

“The Match Challenge” Explained

Student #1 - This gift to the school is amazing... but why couldn't they just give us the money? ... You know, so we can meet our budget this year! Why couldn't they just do that? **It seems like all they have really given us is work!**

Student #2 – Well I don't know for sure, but if someone has earned enough money to be able to give away a quarter-of-a-million dollars, (pause) I would guess they are probably a pretty smart business person.

Student #3 – Yeah... and I would guess they would be careful where and how they invest their money. There are thousands of ministries that could use this money. **I'm so glad they picked Libertas.**

Student #1 – But why not just give the money to the school? They know we need it!

Student #2 – **Because that wouldn't help.**

Student #1 – Wait... What do you mean by that!? A quarter-million-dollar check would sure help **this year.**

Student #3 – I think that's the point... Next year (pause) the school would be back in the same position (pause) praying the Lord would do something for us that **we are responsible to do for ourselves.**

Student #1 – I don't get it? What do you mean?

Student #3 – Well... The donor has asked the school to define a **Legacy Partner** as someone who gives to the school **on a monthly recurring basis.** For every new Legacy Partner that we recruit, the donor will match their gift until the \$250,000 is used up. If we do that... The school will actually receive \$500,000 and more importantly, as all those new Legacy Partners continue to give each month... the school will continue to receive \$250,000 year after year. It will be a new recurring revenue stream for the school. When you add that to the \$750,000 the school receives each year as tuition revenue... (pause) now you have a million dollars and that **brings stability to the school budget and reduces the concentrated financial risk.... of relying on large donors to fund the school.**

Student #1 – Whoa! Whoa! Whoa! I was doing pretty good until you got to that part about ...(pause) “concentrated financial risk.” What do you mean by that?

Student #2 – I think what that means is having a lot of people giving a little to the school each month is less risky than depending upon a few people to give a lot to the school at **unknown and unpredictable times.**

Student #3 – That's right! The diversification of a lot of small donors not only blesses the school, **but it also blesses the donors. They get to be a part of making Libertas possible. It will actually bring mission to their lives.**

Student #2 – So would a donor who gives \$10.00 per month make a difference?

Student #3 – Absolutely! Anyone who gives \$5.00 or \$10.00 a month is exactly who the school is looking for. And of course,... more is better. **In fact, I've heard the donor is hoping that we will grow 2,000 Legacy Partners as a result of this campaign.**

Student #1 – Ok. I get it. So now what? And what about people who don't want to give to the school monthly?

Student #2 – Well... the school still really needs them! People who make one-time financial gifts to the school fill the budget gap in a way that a **Legacy Partner** doesn't. Going forward, people who give to the school on a bases other than monthly... will be called a **Legacy Builder**. **Everyone** who gives to the school will be a member of the ministry called **Legacy Partners**. Some will be a **Legacy Builder**, and some will be a **Legacy Partner**. They are both really important... but for different reasons. The difference is ...(pause) a **Legacy Partner** is someone who gives monthly.... and until the \$250,000 matching challenge runs out... their gift will be matched. A **Legacy Builder**, on the other hand, is someone who's gift won't be matched, but their gift will meet the school's financial needs right now... **and we really need that!**

Student #1 – Ok...So **Legacy Builder** and **Legacy Partner** are both members of the **Legacy Partners ministry**... I get that... now what?

Student #3 –Now it's up to all of us. We have 18 months to take advantage of the \$250,000 matching challenge... to recruit as many **Legacy Partners** as possible. Christian Education is labor intensive. It takes *a lot* of hands and *a lot* of voices to make Libertas possible. When I consider the enormous resources other schools have, I wish we had those to, but... at the same time... I am reminded that as a Classical Christian School... everything we learn is Biblically based, and then I realize the Lord has *always* provided exactly what we have needed.

Student #1 – That's so true... I guess the next step is to pray ... and then to put our faith into action and boldly ask people to become **Legacy Partners**. Who wants to start the prayer?

Student #2 – I will. Let's do it... (pause) Dear Lord, you have *always* provided... this \$250,000 challenge is another example.... Open our hearts and minds and will to you.... let us be used... Let our lives be an offering to you...