State Street Global Advisers (SSGA). SSGA is the investment management arm of State Street Corporation, a public corporation located in Boston, MA. Our fund is invested in a broadly diversified portfolio that reflects our organization's investment goals, time horizon, and risk tolerance.

SSGA's investment philosophy centers on asset allocation—investing in a wide range of asset classes to maximize return while managing risk. SSGA believes that asset allocation is the primary factor determining

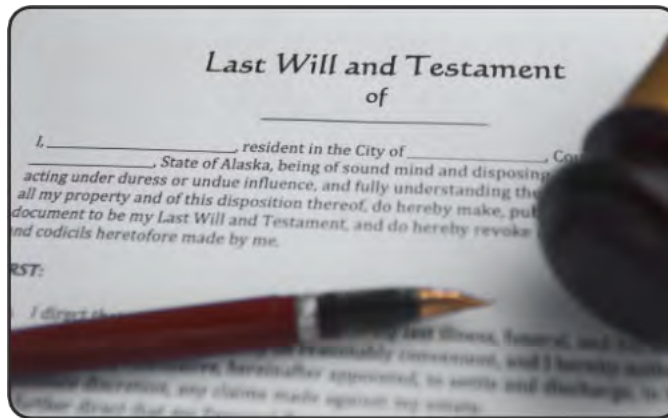
investment performance over the long term. Over time, SSGA has expanded its investment strategies to accommodate the varying investment goals and risk tolerance of the entities that invest with the Episcopal Church Foundation as well as respond to the rapid evolution of socially-responsible investing.

As encouraged by ECF and SSGA, our fund uses a total

return spending policy to calculate annual distributions from the fund, currently 5% of the rolling average fund balance over the past three years. This objective allows consistent withdrawals for spending each year (determined as of September 30 for budgeting purposes for the following year). As the fund balance grows, we hope to reduce the distribution percentage to preserve purchasing power through growth of the fund over time.

A full report with details of the fund's revenues from contributions and distributions made, investment earnings, asset allocation, and fees paid in 2021 will be published in **The Cross** in early 2022.

The Brotherhood's commitment to building the fund through Lifetime Membership contributions, Planned Giving opportunities presented to members, and other donations, are critical for the future of The Brotherhood of St. Andrew. Growth of the fund will support and sustain the ministries of the Brotherhood across economic cycles of growth, as well as more challenging times.



THE FINAL QUARTER OF 2021—FIVE PLANNED GIFT IDEAS TO CONSIDER

As we approach the end of 2021...

- 1) **If you are over age 72 and have a Required Minimum Distribution due for 2021**, ask your fund custodian for a Qualified Minimum Distribution to be made payable to The Brotherhood of St. Andrew Foundation Fund from your IRA's never taxed funds. The QMD will make your RMD income tax free. Consider making a distribution at the same time to your parish church.
- 2) **If you are over age 70 and have an IRA**, have a Qualified Distribution made direct to the Brotherhood of St. Andrew Foundation Fund from the pre-tax funds in your account. Consider making a distribution at the same time to your parish church.
- 3) **If you hold securities with significant capital gains**, donate a portion of those securities to The Brotherhood of St. Andrew Foundation Fund. You will receive a tax deduction for the full value and no capital gain tax will be assessed.
- 4) **If you have more than \$5,000 of available securities which have appreciated in value since they were purchased**, and a 2021 Tax deduction might be advantageous, consider creating a Donor Advised Fund, receiving an income tax deduction in 2021 for the total value of the securities contributed with no capital gains tax. The DAF continues to be invested and will be used at your direction for future donations to The Brotherhood of St. Andrew, your parish church, or other charitable non-profit organizations.
- 5) **If you are over age 60 and hold any low return accounts (CD, savings or checking account)**, request information and a proposal about the advantages of receiving increased guaranteed income for life from a Charitable Gift Annuity that will ultimately benefit The Brotherhood of St. Andrew Foundation Fund.

If you believe in the mission and ministry of The Brotherhood of St. Andrew and want to help carry it forward into the future, please contact us via email or call:

- Brother John Blossom, Vice President of Planned Giving — email: plannedgiving@brothersandrew.net

- Brother Thomas Andrew Welch, Executive Director, Brotherhood of St. Andrew — email: Tom.Welch@brothesandrew.net

We will help you think through the opportunities for you to make this important gift and provide special information for your professional advisers. We want to help you become a Legion Member of The Brotherhood of St. Andrew Foundation.

For additional information, consult the Brotherhood's website brothersandrew.plannedgiving.org.

Disclosure notice:

The Planned Giving material presented in this article is not offered as legal or tax advice. We strongly urge prospective donors to consult with their estate planning attorney, financial adviser, accountant, or other appropriate professional before making any material decisions based on information provided here. The purpose of this article, and Planned Giving material on the Brotherhood of St. Andrew website, is to provide general gift, estate, and financial planning information. Be aware of tax law revisions. State laws govern wills, trusts, and charitable gifts made in a contractual agreement. Advice from legal counsel should be sought when considering these types of gifts.



Make a Wish.

Annual gifts go where most needed or support the ministry of your choice



Are you reaching the end of the year and finding yourself blessed with financial resources to share? The Brotherhood of St. Andrew annual gifts program gives you the opportunity to share for the general mission and ministries of the Brotherhood or support missions and services especially near to your heart.

A FEW OF THESE OPPORTUNITIES INCLUDE:

- Prison Ministry
- Youth and Scouting
- Veterans Ministry
- Discipleship/Mentoring
- Racial Reconciliation
- Recovery
- Social Justice
- Education, training and support for Brotherhood Chapters and men's ministries in parishes
- Support for emerging Chapters or those with special financial needs
- Bible study and prayer resources
- Brotherhood growth/evangelism
- **The Cross** monthly magazine
- Special events for members
- Electronic communication
- Direct mail to members, parishes, and church leaders
- National and international outreach
- Historic/archival services

WANT TO MAKE AN ANNUAL GIFT?

- Email info@brothersandrew.net
- Call 502-450-5640
- Send a check, indicating your wishes, to Brotherhood of St. Andrew
620 S. 3rd Street Suite 203
Louisville KY 40202

A PLANNED GIVING TESTIMONIAL



WHY I INCLUDED BROTHERS ANDREW IN MY PLANNED GIVING EFFORTS

By Jeffrey Butcher, President Emeritus, Brotherhood of St. Andrew

When I began my wealth management business during the mid-80's, I taught a class on Financial Planning in an adult education program in Lexington, KY. One book I used as a reference was called ***Richest Man in Babylon***. Simply stated, the author recommended the first ten percent be set aside for God; the second ten percent in savings (aka individual retirement account); leaving the remaining 80% to be used to cover one's bills.

Following some financial setbacks, plus a divorce, I was unable to fully implement this strategy until my return from Desert Storm in 1991. This is the same time I picked up ***Forward Day by Day***. Thus began a 30-year plus commitment to reading the Bible daily, meditating, and journaling about my new spiritual journey with my God, my Savior Jesus Christ.

Since then I have followed this philosophy with extreme steadfastness. The results were a miracle (remarkable). Moreover, I quickly became a believer that all of my wealth was God's gift to me to carry out God's divine plan. From that time until now my God, My Lord, never left my side. God kept me going during some really dark times. And, I eventually discovered God's divine plan for me.

The men's ministry community through the Brotherhood of St. Andrew is one key element in the fight against secularism and the evil one, in my opinion. After serving on the national Executive Board for ten years, I concluded that at the present time, we don't have the financial resources to compete on the battlefield for men's hearts, minds, and souls.

(Continued on page 11.)

HAVE YOU RENEWED YOUR BROTHERHOOD MEMBERSHIP FOR THE COMING YEAR?

Your annual dues investment to the Brotherhood of St. Andrew is \$50. 2022 dues are payable now.

To start or renew your membership:

- Go to Brothersandrew.net/annualmembershiprenewal
- Email info@brothersandrew.net
- Call 502-450-5640
- Send a check to Brotherhood of St. Andrew, 620 S. 3rd Street Suite 203, Louisville KY 40202

BROTHERSANDREW.NET

WHAT'S ON THE WEB?

Get to Know the Brotherhood of St. Andrew Website and Discover the ABC's of How it Can Help Your Brotherhood Men's Ministry Grow and Thrive



- A** The website is a great place to accomplish your all-important Brotherhood **annual membership renewal**.
- B** You can review the **By-laws and Constitution** governing Brotherhood of St. Andrew Ministry.
- C** **Calendar** items for the church wide Brotherhood organization, as well as Province events, happenings in congregations, and national special day commemorations can be found here.
- D** **Discipleship/Mentoring** is one of the primary mission focuses of the Brotherhood of St. Andrew and you can learn more about how to nurture it in your own church and community.
- E** **Explore** lots of mission possibilities to build a stronger sense of purpose and action in your own Brotherhood men's ministry.
- F** **The Brotherhood Field Operations Manual** can help you with organizational matters in your Chapter.
- G** Sprinkled in past issues of **The Cross** and throughout the Ministries section are **good ideas to help your men's ministry group grow and thrive**.
- H** **Human trafficking** prevention is another mission focus of the Brotherhood church wide through our Social Justice ministries. Human trafficking resources on our web site under Social Justice can help you and your Chapter engage in this issue locally, regionally, and nationally.
- I** Did you know the Brotherhood of St. Andrew has an **international mission focus**? You can learn more about it here.
- J** **Conrad Jones** is our Brotherhood of St. Andrew President. You can learn more about him (and connect with him) on our site.



MISSION POSSIBILITIES ARE AVAILABLE THROUGH THIS LINK ON THE HOMEPAGE.



SEE CONRAD'S SPEECH ON THE HOMEPAGE.

K Did you know **Daughters of the King** is among those organizations that partner with the Brotherhood of St. Andrew? You can link to them here.

L You can discover a whole variety of links to various ministries and organizations related to the Brotherhood in our comprehensive **Library & Resources** sections.

M **Mentor Network Training** is an important Brotherhood of St. Andrew leadership building tool. You can find out more about it here.

N **The News and Events** section of our website helps connect you to opportunities happening everywhere.

O Do you need to reach the **Brotherhood church wide office** with questions or requests for help? Our website shows you a multitude of ways to connect.



P You can submit requests for **prayer** to our Brotherhood Prayer List, as well as pray for those who have requested prayer.

THE LINK TO THE PRAYER LIST REQUEST IS ON THE HOMEPAGE..

LOOK AT THE TOP OF THE PAGE FOR THE SEARCH FORM.

Q Got questions about anything? Our site **search** can help you discover answers.

R **Racial Reconciliation** is another one of our Brotherhood major mission focuses. You can learn more about our work on this important focus church wide.

S We love hearing your ideas and personal spiritual reflections! Our **survey of Men's Ministry Needs** allows you to share information helpful to our whole Brotherhood organization.

T Did you know **The Cross**, our Brotherhood of St. Andrew magazine, publishes electronically once a month? You can read **The Cross** and review back issues on our site.



U The **Union of Black Episcopalians** is another important partner of the Brotherhood of St. Andrew. Our site helps you to connect with them and learn more.

V **Veterans Ministry** church wide is a critical focus of the mission of the Brotherhood. You can learn more about it, and discover ideas to better serve veterans in your own church and community.

W **Why? Where? What?** How can I get in touch with someone who can answer my general Brotherhood questions? Our website is an excellent place to start.

X Learn more about our patron saint, St. Andrew, including why he is associated with the symbol **X**.

Y **Youth and Scouting** are Brotherhood mission areas that focus on the future of our ministry and the development of leadership among our young people. You can explore ideas for getting started here.

Z **Zoom** gatherings offer Brotherhood programmatic and leadership support and inspiration. They are regularly scheduled throughout the year and you can find out when and what here and join in.

BROTHERHOOD-SPONSORED CLERGY APPRECIATION DAY CELEBRATION IN TEXAS CHURCH BUILDS SPIRIT OF GRATITUDE

By Don Neely, St. Matthew's-Austin TX Brotherhood of St. Andrew Chapter

When members of the St. Matthew's-Austin, Texas Brotherhood Chapter read about the idea of a Clergy Appreciation Sunday in the September issue of *The Cross*, they decided to plan and execute a surprise Clergy Appreciation Sunday in their own congregation on October 10. You can visit www.youtube.com/watch?v=DREeZoFt7Y4 for a replay of this service.

The St. Matthew's-Austin Brotherhood Chapter worked jointly with the Daughters of the King Chapter and the youth group on planning and executing this event during Sunday worship. A parish-wide email informed parishioners about the event and requested their action, closing with the Bible verse "God will fill the soul of the priests with abundance..." (Jeremiah 31:14), and the salutation, "I close bidding you wage compassion relentlessly, In His Name," taken from Brotherhood Executive Director Tom Welch's email closing, which received several unsolicited positive comments (kudos to Tom!).

Speakers from the Brotherhood (Brother Leon Whitney), DOK (Susan Robertson) and youth (Tayte Webster) delivered remarks and prayers during the service's announcement time. Remarks covered how our clergy has so positively impacted our lives and the lives of our family and friends, as well as their support of our chapters of the Daughters of the King and the Brotherhood of St. Andrew. Then, a closing prayer followed:

"Lord, We enter your courts with praise and thanksgiving. Thank you for choosing The Rev. Katie Wright, Rector; The Rev. Christian Hawley, Associate Rector; The Rev. Jerry Chapman, Assisting Clergy; and The Rev. Seth Deleery, Assisting Clergy, to shepherd St. Matthew's. May you continue strengthening them so they can lead us to our true living God. We also thank you for the great sacrifices that our clergy make to ensure that we grow spiritually. Lord, continue prospering them and their work. Grant them wisdom that they may know how to teach the word in ways that bring people closer to your son Jesus Christ. Please help them to operate in knowledge and understanding when they counsel people who are going through different challenges in life. In Jesus' name, we believe and pray! Amen."

Parishioners crafted and signed over 160 "Clergy Appreciation" cards to our four clergy, which were brought to the altar during announcement time. Treats



were also delivered to the clergy offices. Photos of our clergy in action were shared at the beginning and end of the St. Matthew's YouTube broadcast.

Examples of the content of two parishioner appreciation cards included:

- "Reverends Katie, Christian, Seth, and Jerry, I value your spiritual leadership during my pilgrimage, my spiritual travel of faith. Paraphrasing Mark Twain, 'My spiritual travels are fatal to prejudice, bigotry, and narrow-mindedness. Thanks for all that you do.'"
- "I appreciate all that our priests do at St. Matthew's, in particular all of your acts of kindness to me and to the parish. Oscar Wilde said, 'The smallest act of kindness is worth more than the grandest intentions.' And I say of the kind acts of the Reverends Katie, Christian, Jerry, and Seth, 'HERE HERE!'"

The clergy was taken totally by surprise by our commemoration. They were visibly moved. Thanks to the Brotherhood for the timely article in *The Cross* that inspired our Chapter to lead and mobilize others in an activity that meant so much to us all and strengthened our church and our Brotherhood Chapter.



NOVEMBER IS A MONTH OF GRATITUDE

FIVE WAYS YOUR CHAPTER CAN SHOW APPRECIATION TO OTHERS THIS MONTH

- 1. What is your clergy's favorite food?** Surprise them with a lunch or dinner treat one day this month.
- 2. Who are your congregation's unsung heroes?** The volunteers who quietly go about sprucing up, picking up and doing the jobs no one else seeks to do. Consider initiating, in cooperation with your clergy, an Unsung Heroes Award Sunday.
- 3. Who among your congregation have served as first responders during the pandemic?** While pandemic issues are still ongoing, this is a great time for a pause just to say thank you to these dedicated servants.
- 4. Who are some good and faithful servants in your local community who deserve some appreciation?** Maybe the leader of your local food bank or shelter, a police or fire professional who has served fearlessly, or maybe even your mayor? Consider partnering with your clergy and holding a "Good and Faithful Servant" certificate presentation on a Sunday around Thanksgiving.
- 5. Many of us have experienced a number of deaths in our congregation throughout the pandemic.** Whether those who have died were victims of COVID or another illness or accident, you can gently remember them throughout the month by incorporating some of their favorites into your church's worship and fellowship activities this month. Of course, partner with your clergy on this, but consider offering some favorite hymns, scripture readings, flowers, or foods. Any type of favorites, attributed to a person among you who has died, provides a small bit of gratitude and remembrance for their lives.

If you decide to try any of these ideas, please let us know what you did and how it worked by writing editor@brothersandrew.net.



WHY I INCLUDED BROTHERS ANDREW IN MY PLANNED GIVING EFFORTS (Continued from page 7.)

A funny thing happened to me on the way to the Colosseum. I realized we needed soldiers in the field to spread the Gospel. Some of these men were not as well off as others. Brothers Andrew had spent the last 20 years asking these soldiers to pay for their own uniforms, supplies, lodging, and travel out of their savings. How did this play out? We had good, God-fearing men who had the money to be in leadership positions. Historically, this was quite a management challenge, which only an outsider could recognize.

We were electing the same men over and over again who attended the National Council meetings. Consequently, we found ourselves in a difficult position with the following issues: 1) Power structure emerged without vision as the same people were talking to each on a regular basis; 2) Younger men felt excluded from the decision-making process; and 3) local Chapters were not able to have a clear voice in what was happening. In a lesson learned capacity this was causing roadblocks toward future growth. We have now reversed all three situations.

A professional non-profit fundraiser explained to me the donor structure in 2016. I was frustrated with the low percentage of ministry pledges coming to us. This professional said you are doing better than most. Further, he said, your breakdown will be five-seven percent "early adopters." These are the ones who, as soon as the window opens for ministry pledges, they cut you a check. In fact, most of the time their checks are higher than the minimum.

Group II is your foundational supporters. They will comprise eight to thirty percent. They just need one reminder letter and a phone call before they will write a check. The next twenty percent are your recent converts, or the individual who has finally decided he needs to start a spiritual journey. The remaining 50% are the persons who once were active, have lost interest, and are out there wandering. These are also the Brothers who have the greatest need but have not yet made a commitment to themselves and or to the men's ministry community.

Today, the Brotherhood of St. Andrew has a professional office, staffing, **The Cross**, and a very deep bench of committed leaders. The latter are 80% new Executive Board members and much younger.

My estate plan includes 5% going to my parish/diocese and 5% going to the Brotherhood of St. Andrew. We must maintain our current momentum. Moreover, we need to have a financial base for those coming behind us to continue to move us forward. Otherwise, we will disappear into the past.

I urge you to make a commitment to the Brothers Andrew Legacy. Five percent in your will, life insurance, or IRA distribution can ensure our future work serving others and loving our Savior.

THE BROTHERHOOD OF ST. ANDREW
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STAY IN THE CONVERSATION

STAY CONNECTED WITH THE BROTHERHOOD OF ST. ANDREW

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EVERY LITTLE BIT HELPS
Your purchases can help make a difference. Kroger and Amazon will donate a portion of your purchases to the Brotherhood.



- Go to smile.amazon.com/about
- Read how the program works.
- Follow the directions to enroll and choose The Brotherhood of St. Andrew as your charity.



- Go to www.kroger.com/account/communityrewards/
- Log in to your account or create one if you don't have one.
- Click on the **Enroll** button then search for Brotherhood of St. Andrew or the code YE249.
- Click on the **Enroll** button on the result to complete the process.

Note: Some geographic areas are not eligible for this Kroger promotion. Consult your local store or contact the Brotherhood office if you have questions.

LET US HEAR FROM YOU!
 The deadline for our December issue is November 26.
 Share your stories, photos, and ideas with us at editor@brothersandrew.net.