

Financial Counseling Ministry
Breakout Session
UNLEASH 2008
Joe Sangl
Pastor of Financial Planning

Joe's Passion Statement

"To help others accomplish far more than they ever thought possible with their personal finances."

Why?

"Because when people are financially free, they are much more likely to go do EXACTLY what they have been put on this earth to do!"

Four Point Approach

1. Senior Pastor Lives It – Every Day
2. Taught On Sundays – Regularly
3. Practical Classes – Regularly
4. 1-on-1 Financial Counseling

Perry Lives It

- Used to be in a lot of debt
- Broke free by applying God's word and His principles
- His financial freedom is a part of a lot of sermons

Taught on Sundays - Regularly

- You can listen to or watch the following messages at www.newspring.cc:
 - 2006
 - March 12
 - August 13, 20, & 27 (Series: *Deal or No Deal*)
 - November 26
 - 2007
 - January 21
 - June 24
 - September 9, 16, 23, 30 & October 7 (Series: *GameTime*)
 - 2008
 - January 20

Practical Classes



- Financial Freedom Experience (5 session class – taught as a five week class or weekend conference)
 - Class includes
 - Planning/Budgeting

- Saving/Debt
- Investing
- Insurance
- Sustain
- Taught this class SIX times at NewSpring in last 16 months to 619 people
- Taught this class TWO times at other churches to 118 people
- http://www.josephsangl.com/FFE_Details.htm



- Financial Learning Experience (2 hour class – abridged version of Financial Freedom Experience)
 - Class includes
 - Planning/Budgeting
 - Debt
 - Investing
 - Taught this class TWO times at NewSpring in last 16 months to 632 people
 - Taught this class ELEVEN times at other churches/organizations to 724 people
 - http://www.josephsangl.com/FLE_Details.htm
- Both classes were born out of Joe's newly released book, *I Was Broke. Now I'm Not.* (Available for purchase at merchandise counter, via Joe's web site joesangl.com, or Amazon.com.
- 1,251 → Total people taught via these two classes at NewSpring Church in 16 months
- All tools used during these conferences are available free at joesangl.com → click on "TOOLS" at the top of the page!

1-on-1 Financial Counseling

- Staff and volunteers conduct counseling
- Offered FREE of charge!
- Non-judgmental, caring, share-the-love-of-Jesus environment
- Trained first round of counselors (5) in September 2007
- Trained second round of counselors (15) in March 2008
- 656 individuals have received 1-on-1 financial counseling in 16 months
- This has led to a refined, standardized financial counseling process



- We are interested in training Financial Counselors!
- The next Financial Counselor Experience training session will launch in September
- It is a two-day training session and will be capped at twenty people to ensure a positive learning experience
- There will be a nominal fee for this training to cover the cost of materials
- Sign up on the form up-front if you are interested in attending or sending others to attend the FCE

Notes

70% of Americans are living paycheck to paycheck. This means that within the church, a large number of people are unable to do what God has put them on this earth to do – because they are in too much debt! This drives Joe's passion for the crusade. It's not about being rich – it's about being free to do what God has called you to do!

"My ministry would be completely useless if the senior pastor didn't live it [financial freedom] every day."

How on earth could anyone give at all, much less generously, if they question the pastor's stewardship of his own finances. Perry had his IHHE (I Have Had Enough!) moment and has shared his personal struggles and victory over his finances.

NewSpring (Perry or Joe) speak about finances approximately 4 times each year. Many churches speak about the tithe occasionally. However, a key difference is that at NewSpring most of the messages revolve around the "other 90%". Perry also speaks in passing about finances in other messages because it is something he lives every day.

Another huge key to the work NewSpring does relates to the counseling sessions. These are run by either Joe or a trained volunteer. In these counseling sessions an individual, or couple if married, works through their budget and calculates their debt freedom date. Everyone is able to improve by discussing finances with a non-biased (read "Not trying to sell you something!") third party. You have to be willing to leverage those individuals within your church that have a heart for helping people with their finances.

Lots of tools are available at the wildly popular blog: <http://www.josephsanql.com/>.

Q&A

Q1) What age should we start teaching our children?

A1) Joe started at 3.5 with his daughter. Now, she's 8 and assists Joe with the Financial Freedom class by explaining mutual funds! It's better to start early and have them be confused than to start too late

Q2) How can I convince my teens to spend wisely?

A2) Give them a fixed amount for the month for all expenses (clothing, entertainment, gifts). When it's gone - it's gone. There may be some short-term pain involved but it will definitely pay off in the long run.

Q3) Any plans to begin counseling/training for teens?

A3) Yes. We are working to have something in place within the next year and a half.

Q4) We're a 6 month old church, how should we start?

A4) The first place is in the area of benevolence. When people call or visit the church needing assistance, give it to them, but also give them training on how to better manage what they have.

Q5) How do you enforce accountability?

A5) Married couples MUST come together for all 1-on-1 counseling sessions. They serve as each other's accountability. Singles need to find a trusted friend who is winning with money to be willing to open up to.

Q6) Other than from the pulpit, how do you advertise FLE?

A6) Word of mouth and blogs

Q7) How far do you go for accountability with tithing?

A7) Giving records for all paid staff members are pulled monthly (obviously, there is a very small group that has access to this information). No giving records are pulled for other church members.

Q8) What is the most important thing we can do to get a program like this running?

A8) The next time the pastor speaks about finances, have a class available. Most people that are struggling realize it and many want to change, they just don't know how. If sign-ups are available or class information is included with the message it will dramatically increase member response.

Q9) How do you help people actually implement their plans?

A9) Everyone who comes fills out a budget for that month and calculates a debt freedom date. For 1-on-1 counseling sessions, there is a follow-up meeting at the end of the first month. Knowing that there is a follow-up accountability meeting leads to lots of last-minute phone calls to insurance companies before the month ends!

Q10) How many times will you meet 1-on-1?

A10) If they are making progress, as many as they want. If not, then 2.

Q11) Which of your courses have the best attendance?

A11) The 2 hour FLE class has by far the best attendance. The weekend version of Financial Freedom had a much higher attendance rate as well.

Q12) How do you handle those that need a CPA or CFP?

A12) I refer them to my CPA or another like him. A good list of criteria for a counselor is: heart of a teacher, willing to take as much time as necessary to explain concepts to you, good track record themselves.

Q13) What do you look for in volunteers that counsel?

A13) They must be living it themselves (not necessarily debt-free but consistently on track towards it). They have to at least tithe. They need the heart of a teacher as well. Finally, they have to have time available to counsel.

Q14) For a couple deeply in debt and not tithing, what do you do?

A14) I explain why I tithe. I'm made in God's image and He's the greatest giver in history (he gave his only Son, Jesus). After sharing Scripture with them, it has to be up to them to decide how to spend their money. We do not force people to tithe.

Q15) How do you handle issues like gas and food going up in price?

A15) This makes it even more important to get on a written plan. I suggest tools (all available on my website) that assist with some of these expenses. Examples are CouponMom.com <<http://couponmom.com/>> and shopping around for insurance quotes.

Q16) How does NewSpring handle benevolence?

A16) When someone comes in to the church with a need, we'll do a general assessment of their situation. We have a stack of grocery cards available for individuals that need it and will also go and fill up their gas tank. One of our staff members handles this and tracks who receives assistance. Financial counseling is also done to varying degrees. If the individual is not a frequent attendee of NewSpring we will typically direct them to Anderson Inter-Faith Ministries. NewSpring gives large sums to support this community group so they are very well equipped to handle these requests.