

Identifying and Retaining MGO's

04/10/2024 | 10:30 am | Wednesday | Room 12

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It is hard work to hire and manage Major Gifts Officers (MGO) for excellence in pursuit of your mission. Learn myths regarding MGOs. Apply practical suggestions for hiring and establishing metrics. Acquire tools to help you avoid pitfalls of transactional relationships and burnout.

Learning Objectives

1. A Spirit-led approach to hiring, leadership, and development
2. Holistic personal development of team members
3. Successful training of MGOs
4. Setting expectations for MGOs

Key Session Group Discussions

- Spirit-Led Approach to Hiring
- Identifying Prospective MGOs
- Equipping and Training MGOs
- Holistic Development of MGOs
- Setting Expectations for MGOs

Moody Theology of Stewardship

Moody Bible Institute
Stewardship and Development

So, whether you eat or drink, or whatever you do, do all to the glory of God.
1 Corinthians 10:31

Our Values:

Are rooted in the authoritative Word of God and translated into a theology of stewardship and development. These consist of guiding principles with practical implications for life and work as we serve and shepherd our ministry partners toward a heart of transformational generosity.

Our Guiding Principles:

T TRUST
We commit to trust in the LORD and His Word in all we do, even when it is not convenient or expedient.
(Prov. 3:5-6, Exod. 18:21, 1 Chron. 29:17)

S STEWARDSHIP
We commit to be faithful to steward relationships and resources to bring glory to God.
(Matt. 25:21, Luk. 19:17, Psalm 24:1, Gen 1:26-28)

P PARTNERSHIP
We commit to ask, seek and celebrate gifts that flow from a generous heart transformed by God in order to partner in the furtherance of the Gospel.
(2 Pet. 3:18, Phil. 4:19, 2 Cor. 9:5)

G GENEROSITY
We commit to live, promote and affirm generosity in our work.
(2 Cor. 9:11, Prov. 11:24-25, 1 Chron. 29:9, Acts 4:36-37)

RESOURCES

Personality profiles/assessment tools



PDP Global: <https://www.pdpglobal.com>

DiSC® Profile: <https://www.discprofile.com/>

Myers-Briggs®: <https://www.myersbriggs.org/>

Strengthfinder (CliftonStrengths®): <https://www.gallup.com/cliftonstrengths>

Working Genius: <https://www.workinggenius.com/>

Biblical stewardship resources

A Revolution in Generosity: Transforming Stewards to be Rich Towards God

Wesley K. Wilmer

<https://www.moodypublishers.com/a-revolution-in-generosity/>

Giving & Getting in the Kingdom: A Field Guide

R. Mark Dillon

<https://www.moodypublishers.com/giving-and-getting-in-the-kingdom/>

The Third Conversion

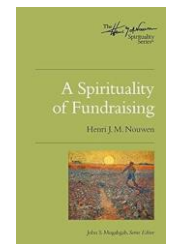
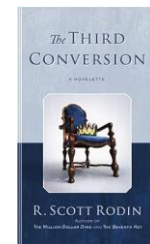
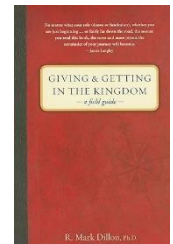
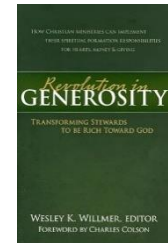
R. Scott Rodin

<https://kingdomlifepublishing.com/product/the-third-conversion/>

A Spirituality of Fundraising

Henri J. M. Nouwen

<https://henrinouwen.org/read/a-spirituality-of-fundraising/>



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