



Greetings Love INC Affiliates,

I look forward to seeing you at the 2018 Love INC National Gathering in [Minneapolis!](#)

As always, you'll have the opportunity to connect and exchange ideas with Love INC staff and volunteers from across the country. This year, you will also have the opportunity to learn from guest [experts](#) in the fields of remaining healthy in ministry, fundraising, and transformational leadership.

During our two plus days together – plenaries, role day, and [over 20 workshops](#) will help your affiliate amplify the impact of local churches, bringing hope to community hurts and needs – In the Name of Christ. Through this equipping process, I look forward to saying with you, “Give thanks to the Lord; proclaim His name! Celebrate His deeds among the peoples. Declare that His name is exalted” (Isaiah 12:4).

Don't miss this year's special offer of a [free pastor registration](#) for the first 50 affiliates to request it.

Thank you for giving and serving all year long. It is a blessing to be in the kingdom work together with you. The Gathering is a wonderful opportunity to worship, renew your vision, receive practical training, and experience refreshment at our new, retreat-like location.



In Christ,

A handwritten signature in black ink, appearing to read 'Kirk Vander Molen'.

Kirk Vander Molen, Love INC National Executive Director

Table of Contents

Guest Speakers.....	3
Schedule.....	5
Gathering Workshops.....	7
Session #1.....	7
Session #2.....	9
Session #3.....	11
Travel & Lodging.....	13
Register now!.....	14
Special Pastor Offer.....	16

<http://bit.ly/2018Gathering>

Guest Speakers

Denny Howard, Full Strength Network

Denny Howard's life's work is rooted in providing proactive and restorative services for those who serve in influential vocations such as non-profit and ministry leaders. Creator/Owner of [Livstyle Visual Personality Portraits](#) and director of two non-profit organizations, [Full Strength Network](#) and [Vitality Care](#), Denny resides in Fort Wayne, Indiana with his wife, Debbie. His workshops/seminars have taken him to Asia, Europe, Africa, and various parts of United States.

Mark McCloskey, Transformational Leadership Consultant

Mark is a graduate of Miami University (B.A.) and Bethel Seminary (M. Div.). He earned his Ph.D. at the University of South Florida in the College of Education, Department of Leadership Development. His focus of study was organizational leadership, adult education, and research and measurement. Since 1998 Mark has served at Bethel Seminary. First, as the Dean of the Center for Transformational Leadership. He is presently lead faculty for the Master of Arts in Transformational Leadership and Professor of Ministry Leadership. In addition to his work at Bethel, Mark consults with businesses, churches, and non-profit organizations in the areas of leadership development, strategic planning, and team building. His newest book on leadership thought is entitled, *The Art of Virtue-Based Transformational Leadership* (2016).

Carole Pence, Lilly Family School of Philanthropy

Carole Pence is the President of [Pence Consulting](#), which was established in 1992 as a full-service consulting firm supporting nonprofit organizations. Pence Consulting specializes in annual, endowment, and capital campaigns along with developing fundraising plans and board and staff development. Since the firm's inception, over 200 nonprofit organizations have used services provided by the firm. In addition to being a member of the faculty of The Fund Raising School at the Indiana University [Lilly Family School of Philanthropy](#), Pence is an adjunct faculty member at Lawrence Technology University in Southfield, MI.

Roberta Donahue, Lilly Family School of Philanthropy

With over twenty-five years in fundraising for cultural, educational and social service agencies, Roberta (Bobbie) has accumulated a wide variety of administrative and instructional experience in most areas of institutional advancement and charitable organization fundraising. Her assignments have included capital campaigns, foundation research and proposal writing, annual giving, special gift clubs, board relations, overall program management, and donor/volunteer motivation. These experiences have been gained in service as executive director and chief development officer for non-profits of all sizes. In addition to serving on the faculty of The Fund Raising School at the Indiana University [Lilly Family School of Philanthropy](#), Bobbie is currently a fundraising and management consultant.

Slap Happy Comedy

Slap Happy Comedy is a clean, energetic, and hilarious improvisational comedy duo. Their goal in each show is to provide interactive comedy for all ages that points people towards Christ. With over 25 years of combined comedy experience, Slap Happy Comedy has performed across the country for crowds as small as 50, to as large as 10,000. By using audience suggestions, they create unique and off the wall scenes at each event. Watch out! They even get audience members on stage to help in the fun!

Schedule of Events

Wednesday Afternoon - Day Zero

Day Zero, an optional value-add to the 2018 Gathering, is a time devoted to the spreading of ideas. Join us for an Affiliate Show and Tell! All affiliates are engaged in equipping volunteers and spreading the news about Love In the Name of Christ. Come participate in an actual affiliate volunteer orientation, join a "Love INC Lunch and Learn"*, and hear several "Love INC Sunday" presentations, delivered by various affiliate leaders. Walk away with good ideas on how to grow these areas at your local affiliate!

Meet us at the [Westwood Community Church](#).

1:00 - 1:40 PM - Volunteer Orientation

2:00 - 2:50 PM - [Love INC Lunch & Learn](#) (A community education class on poverty. Lunch not included.)

3:00 - 4:00 PM - Love INC Sunday Presentations (6 speakers)

Wednesday Evening – Day 1

Day One officially starts at the [Westwood Community Church](#) which is a 10-minute drive from the [Oak Ridge Hotel & Convention Center](#). There will be NO shuttle service this year. Please plan on renting a car or coordinating rides on your own.

4:30 – 5:30 PM – Gathering Registration

5:30 – 6:30 PM – Welcome Reception with Dinner

6:30 – 8:30 PM – Welcome, [Slap Happy](#), Praise & Worship, & Conference Kick-off

Thursday – Day 2

Roll out of bed, enjoy breakfast at the [hotel](#), and then grab your notebook and pen before heading over to the [Westwood Community Church](#) for role day! Special role day breakouts have been designed specifically for Executive Directors, Board Members, Clearinghouse Coordinators, Transformational Ministry Representatives, Administration/Operations Personnel, Pastors, and Developing New Affiliates.

8:00 – 8:30 AM – Registration & Coffee

8:30 – 9:30 AM – Welcome, Praise & Worship, Announcements, Plenary

9:30 – 9:45 AM – Break

9:45 – 10:00 AM – Introductions

10:00 – 11:30 AM – Role Day Breakout #1

11:30 – 12:30 PM – Lunch

12:30 – 1:15 PM – Plenary

1:30 – 3:30 PM – Role Day Breakout #2

3:00 – 3:30 PM – Break

3:30 – 5:00 PM – Role Day Breakout #3

Free Evening – Dinner on your own

Friday – Day 3

Over **20 workshops** are being offered at the 2018 National Gathering! Pre-register for the three workshops of your choice. Topics include encouragement in ministry, fundraising strategy, leadership, mission, and Love INC modes of ministry. Once again, we will meet at **Westwood Community Church**. We'll have the coffee on!

- 8:00 – 8:30 AM** – Coffee at the Church
- 8:30 – 9:00 AM** – Praise & Worship / Announcements
- 9:00 – 10:15 AM** – **Workshop Session #1**
- 10:15 – 10:30 AM** – Break
- 10:30 – 11:45 AM** – **Workshop Session #2**
- 11:45 – 12:45 PM** – Lunch
- 12:45 – 1:30 PM** – National Update & Database Reveal
- 1:30 – 2:45 PM** – Unique / Seasonal Gap Ministry Showcase
- 2:45 – 3:15 PM** – Break
- 3:15 – 4:30 PM** – **Workshop Session #3**
- 6:00 – 8:00 PM** – Dinner and Program (at the Hotel)

Gathering Workshops

A wide variety of workshops are available to help you and your team: find **encouragement** in ministry, beef up your **fundraising** strategy, strengthen **leadership** skills, focus on the **mission**, or hone **modes** of ministry. Each attendee may choose one workshop from each session for a total of three workshops.

Workshop Session #1

ENCOURAGEMENT: Navigate Challenging Relationships

led by: Denny Howard, Full Strength Network

High capacity people who care are not immune to challenging relationships. We all have people who pose a challenge for us – even for those of us who are high capacity in our relational abilities. Discover your early warning signs of relational challenge and develop a personalized strategy to be able to stay safe from toxic relationships and to be an agent of growth in the midst of challenging relationships.

- Deepen your understanding of ‘why’ certain people are so challenging to you.
- Discover how to identify and deal with subtle toxicity.
- Identify several personal strategies that will help you effectively navigate those challenging relationships.

(Please Note: Pastors will receive this training during Role Day.)

FUNDRAISING: Developing Major Gifts

led by Lilly Family School of Philanthropy

Raise more money by receiving more major gifts. Consistent donors can become major donors when you effectively implement the Eight-Step Major Gifts Management Cycle. Identify and utilize your own communication strengths when meeting with donors to develop major gifts and increase your fundraising success.

FUNDRAISING: Demystifying Digital

led by: Joy Churchill, Love INC National

Your affiliate fundraising strategy is multifaceted. One piece of that strategy needs to be digital. In this workshop we’ll provide you with tools to optimize your website, tell better stories, send great emails, and utilize social media.

LEADERSHIP: Are You a Transformational Leader?

led by: Mark McCloskey, Transformational Leadership Consultant

This workshop will explore the marks of a biblical transformational leader based on the ministry of Nehemiah and the example of Jesus. We will explore the distinction between transactional leaders and transformational leaders. The importance of a transforming vision will be discussed. This workshop will offer significant time for each participant to evaluate his or her leadership.

LEADERSHIP: Q & A with National Leadership

led by: Kirk Vander Molen & National Board of Directors

Once every year Love INC affiliates and national leadership are all in one place. Take this opportunity to connect with, hear from, and ask questions of the Love INC National Leadership.

LEADERSHIP: Q & A with Pastors

led by Richard Strick, Love INC National

Let's learn from those we aim to mobilize! Richard Strick, National Staff and former pastor, will facilitate a Q&A with pastors attending this year's Gathering.

MODE: Nuts & Bolts of Clearinghouse Operations

led by Lois Tupy

The Clearinghouse is the foundation of every Love INC affiliate. The purpose of the Love INC Clearinghouse is to receive requests for help; review the nature, extent, and legitimacy of the need; and match the individual or family to the most appropriate source of help. This workshop will include advice on: office set up, staffing the Clearinghouse, and the Clearinghouse process.

Workshop Session #2

ENCOURAGEMENT: Your Highest & Best for God's Glory

led by Denny Howard, Full Strength Network

Knowing when to say “yes” or “no” to a good opportunity can be a challenge for people who are high capacity and deeply care for others. Clarifying the exact nature of our Call, Mission, Vision and Values can allow us to become our highest and best for God’s Glory. Clarity on these 4 domains enables us to more effectively navigate the commitments and challenges of life. Discover the freedom that can be found when we have a clear perspective on how God wants to work in and through us.

- Discern the difference between the “Call” (heart-being) God has on your life and the “Mission” (hands-doing” to which we are assigned.
- Clarify the “vision” (mind’s eye-trajectory) God has for your future.
- Identify the foundation of your “values” and “principles” that serve to guide you.

(Please Note: Pastors will receive this training during Role Day.)

FUNDRAISING: Special Events as Marketing Strategy

led by Lilly Family School of Philanthropy

Special events provide an important opportunity to reinforce the connection between the organization’s mission and the event participants. Utilize these opportunities more effectively by developing clear objectives for special events to further your marketing objectives. Learn how to build and implement a successful events strategy and complete a cost/benefit analysis of your events.

LEADERSHIP: An Introduction to Strategic Planning

led by Mark McCloskey, Transformational Leadership Consultant

This workshop will explore the “What” and “Why” behind strategic planning. A biblical basis for planning will be discussed in connection with the biblical idea of stewardship. We will explore Paul’s missionary journeys and note examples of his use of strategy to reach the world with the gospel. The importance of strategic planning to the local Love INC affiliate will be highlighted.

LEADERSHIP: Roles & Responsibilities of the Board

led by Kim Wittel, Love INC of Lancaster County

The complexity of a Love INC ministry requires a committed and trained Board of Directors to provide strong leadership. To help your board provide this leadership, we will cover: utilizing the Board Toolkit, D&O Insurance, Policies, Board Meeting Participation, Risk Management, Donor Issues, Financial Controls, Record Keeping, IRS, and Common Areas of Potential Negligence during this workshop.

MISSION: Mobilizing Churches Through Engagement

led by Lora Petitt, Love INC National

Mobilizing local churches is at the heart of the Love INC Mission. It's also difficult work. Hear affiliate Executive Directors share how they have successfully increased church participation through relationship building, messaging, equipping, and providing opportunities to minister.

MODE: Introduction to Transformational Ministry

led by: Hilary Ford, Love INC of Treasure Valley

What is your affiliate doing to promote life transformation in your community? It's time to take the first step into the heart of Transformational Ministries. During this workshop, we will discuss the value of Transformational Ministry and how your affiliate can start on a transformational journey like no other.

MODE: Transformational Ministry Curriculum

led by Vicki Conn, Love INC of Greater Holmes County

Are you curious about the curriculum other affiliates are using in their Transformational Ministry (TM) and Comp TM ministries? This workshop will provide information on *Faith & Finances*, *Affirming Potential*, and allow participants to share their curriculum. Open discussion by participants on what has and hasn't worked will be encouraged.

Workshop Session #3

LEADERSHIP: Executive Director & Staff Evaluations

led by Kirk Vander Molen, Love INC National

It is important for affiliates to encourage a culture of quality and continuous improvement in the staff, encouraging them to provide suggestions and ideas to improve operations. This includes each staff having a documented annual training plan and a yearly annual performance review. This workshop will explore how to implement staff evaluations and have them lead to personal and ministry growth.

LEADERSHIP: Growing Vision Together

led by: John Ligtenberg, Love INC of Black Hills

A healthy Board/Executive Director relationship breathes life into an affiliate. It is a relationship that requires constant learning and growing. This workshop will focus on how the Board and Executive work together to live out the mission and vision of Love INC.

LEADERSHIP: Putting Love INC at the Table

led by Michael Rohall, Love INC of Vermillion County

Relationship building is the key to putting Love INC at the table in your community. And, relationship building requires intentional, active listening. Start by listening to the Lord, then listen to the heart and concerns of your community partners. Listening to partners creates cooperative and not competitive relationships within your community allowing meaningful, transformative work to get done. This workshop will unpack these ideas, provide practical action items, and facilitate group discussion.

MISSION: "I Just Threw Up on International Television & It Feels Great"

led by Richard Strick, Love INC National

Participants in this workshop will tailor a compelling vision inviting others to join them through honesty, passion, and public speaking skills. Exercises will involve reflecting on why you sacrifice for Love INC, what's so hard about vulnerability, and learning skills for addressing a variety of audiences.

MISSION: Making Prayer the Center of Your Ministry

led by Esther Vander Laan, Love INC National

Prayer is a Love INC Core Value. Likely for most, there is room for prayer to be at the center of your personal and ministry journey. This workshop will encourage greater dependence on prayer for support, encouragement, direction, blessing, and growth in relationship with God. A portion of the workshop will also be spent in prayer.

MISSION: Transforming Lives with Redemptive Compassion

led by: Lois Tuypa, Love INC of Treasure Valley

Redemptive Compassion is a philosophy which explores the biblical call to wholistic help. It is based upon six core principles: Value, Relationship, Potential, Participation, Discernment and Transformation. Compassion that is redemptive is freeing and moves people into more of the abundance God has promised us all. Attend this refreshed presentation which I hope will whet your appetite and entice you to want more.

MODE: Building Relationships through Gap Ministries

led by Dana Parker, Love INC of the Heart of Florida

Gap Ministries help churches work together to meet specific tangible needs not currently or sufficiently being met in a community. Explore opportunities to find creative ways to meet these tangible needs while helping churches laying a foundation for future relationships.

Travel & Lodging

Airport

Fly into the [Minneapolis Saint Paul Airport](#) and hail a taxi, rent a car, or carpool with friends. Love INC National **does not** coordinate transportation to and from the airport.

Hotel

The 2018 Gathering hotel of choice is [Oak Ridge Hotel & Conference Center](#). The hotel is a short drive to the church facility. Love INC National **is not coordinating a shuttle service** to and from the hotel and church this year. Plan on renting a car or coordinating rides on your own. Additionally, the hotel has a biking and walking trail that surrounds the beautiful Lake McKnight. Bring your tennis shoes!

1 Oakridge Dr, Chaska MN 55318, 952-368-3100

\$115.00 per night plus tax

Make reservations 1 of 2 ways using our group code: LOVEINC

- Call 952-368-1492 or 877-874-6772 and use our group code.
- Go to www.oakridgeminneapolis.com and select desired dates and enter our group code.

Church

The [Westwood Community Church](#) is graciously hosting the Love INC Gathering. Their retreat like setting offers opportunities for short, rejuvenating walks between sessions or relaxing on expansive outdoor balconies.

Please give their staff and volunteers a warm Love INC greeting.

3121 Westwood Dr, Excelsior, MN 55331, 952-224-7300

Turn Up the Volume of the Church ~ Register now!

The Love INC National Staff is restless with excitement on your behalf. God has something in store for you, your affiliate, partner churches, and communities at the 2018 Gathering.

The Body of Christ is the answer to a broken and hurting world but her voice is regularly drowned out. The mission of Love INC is to mobilize local churches, providing them the platform to let their voices be heard.

Whether you are a Love INC Executive Director, Board Member, Staff Person, Donor, Volunteer, or Church Partner – join us!

Attend the Gathering for the “ING” factor

- **NetworkING:** A highlight for many each year is networking – conversations in the hallway, at lunch or during a walk around the lake. Who knows? That “one” conversation about that “one” thing could be that “one” reason it was worth attending.
- **SharpenING:** A primary goal of this year’s Gathering is to equip affiliates to give the Church the platform needed to be heard in your community. Their voices of love, redemption, and transformation need to be heard.
- **EncouragING:** The work of ministry is demanding. We’re torn in many directions and always giving. This year’s retreat like atmosphere will refresh your spirit while the workshops will reignite your passion for the mission of Love INC. We hope and trust that God will meet you in a powerful way.
- **CelebratING:** Join us to thank and praise God for His faithfulness and hear an update and a vision for the future.

Included in Cost:

- Meet-and-greet with meal and opening session on Wednesday evening
- Inspiring plenary sessions on Thursday and Friday
- Full day of training tailored to your role at your affiliate on Thursday
- Three breakout workshops on Friday
- Dinner and program on Friday evening
- A wealth of training resources and handouts
- Network and fellowship with other Love INC staff/volunteers from around the country
- Lunch on Thursday and Friday
- Coffee, Soft Drinks, and Snacks each day (morning and afternoon breaks)



Register now!

<http://bit.ly/2018Gathering>

Event Dates:

August 8-10, 2018

Early Bird Pricing:

\$230.00 (ends May 31, 2018)

Regular Pricing:

\$255.00 (ends July 10, 2018)

Non-Participant:

\$30.00 (Friday Banquet and Program only)

Cancellation Policy:

Refund/cancellation date for all registrants is **July 9, 2018**.

However, if you are unable to attend the Gathering and have already registered, you may substitute someone in your place.

We strongly encourage as many people as possible from each affiliate to attend.

Special Pastor Offer

Pastors are important. That's why we secured grant funding to provide a free registration* to help affiliates bring one pastor from their community to the 2018 Gathering.

The pastor can be someone already strongly engaged with your Love INC, but we encourage this offer be made to a pastor with whom you want to bring to a higher level of engagement. This special promotion is available to the **first 50 affiliates** who register their executive director and a pastor using the discount code: **PASTOR**

What are the benefits of inviting a pastor to the Gathering?

- Benefit #1: Gives the Executive Director dedicated time to connect with the pastor outside the hustle-and-bustle of community life.
- Benefit #2: Allows the pastor to be "immersed" in all things Love INC: focus on mission, training, and inspiration by being with other Love INC pastors, staff, and volunteers from across the country.
- Benefit #3: Blesses and strengthens your pastor in ministry through a special Role Day track just for pastors with [Denny Howard of Full Strength Network](#) to encourage and equip pastors.

Pastor Role Day Breakout Sessions Include:

- Navigating Your Most Challenging Relationships - Even for pastors with high capacity in relational abilities, people can pose a challenge for them. This session helps pastors discover early warning signs of relational challenges and develop a personalized strategy to be able to stay safe from toxic relationships and to be an agent of growth in the midst of challenging relationships.
- Reaching Your Highest and Best for God's Glory - Knowing when to say "yes" or "no" to a good opportunity can be a challenge for people who are high capacity and deeply care for others. This session will help pastors clarify the nature of Calling, Mission, Vision, and Values that can allow them to become their highest and best for God's Glory.

So what do you say? Do you want to take us up on the [free registration](#)?

*Travel and lodging not included.

<http://bit.ly/2018Gathering>