

1. Segment your giver list into these 5 different groups:

- Weekly Givers
- Monthly Givers
- Quarterly Givers
- Semi-Annual Givers
- Annual Givers

2. Time Lapsed: From the segmented lists, pull a report of time lapsed –

- Weekly Givers: 30 days lapsed
- Monthly Givers: 60 days lapsed
- Quarterly Givers: 6 months lapsed
- Semi-Annual Givers: 8 months lapsed
- Annual Givers: 13 months lapsed

3. Dollar Amounts: look at each of these segments and pull a report that shows increases or decreases in dollar amounts given.

- Dollar amount decreases** - if the amount of money given over time has decreased, this is a potential connection opportunity for an FPU or Financial Freedom education class. Discipleship in the way of generosity also might be encouraged.
- Dollar amount increased and then lapsed** - if the amount of money given over time increased and then lapsed, it is highly likely that a significant life change has occurred. (*example: moved, died, divorced, offended by church, leadership oversight, etc.*) Connect with these people for potential counseling opportunity.

****Remember – all communication with lapsed givers should be about creating long-lasting relationships that help them develop and grow spiritually.***