

M312INT

**Feet for Dreams: Fundraising in the New Age
March 24 and 25, 2012 (8:30 AM to 5:00 PM)**

Instructor: Lee Barker

In this half-credit course, the student will learn ways to identify the spiritual and theological dimension of fundraising and become acquainted with its role in transformational leadership. She/he will consider the most appropriate (and theologically supported) role of a minister in an institution's overall fundraising program. He/she will learn and practice various techniques of institutional fundraising and major donor appeals.

A large portion of the final grade will be determined by the analysis of an interview with a minister and/or fundraiser. Students will develop the tools to make such an analysis during class sessions. The final grade will also be determined by class participation a written sermon for consecration Sunday. Details will be provided when the class convenes.

Although this course is offered as one of Meadville Lombard's "stand alone" intensives, there will be a small amount of preparation required, along with a course project.

Full attendance in the full program is required.

Reading List:

Although most reading will be provided during the class, students are asked to read the following two short books, in preparation for the course:

Clark, Wayne B. Beyond Fundraising: A Complete Guide to Congregational Stewardship 2007 UUA

Miller, Herb. New Consecration Sunday: Stewardship Program Book (2007)
Abingdon ISBN-10: 0687063159 ISBN-13: 978-0687063154

Other Readings, furnished during the course, will come from the following texts:

Adams, James Luther, The Prophethood of All Believers, *The Indispensable Discipline of Social Responsibility: Voluntary Association*. Beacon Press, Boston 1986.

Berkley, James D. (ed.) Leadership Handbook of Management and Administration: Practical Insight from a Cross section of Ministry Leaders. Christianity Today, Inc. 1994

Jones, Clifford A. (ed.) From Proclamation to Practice: A Unique African American Approach to Stewardship. Judson Press 1993.

Kass, Amy B. (ed) The Perfect Gift: The Philanthropic Imagination in Poetry and Prose. Indiana University Press 2002.