

Dear Brothers and Sisters in Christ,

We are very grateful for your church's participation in the Forward in Their Footsteps Endowment Fund Campaign. We continue to make every effort to create an endowment fund that will enable us to plant new congregations and make new disciples of Jesus Christ whenever and wherever the need is greatest in the Desert Southwest Annual Conference.

As you may recall, the campaign was designed to be conducted in three phases. While Phase I (Major Donor Solicitation), and Phase II (Every Congregation, Every Member) continue, it is already time to finalize preparations for Phase III.

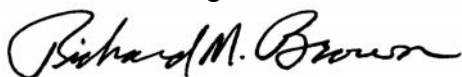
Phase III is the "reward phase." The primary purpose of Phase III is to benefit churches that participated in Phase II of the campaign. Phase III employs a unique use of the most popular deferred giving vehicle in the U.S. It is called the Charitable Gift Annuity (CGA). This phase is called the FOOTSTEPS G.R.E.A.T. Program. "G.R.E.A.T." is an acronym which stands for "Giving, Receiving, Endowing, And, Tax-Deductible" too!

**In this phase of the campaign, your church will immediately receive 50% of all gifts made.** The remaining 50% of the gifts will be invested and used to provide income streams at 6.0% of the original gifts to your CGA donors for 10 years. After the 10 year period, all funds remaining in your church's FOOTSTEPS G.R.E.A.T. Program account will be credited to the Footsteps Endowment Fund.

To facilitate the FOOTSTEPS G.R.E.A.T. Program at your church, we will conduct several district and conference-wide "webinars" to fully explain the program and answer your questions before your actual Phase III kick-off. We will also provide educational pieces and Sunday Bulletin Inserts through the Footsteps website for you to use as advertisements prior to your G.R.E.A.T. Program Kick-Off. I will personally kick-off your G.R.E.A.T. Program at your church to your interested members at a date and time of your choosing. Then we'll create and complete all CGA Agreements directly with each donor, send your church 50% of all funds raised, invest the remaining 50% of the gifts less expenses, distribute annuity checks to donors, prepare and distribute year-end 1099-R income statements, etc.

**All you need to do right now is schedule a date and time of day for your Footsteps G.R.E.A.T. Program.** Choose a date and time of day between September 3, 2008 and May 22, 2009. There is the potential for 110 churches to participate in Phase III, so you can imagine the monumental scheduling task ahead. Please help us with this task by completing and returning the form attached ASAP! **Again, please help us by completing the enclosed form and returning it ASAP!**

With Warm Regards,



Richard M. Brown, Ed.D., CFRE  
Campaign Counsel

**REMEMBER! All you need to do for now is pick a date and time on your church calendar when you want us to come and raise money for your church. Complete and return the form attached ASAP!**



**FORWARD IN THEIR FOOTSTEPS ENDOWMENT FUND CAMPAIGN  
PHASE III SCHEDULING FORM**

**Name of Church:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**City, St., Zip:** \_\_\_\_\_

**Contact Person:** \_\_\_\_\_

**Best Daytime Phone Number:** \_\_\_\_\_

**Best E-mail Address:** \_\_\_\_\_

**Planned Use of Your 50% of the Funds Raised:** \_\_\_\_\_

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**Footsteps GREAT Program Kick-Off Date & Time Preference**

**1<sup>st</sup> Preference:**

**Month:** \_\_\_\_\_ **Date:** \_\_\_\_\_ **Year:** \_\_\_\_\_ **Time of Day:** \_\_\_\_\_

**2<sup>nd</sup> Preference:**

**Month:** \_\_\_\_\_ **Date:** \_\_\_\_\_ **Year:** \_\_\_\_\_ **Time of Day:** \_\_\_\_\_

**3<sup>rd</sup> Preference:**

**Month:** \_\_\_\_\_ **Date:** \_\_\_\_\_ **Year:** \_\_\_\_\_ **Time of Day:** \_\_\_\_\_

***Complete and return this form ASAP!***