

# BE IMITATORS Of Control Of C

2024 ANNUAL APPEAL

# WELCOME PASTORS, ADMINISTRATORS, VOLUNTEERS!

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# **ZOOM ETIQUETTE**

- Audio will be muted for all participants.
- Presentation will be in the chat as a pdf document.
- Please submit your questions or comments in the chat throughout the session.
- The training webinar will be recorded and sent via Constant Contact and posted on our Parish Resources page of the Together in Mission website.

## WHAT ARE WE GOING TO COVER TODAY?

- Together in Mission 2024 Annual Appeal Schedule
- Brief overview of Our Together in Mission 2024 Annual Appeal Launch and materials.
- 2024 Parish Batch Fulfillment
- Walk-through of our digital gift opportunities.

# ANNUAL APPEAL GOAL

# **Annual Appeal Goal: \$16.9 million**

# By Pastoral Region

San Fernando: \$3.52 million

Santa Barbara: \$2.25 million

San Pedro: \$4.58 million

San Gabriel: \$3.86 million

Our Lady of the Angels: \$2.72 million

#### January 18

DIRECT MAIL
ARRIVES
IN HOMES

## January 22

PARISH
MATERIALS
ARRIVE

#### February 3-4

ANNOUNCEMENT WEEKEND

#### February 10-11

COMMITMENT WEEKEND

#### **February 17-18**

FOLLOW-UP WEEKEND

#### February 23

ROUND 2 FINAL REBATE

#### March 1

1st BILLING REMINDERS MAILED

#### March 8

1<sup>ST</sup> PARISH BATCH DUE

#### April 19

2<sup>nd</sup> Letter \$30 & ABOVE MAILING

#### June 30

FY 2024 ENDS

#### August 23

3<sup>rd</sup> Letter \$30 & ABOVE MAILING

#### September 1

GIVING TUESDAY
PREPARATION

#### October 30

1<sup>ST</sup> REBATES SENT

#### December 3

GIVING TUESDAY

#### **January 17, 2025**

END OF THE 2024 CAMPAIGN



# **2024 CAMPAIGN LAUNCH DATES**

**FEB 3 - 4** 

ANNOUNCEMENT WEEKEND

FEB 10 - 11

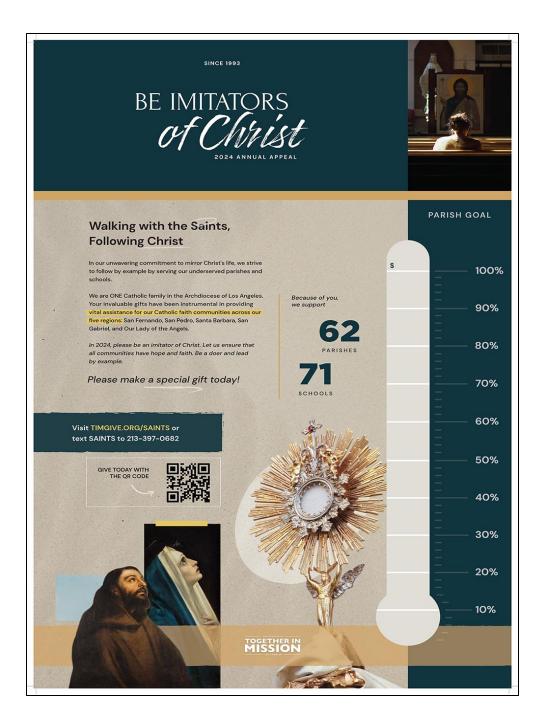
COMMITMENT WEEKEND

FEB 17 - 18

FOLLOW-UP WEEKEND

# **OUTDOOR BANNER**







# **POSTER**





John of the Cross said: "Where there is no love, put love and you will draw out love." Our love grows by sharing our love. So we want to put love into everything we do - all for the love of Jesus and all for the good of our neighbors! "Nothing is little in the life of Jesus: We must live in imitation of Christ."

ARCHBISHOP JOSÉ H. GOMEZ I FOR GREATER THINGS YOU WERE BORN - LACATHOLICS.COM

Juan de la Cruz dijo: "Donde no hay amor, pon amor y sacarás amor". Nuestro amor crece al compartir nuestro amor. Por eso queremos poner amor en todo lo que hacemos, ¡todo por el amor de Jesús y todo por el bien de nuestro prójimo! "Nada es poco en la vida de Jesús: debemos vivir a imitación de Cristo".

ARZOBISPO JOSÉ H. GÓMEZ I 'PARA COSAS MÁS GRANDES NACISTE' - LACATHOLICS.COM

#### SUPPORTING FAITH COMMUNITIES THROUGH YOUR UNWAVERING SUPPORT

By imitating Christ in our lives today and forever, we support thousands of students, families, and parishioners in underserved faith communities. We uplift struggling parishes and schools, and help them become thriving communities of faith - characterized by hope, love, and an unwavering commitment to imitating the love of Christ in their lives. Your support shapes a legacy of transcendent impact, and we become one.

Visit TIMGIVE.ORG/SAINTS to make your gift!

#### APOYANDO A LAS COMUNIDADES RELIGIOSAS A TRAVÉS DE SU APOYO INQUEBRANTABLE

Al imitar a Cristo en nuestras vidas hoy y siempre, apoyamos a miles de estudiantes, familias y feligreses en comunidades religiosas desatendidas. Animamos a parroquias y escuelas en dificultades y las ayudamos a convertirse en comunidades de fe prósperas, caracterizadas por la esperanza, el amor y un compromiso inquebrantable de imitar el amor de Cristo en sus vidas. Su apoyo da forma a un legado de impacto trascendente y nos convertimos en uno.

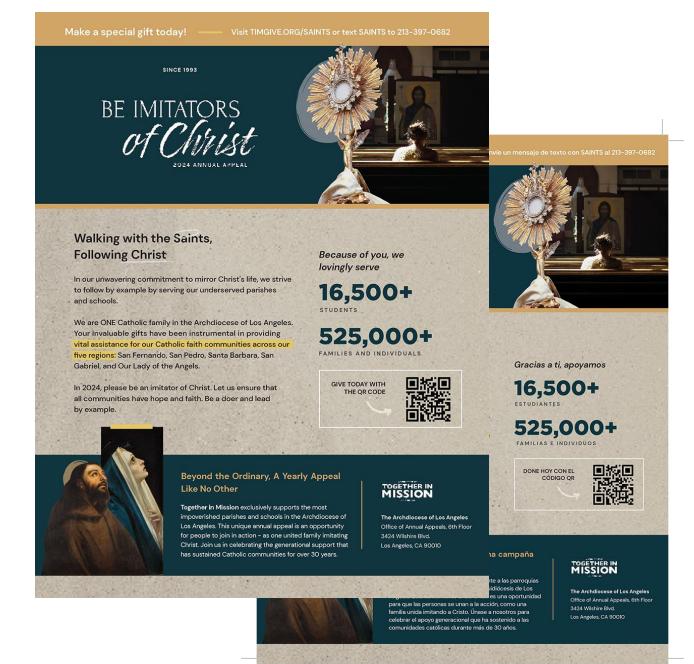
¡Visita TIMGIVE.ORG/SAINTS para hacer tu regalo!

# **IN-PEW REMIT**

	Affix Label Here (For Parish Use Only)		My contact information has changed Mi información de contacto ha cambiado	Suggested Pledge 10 Monthly Payments Promess Sugerida 10 Plazos Mensuales    \$250 a year or \$25 a month
				\$150 a year or \$15 a month
F	irst Name   Primer Nombre Sp	ouse Name   Pareja	Last Name   Apellido	\$100 a year or \$10 a month
_				\$100 a year or \$10 a month
А	ddress   Domicilio	Apt Nu	mber / Unit   Numero de Apartamento / Unidad	\$50 a year or \$5 a month
- 0	city   Ciudad	Zip Code   Z	ona Postal	Other   Otra
E	-mail   Correo Electrónico	Telephone	Teléfono	Total Pledge Promesa Total:
- 0	redit my Gift to Parish / City   Acredite my donacion a	mi Parroquia / Ciudad	GKG	Paid Today Pagado Hov:
		enclosed payable to Togethe pagable a Unidos en Misión		Balance Saldo:
Paym	nents   Número de pagos	10 installments   10 P	ago Recurring   Until I ask to stop	Check Number Número de Cheque:
-	Card Number   Numero de Tarjeta	Expiration Date   Fecha	de Vencimiento Signature   Firma	

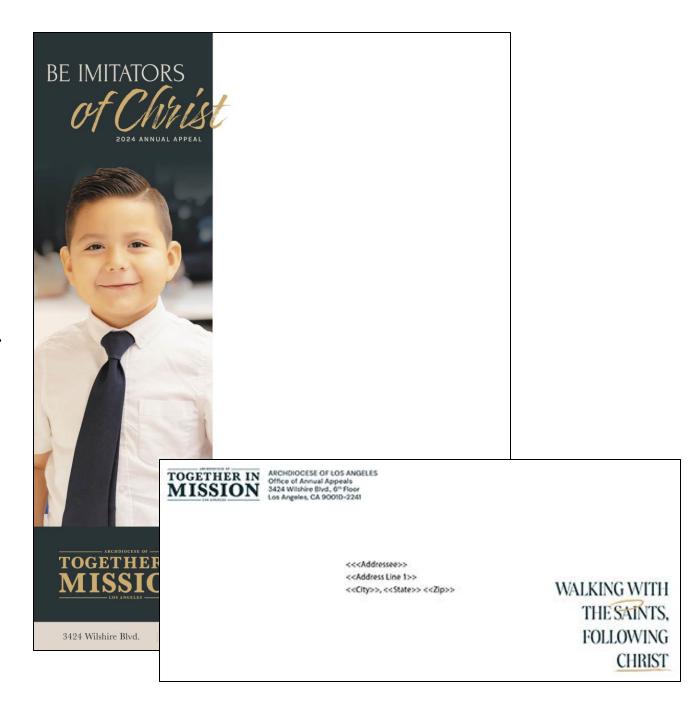
# **BULLETIN INSERTS**

- The bulletin insert is a key element of the marketing portfolio which explains the importance of the Annual Appeal.
- Place bulletin inserts in weekly bulletin or in a location that is easily accessible as parishioners leave Mass.
- The Bulletin Insert is double-sided and bilingual.
- Digital PDF version is posted on the Parish Resources tab of the Together in Mission website.



# **DIRECT MAIL**

- Every donor will be given the opportunity to renew or increase their gift if they have given in the past 5 years.
- English and Spanish letters will be sent and based on donor preference.
- Donors have an opportunity to update their contact information and opt-in for paperless billing.
- Donors have an opportunity to become a part of the TIM sustainer program.
- Direct mail processed in CT.
- LCI continues to be our main data processing vendor.





## **GETTING READY FOR THE LAUNCH**

- Open materials boxes/Group materials before Announcement Weekend Masses.
  - Designate key TIM volunteers to organize the delivery and distribution of the weekend launch materials.
    - Access parish resources on the Together in Mission website, including digital materials for social media and weekly bulletins graphics.
      - Please print homiletics for your pastor's review.
        - Send-in first batch by March 8.



# **DIGITAL OPTIONS**

• QR CODE

TEXT-TO-GIVE ("SAINTS")

• BY PHONE: CONTACT TOGETHER IN MISSION OFFICE -- (213-637-7672)

ONLINE GIVING – WWW.TIMGIVE.ORG

# WHAT TO DO DURING LAUNCH

#### **Announcement Weekend**

- Announce the campaign in your parish bulletin by using the bulletin insert.
- Make altar announcements about the campaign\*.
- Post on social media or website available soon
- Direct mail arrives in homes January 18<sup>th</sup>
   \*samples can be found on parish resources" tab

togetherinmission.org/parish-resources

#### **Commitment Weekend**

- Announce materials
- Remit envelopes
- Run the In-pew process
- Homiletics
- In-pew script
- Have a guest speaker

TIM Video Social Media
\*samples can be found on
"parish resources" tab of

togetherinmission.org/parish-resources

#### Follow-up Weekend

This is an opportunity for a second push to ask people who missed the previous weekends. Begin compiling batches from the In-Pew process for submission to LCI.

# Alternate Commitment Weekend

- Show TIM Video
- Run the In-pew process
- Homiletics
- In-pew script

## PREPARING & SUBMITTING BATCHES

#### What is a batch?

A batch contains pledge cards, forms of payments, and a transmittal (cover sheet. It outlines what is enclosed in the batch which the parish prepares and sends to the LCI PO Box for processing. (Note: no mail with gifts should be mailed to the TIM office as this will cause a delay in your batch being processed).

#### How to Build a Batch?

Step 1: Review handwritten pledge cards to ensure that they are legible, and all the essential biographical information is present. Please provide additional name or address information if known so that we can record and send accurate reminders to the donor. (See appendix for examples of pledge cards

that need additional information)

**Step 2:** Breakdown, sum total, bundle, and label, the pledge envelopes into their respective categories (Do not separate donor's checks from their pledge cards).

For in-pew remit envelopes pre-printed labels provide in your fulfillment.

# PREPARING & SUBMITTING BATCHES CONT'D



Step 3: Record the number of items enclosed, and total amount pledged and paid utilizing the electronic form of the transmittal available on the Parish Resource Section of the Together in Mission website.

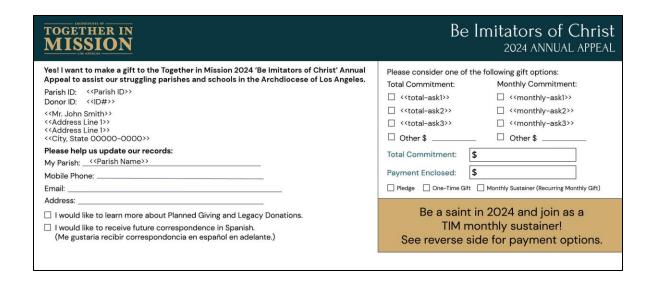
Step 4: IMPORTANT! Please make a copy/save a copy of the transmittal for your records.

Step 5: Use TIM supplied Tyvek bags "return" envelopes to mail all bundled pledge cards with a completed transmittal.

Step 6: Send your batches directly to the LCI PO Box. 279 (DO NOT SEND PARISH BATCHES TO THE TIM OFFICE)

# What to use when a parishioner submits cash without a pledge

- This pledge card can be found on the TIM website in the "parish resources" tab and is helpful when a donor brings cash without a pledge card to your office for their TIM donation.
- Many parishioners tell us they submitted a payment to the parish, but our office never received the donation. Using this form for cash received will help ensure all donor's gifts are accounted for.
- We recommend printing them out and keeping them at the reception desk of your parish for use.



Whe	TIM SU en you become a sustainer, you are providing depend Donations are made via your credit card or Option 1 - Credit Card or Op	bank account by providing that infor	rmation in below:
Note:	□\$150.00 □\$100.00 You may change your gift amount or stop these	D <b>\$50.00 Other \$</b> payments by contacting the Tog	gether in Mission office.
OPTION 1 - CREE	OIT CARD	OPTION 2 - AUTOMATIC WITHDI	RAWAL
☐ Mastercard	☐ Visa ☐ AmEx ☐ Discover	Name of Bank:	
Exp. Date:	/ CSV #:	Routing #:	
Signature	Date	Signature	Date
	OPTION 3 - BY ONLINE OR QR CODE  (*purl>> QF		☐ OPTION 5 - BY CHECK Please make your check payable to Together in Mission

# TRANSMITTAL FORM

# TOGETHER IN MISSION

#### Transmittal Sheet

\*Payment ONLY-to be applied toward pre-existing pledge. \*\*Cash gifts with no donor information. \*\*\*Parish check amount should always = E21 (Amt. Enclosed Cash subtotal). \*\*\*Recurring gifts = Sustainer gifts - Monthly, Quarterly, Annually Parish Number:
Date:
Parish Name:
Prepared by:
Parish Batch Number:
Parish Check#:
\*\*\*Parish Check Amount:

Gift Category	Gift Sub-Type	Number of items	Amount Enclosed (\$)	Pledged/Paid Totals
	One-time gifts			
	Pledge with payment			
Cash Gifts (Parish check#)	Existing pledge payment*			N/A
() dilati checkey	Anonymous Cash**			
	Cash Subtotal			
	One-Time Gifts			
Charl Cife	Pledge with payment			
Check Gifts	Existing pledge payment*			N/A
	Check Subtotal			
Credit Cards	To be billed		N/A	
New pledge w/ no payment	New pledge w/ no payment		N/A	
Recurring gifts	Monthly, Quarterly, Annually			
Batch Total				

Please send to: Together in Mission P.O. Box 279 Kensington, CT 06037-9910

# **DIGITAL GIVING**

## THREE WAYS TO GIVING PAGE

- Computer or phone browser: timgive.org or togetherinmission.com (give button)
- Text: 'SAINTS' to 213-397-0682
- Scan QR Code (available on poster, banner, bulletin, and inpew envelope)

## ANNUAL APPEAL PRE-LAUNCH CHECKLIST

- Confirm you have all the Appeal's physical and digital materials you need.
- Poster and banner in visible locations.
- ☐ Bulletin and envelopes separated and organized for each Mass.
- Archbishop's 'Call to Action' AV tested and ready.
- ☐ Print in-pew script and Homiletic reflections for pastor's review.
- ☐ Post Social Media heading into Launch weekend encourage parishioners to have their phones on and ready at Mass.

## TIM JEOPORDY

In 2024, what is the most important element in the Together in Mission campaign that will lead to your success?

What is Reporting – Parish detail reports, individual donor reports (TIM Portal).

# Individual Donor Report



#### Individual Donor Report - TIM 2023

St. Paschal Baylon Parish, 329
Generated Results through Tuesday, January 2, 2024

Category	2022 TIM	2023 TIM	# Donors
Decrease:	\$16,483	\$11,342	42
Drop:	\$30,373	\$0	175
Increase:	\$41,477	\$57,020	91
New:	\$0	\$12,076	57
Renew:	\$32,235	\$32,235	86
Return:	\$0	\$4,076	28
Walkaway:	\$0	\$0	271
			750

Reference
Donated less in 2023 than 2022
Donated 2022 not 2023
Donated more in 2023 than 2022
First time giving 2023
Donated the same in 2022 and 2023
Donated prior to 2022 and gave 2023

Total donor count

Donated prior to 2022

DonorlD	Donor Name	Address	Last Gift Y	2022 TIM	2023 TIM	Difference	Category
991144890	Ms. Angelina Aguilar	3032 Camino Calandria, Thousand Oaks, CA 91360-4533	2023	\$350	\$80	(\$270)	Decrease
3002454	Mr. and Mrs. Forest Andrens	138 Whitworth St, Thousand Oaks, CA 91360-1823	2023	\$300	\$275	(\$25)	Decrease
3003477	Mr. and Mrs. Ramiro Avalos	109 N Wendy Dr, Newbury Park, CA 91320-3145	2023	\$375	\$275	(\$100)	Decrease
577851	Mr. Paul Baldridge	491 Lazy Brook Ct, Simi Valley, CA 93065-6724	2023	\$315	\$170	(\$145)	Decrease
1749473	Mr. and Mrs. Gerald Banaitis	2016 Meadow Brook Ct, Thousand Oaks, CA 91362-1317	2023	\$100	\$20	(\$80)	Decrease
63515	Mrs. Geraldine Bloomgren	1540 Kirk Ave, Thousand Oaks, CA 91360-3516	2023	\$150	\$50	(\$100)	Decrease
302591	Mr. and Mrs. William Bowen	1995 Berkshire Dr, Thousand Oaks, CA 91362-1808	2023	\$1,200	\$1,000	(\$200)	Decrease
1490932	Mr. and Mrs. Juan Briones	152 Windsong St, Thousand Oaks, CA 91360-2872	2023	\$200	\$100	(\$100)	Decrease
3108072	Mr. and Mrs. Juan Bustos	31727 Mulholland Hwy, Malibu, CA 90265-2704	2023	\$120	\$100	(\$20)	Decreas
3091277	Mr. and Mrs. Jose Calvario	7288 University Dr, Moorpark, CA 93021-3237	2023	\$30	\$25	(\$5)	Decreas
60723	Mr. and Mrs. Ken Clarke	2316 Hood Dr, Thousand Oaks, CA 91362-2424	2023	\$200	\$100	(\$100)	Decrease
61641	Mr. and Mrs. David J. Crandall	PO Box 3217, Camarillo, CA 93011-3217	2023	\$100	\$20	(\$80)	Decrease
3038265	Mrs. Elaine Davis	3028 Shadow Mesa Cir, Thousand Oaks, CA 91360-1061	2023	\$180	\$105	(\$75)	Decrease
59616	Mr. and Mrs. John Davis	2454 Calle Pino, Thousand Oaks, CA 91360-4818	2023	\$240	\$100	(\$140)	Decrease
63527	Mr. and Mrs. Brendan M. Devlin	3119 Eaglewood Ave, Thousand Oaks, CA 91362-1158	2023	\$230	\$200	(\$30)	Decrease
60767	Mrs. Sandra Elias	1825 Havenwood Dr, Thousand Oaks, CA 91362-1841	2023	\$1,000	\$600	(\$400)	Decrease
63536	Mr. and Mrs. Bill Evans	129 Erten St, Thousand Oaks, CA 91360-1810	2023	\$350	\$325	(\$25)	Decrease
59730	Mr. and Mrs. Brian Fitzpatrick	298 Odebolt Dr, Thousand Oaks, CA 91360-1741	2023	\$50	\$25	(\$25)	Decrease
61326	Mr. and Mrs. James Gilday	3579 Via La Primavera, Thousand Oaks, CA 91360-7106	2023	\$650	\$125	(\$525)	Decrease
3050102	Mr. and Mrs. Bernardo Gubatina	1390 Feather Ave, Thousand Oaks, CA 91360-3413	2023	\$100	\$50	(\$50)	Decrease

Printed: Tuesday, January 2, 2024

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## Parish Detail Report



#### Parish Detail Report - TIM 2023

Generated Results through Tuesday, January 2, 2024

#### 329 St. Paschal Baylon Parish

155 E. Janss Road Thousand Oaks, CA 91360

Thousand Oaks, CA 91360

Parish Goal: \$106,827.00 \$92,672.00

Amount Pledged: \$121,583.00 113.8% \$123,952.00 133.8%

Amount Paid: \$116,435.45 109.0% \$117,324.90 126.6%

Difference Over/(Under) Goal vs. Amount Paid: \$9,608.45 9.0% \$24,652.90 26.6%

 Pledged
 Paid

 Parish Batch
 \$38,492.00
 \$20,261.25

 TIM Office:
 \$80,644.00
 \$93,322.20

 Online:
 \$2,447.00
 \$2,852.00

# of Donors | Pledged | Paid | Balance |
NVA - No Valid Addres | Parishioners with No Valid Address: 5 | \$2,610.00 | \$2,205.00 | \$405.00 |

Printed: Tuesday, January 2, 2024 Page 1 of

	Donor Name	Address	Phon	e Num	Total Pledged	Total Paid	Balance
60600	Ms. Lupe Zavala	120 Navajo Way, Thousand Oaks, CA 91362-3225	(805)	231-8801			
			3/13/2023	TIM Office.	\$150.00	\$150.00	\$0.00
			11/22/2023	TIM Office.	\$150.00	\$150.00	\$0.00
				Total:	\$300.00	\$300.00	\$0.00
991153945	Mr. and Mrs. Maurizio Zazzetta	2621 Palmwood Cir, Westlake Village, CA 91362					
			3/1/2023	Parish.	\$5.00	\$5.00	\$0.00
				Total:	\$5.00	\$5.00	\$0.00
64606	Mr. and Mrs. Teofilo F. Zeolla	7005 Crozet Ave, Moorpark, CA 93021-5071	(818)	254-6564			
			2/7/2023	TIM Office.	\$150.00	\$150.00	\$0.00
				Total:	\$150.00	\$150.00	\$0.00
60605	Mrs. Jo Ann Zullo	1190 Greenfield St, Thousand Oaks, CA 91360-350	3 (805)	494-1123			
			1/31/2023	TIM Office.	\$200.00	\$200.00	\$0.00
				Total:	\$200.00	\$200.00	\$0.00
h Goal i	\$106,827.00	Difference Over/(Under) Goal vs	s. Total Pled	dges is:	\$14,756.00	r)	
h Goal i	\$106,827.00	Difference Over/(Under) Goal vs	s. Total Pled	dges is:	\$14,756.00		
	\$106,827.00	Difference Over/(Under) Goal vs	s. Total Pled	dges is:	\$14,756.00		Page 46 of
h Goal i	\$106,827.00		Difference Over/(Under) Goal v	Difference Over/(Under) Goal vs. Total Plea	Difference Over/(Under) Goal vs. Total Pledges is:	Difference Over/(Under) Goal vs. Total Pledges is: \$14,756.00	Difference Over/(Under) Goal vs. Total Pledges is: \$14,756.00



# Digital Campaign



# Strategy provided by Together in Mission

- 1. Social media campaign
- 2. GT Bulletin graphics
- 3. Robust E-mail marketing campaign

Other options:

Parish Mass announcement

# Bulletin Graphic and Social Media Graphics

- Provided by Together in Mission via outlook drive or another share.
- General QR code



# E-appeal and Social Media Schedule

- November 24 Sunday before Thanksgiving
- November 27 Wednesday before Thanksgiving
- November 29 Black Friday
- November 28 Thanksgiving Sunday
- December 2 Tomorrow is Giving Tuesday
- December 3 Giving Tuesday
- December 6 Last Opportunity to give
- December 12 Thank you email

# Giving Tuesday E-appeal



- Constant Contact E-Appeal
- 8 custom emails

# Q & A

Thank you for your support!