How to Connect with Neighbors

2022 LICENSING SCHOOL WORKSHOP KIM JOHNSON KIMJOHNSON@VAUMC.ORG





What's Our Mission?

"Go therefore and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, and teaching them to obey everything that I have commanded you" Matthew 28:19-20

...and love your neighbor as yourself.

"And who is my neighbor?"

Luke 10:27

Luke 10:29

If anyone loves me, he will carefully keep my word and my Father will love him—we'll move right into the neighborhood! John 14:23-24 The Message (MSG)

Do you know your neighbors?

Think about the 8 homes closest to yours:

A: List the names of all who live there.

B: List what they do for a living and/or where did they live before this?

C: What are their hopes & dreams?



Do you know your neighbors?

Think about the 8 homes closest to yours:

A: List the names of all who live there.

B: List what they do for a living and/or where did they live before this?

C: What are their hopes & dreams?



Why don't we know our neighbors?

Loss of 'front porch' venues

Loss of neighborhood relationship building Loss of community



How can we understand our neighbors better?

Demographics give one set of clues

"Bridge people" who represent demographic groups in our neighborhoods

Prayer Walking can give another set of clues



But first we need to understand ourselves!



Mission Insite is a tool that can help!

English

 \sim

MISSIONINSITE

Home Solutions ~ Tools ~ Expertis

Community Analysis Tools

Build Deeper Connections

Call 1-877-230-3212

ACSTechnologies.

Expertise ~ Resources ~ Contact

CLIENT LOGIN

vaumc.org/missioninsite

As part of the Virginia Conference, local churches have **FREE access to MissionInsite** and the demographic information around them. This free service is provided through your Church Extension apportionment. Every church in the Virginia Conference has been identified on the MissionInsite Web site. As a user, you will be able to obtain reports for the areas around your church by whatever geography you choose.



Reports!

-			MISSIONIN	inity Engagement Specialists						CES & PRAC
							r: Virginia An 5 mi andre	nnual Confere		e Repor
	nsite Report rginia Annual Conference UMC mi Radius from 1301 Trap Road, Vienna, Virginia 22182, United States		The MinistryIns Prepared for:	Site Report 2021		Beliefs about God			of Balance	
Base State: Mi Current Year Estimate: 20 5 Year Projection: 20	21 26	An	Date of Report:	5 mi andrewchapel 5/28/22 2021			s About Go		a s incry or	terers, ranging in
Semi-Annual Projection: Su	28/2022 mmer	About the American Beliefs S		The Study Area		Study Area Detail	Strongly S Disagree	Somewhat No	Opinion Sor	Agree Agree
UMC. Its purpose is to "tell the demographic story" of the defined geographic ge study area. Executivelnsite integrates narrative analysis with data tables and co	ecutiveInsite is intended to give an overview analysis of the defined ographic study area. A defined study area can be a region, a zip code, a unty or some custom defined geographic area such as a radius or a user fined polygon. The area of study is displayed in the map below.	The American Beliefs Study provides a project preferences, and practices for a defined study the American Beliefs Study national survey, w every five (5) years. While general religious di	y area. This report is based on which MissionInsite conducts	le UMC Graat Falls UMC		Everyone and everything is god.	36.6%	13.7%	32.2%	10.3% 7.2
area's story. It includes both demographic and beliefs and practices data.		various organizations, only MissionInsite can geography projections. This report is based up Study Survey.	provide current local	d Christian d Christian		God is a higher state of consciousness that people may achieve. God is love and invites the world into a				21.0% 12.2 26.9% 35.9
THE STUDY A	AREA	The 2021 American Beliefs Study Survey serie ReligiousInsite provides insights into commu	nity beliefs and religious	5 mi andrewchapel Andrew chapel UMC		loving relationship. God is the full realization of human potential.		8.8%		
Leasting Like	TrendView	preferences. MinistryInsite focuses on practic survey. It includes life concerns, reasons for n considered nonparticipation) in a religious co a list of preferred ministries or programs. The	non-participation (or ngregation or community, and ese are based on the specific	Washington UMC		I believe God created a literal heaven and hell.		11.3%	27.3%	Beli
	Prepared for: Virginia Annual Conference	-		Church of the Good	Ministryinsite Priority Report	I believe God created the world but takes no further part in it.	45.1%	16.9%		Pri
Construction of the set of the se	Study Area: 5 ml andrewchapel	The ReligiousInsite Priorities Report and Min capture the priorities of some survey question beliefs plus the direction of the beliefs, wheth disagreement. These two reports correspond	ns based upon strengths of her towards agreement or		CANBELIEFS	I believe there are many gods. I don't believe a god exists; the material universe is all that is.		11.3%		
Buil Run Mourain Ustare Pleasare Valley UMC	Base State: MD,VA Date of Report: 5/28/2022	Contents of the MinistryInsite			INSITE Priorities Report 20	I have a relationship with one living God.	17.6%	7.2%	22.4%	
Pander UN	250,000 250,000	Hou The MinistryInsite Report has five sections th about a single topic.		Frepared for: Virginia Annual Confere Study Area: 5 mill adrewchapel American Bellefs Study Region: South		I'm unsure/undecided about whether a god exists. The forces of nature and the spirits within	49.370	14.6%		
Haynarkot Church Garnesville UNIC Garnesville UNIC	150,000	Topics Life Concerns	Page 2	W Life Concerns		the creation are God for me.	25.4%	8.0%	32.8%	
THE 12 INSITES	100,000 - 100,00	Reasons for Non-Participation—Those Outs a Religious Congregation or Community Reasons to Consider Non-Participation—Th	12	Wi Priority List	Top 15 of 44 Life Concerns	Hint: The report indicates how people within use the illustrative graph to see where the la				
Insite #1: Population, Household Trends 2 Insite #2: Racial/Ethnic Trends 3 Insite #3: Age Trends 4	nt 0 2000 2010 2021 2026 2031 0 202	Inside a Religious Congregation or Commun Program or Ministry Preferences		Wi Ranking Concern 1 Ongoing impact of COVID-19	Ranked by greatest concerns Rotio 20.8	very strong concern				
Innite 84: School Aged Children Trends Innite 85: Household Income Trends 7 Innite 86: Household and Children Trends 9 Innite 87: Marital Status Trends 10	n Population Households Families*	Infor Roution Sub Ceston Excess Automatic Receipter Tele	keeleejes Inc., Expergen, Missioninsite	WS	8.9	Very Strong Concern Very Strong Concern			-	
Indite #2: Adult Educational Attainment 11 Indite #3: Employment and Occupations 22 Indite #30: Mosaic Household Types 13		erage Age: History and Projection 43	_	4 Health crisis/illness 5 Financing the future/savings/retire		Very Strong Concern Very Strong Concern				
Insite #11: Generations 14 Insite #12: Religious Program Gr Ministry Preferences 15	2.0% 2021 44	42 43		6 Fear of the future or the unknown		Very Strong Concern				
Bources: UB Census Bureau, Bynergos Technologies Inc., Experian, Decisioninal				7 Illingal immigration 8 Quality of children's education		Very Strong Concern Very Strong Concern				
	40	39		9 Losing weight/diet issues		Strong Concern				
	-2.0% 38			10 Personal health problems 11 Time for friends/family		Strong Concern Strong Concern				
	-1.05			12 Making the right choices/finding di		Strong Concern				
	-4.0% -3.7%			13 Caring for aging parents	2.2	Strong Concern				
	Asian (Non-Hisp) Black/African American (Non-Hisp) 2000 White (Non-Hisp) If Hispanic or Lating	2010 2021 2026 2031		14 Reaching my goals/being successfu 15 Day to day financial matters		Strong Concern Strong Concern				
	Pec is/Am Ind/Oth (Non-Hisp)									
					Top 15 Life Concerns					
				0.0 Ongoing impact of COVID-19	5.0 10.0 15.0	20.0 25.0				
				Social & political tensions/discord Racism/tacial injustice Health horids/litess						
				Financing the future/savings/retirement. Fear of the future or the unknown						
				Illegal immigration Quality of children's education	-					
	Sources: US Census Bureau, Synergos Technologies Inc., Experian, Decisioninsite/Missioninsite	Page 3		Loxing weight/dist issues Personal health problems Time for infends/Tamily						Sources
				Time for thereof tampy Making the right choices/finding direction Carling for aging porents						
				Reaching my goals/being successful						



ort 2021

Date of Report: 5/28/2022 American Beliefs Study Version: 2021

ging from well defined monotheism to loosely defined polytheism.





eliefs about Jesus

riority L

List	Beliefs about Jesus in Rank Order							
	Ranking	Concern	Ratio	Strength				
	1	People in the church do not behave as Jesus would behave.	7.0	Somewhat strong agreement				
	2	Belief in Jesus does not require participation in a church.	5.4	Somewhat strong agreement				
	3	Jesus was both divine and human.	2.9	Weak agreement				
	4	Jesus was the expected Jewish Messiah.	2.4	Weak agreement				
	5	Jesus actually rose from the dead as the Bible teaches.	2.0	Very weak agreement				
	6	Jesus rules now and always as Lord of heaven and earth.	1.8	Very weak agreement				
	7	I have a personal relationship with Jesus.	1.3	Very weak agreement				
	8	Jesus lived a perfect, sinless life while on earth.	1.2	Very weak agreement				
	9	Jesus is the only way for human salvation from sin.	1.2	Very weak agreement				
	10	Jesus was a good and wise moral teacher but no more.	0.5	Very weak agreement				
	11	Jesus was a great prophet only.	0.3	Very weak agreement				



ources: US Census Bureau, Synergos Technologies Inc., Experian, Missioninsite

Charts!

			History and	10 Year Fo	recast:
	1,400,000				
	1,200,000				
	0,000			_	
	0,000		_		
	0,000		_		
icators of your	0,000				-
out those 10	0,000				
ta on this report, 1al page.	o				350,0
	E a an ilea	2000	2010		300,0
Lebs	Family	Household data is not projec	Current Year R 3.9%	acial/Ethnic P	Percenta
		5.9%			
Foin	- 84		29.2%	Asian (N	Von-Hisp)
8		V	23.270	■ Black// Hisp)∘ ■ Pac Is/A	
Srove DEk				White (

58.2%

The QuickInsite Report

Prepared for: Virginia Annual Conference UMC Study area: Reveille Drawn Polygon 2022

Base State: VA Current Year Estimate: 2021 5 Year Projection: 2026 10 Year Forecast: 2031

Semi-Annual Projection:

Date:

About the QuickInsite Report

The QuickInsite report is designed to provide a quick look at a geography defined by a user. It provides an initial impression of a study area through a set of 12 demographic variables, the top 10 Mosaic Segments and 5 Religious Beliefs and Practices derived from the Simmons National Consumer research data.

NOTE: Not all of the demographic variables available in the MI System are found in this report. The FullInsite or ExecutiveInsite Reports will give a more comprehensive view of an area's demographics and ViewPoint a fuller view of its beliefs and practices.

Two Sections

3/7/2022

Summer

Two reports are provided on the following pages. • The StoryView Report presents 9 demographic indicators of your study area.

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THE STUDY AREA



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Page 1





White (Non-Hisp)

Hispanic or Latino

2.9%

Info!

Priority List

Top 15 of 44 Life Concerns

MISSION	ISITE ((100)
	For Faith & Nonprofit Groups

THE -**AMERICAN**BELIEFS

RELIGIOUS PREFERENCES & PRACTICES

The MinistryInsite Report 2021

Prepared for:	Virginia Annual Conference UMC
Study area:	5 mi andrewchapel

Date of Report: 5/28/22 American Bellefs Study Version:

2021

About the American Beliefs Study Reports

The American Beliefs Study provides a projection of likely religious beliefs, preferences, and practices for a defined study area. This report is based on the American Beliefs Study national survey, which MissionInsite conducts every five (5) years. While general religious data is available through various organizations, only MissionInsite can provide current local geography projections. This report is based upon the 2021 American Beliefs Study Survey.

The 2021 American Beliefs Study Survey series contains two reports. ReligiousInsite provides insights into community beliefs and religious preferences. MinistryInsite focuses on practical applications of the 2021 survey. It includes life concerns, reasons for non-participation (or considered nonparticipation) in a religious congregation or community, and a list of preferred ministries or programs. These are based on the specific study area. Customized priority lists address the study area's concerns, program and ministry preferences and more.

The ReligiousInsite Priorities Report and MinistryInsite Priorities Report capture the priorities of some survey questions based upon strengths of beliefs plus the direction of the beliefs, whether towards agreement or disagreement. These two reports correspond to the full reports.

Contents of the MinistryInsite Report

The MinistryInsite Report has five sections that provide multiple views about a single topic.

Topics	Page
Life Concerns	2
Reasons for Non-Participation—Those Outside of a Religious Congregation or Community	12
Reasons to Consider Non-Participation—Those Inside a Religious Congregation or Community	17
Program or Ministry Preferences	22

Infor@RetionsSel@Regram.@Statelal & applicer/Edglepipgies Inc., Experien, Missioninsite



How to Read	the Different	Report Ty	/pes
1101110111011101		Nupul	

Four windows provide insight into th	he respondent's answers.
--------------------------------------	--------------------------

11:	Reveals the detailed responses across all options.
2:	Compares the study area responses to national average responses. For more details, see the last page.
13:	Compares data between this survey and previous surveys to reveal trends.
4:	Provides prioritized lists of the topic. This window is only available on certain topics and after applying analytics.

Ranked by greatest concerns								
Ranking	Concern			Ratio		Strength o	of Concern	
1	Ongoing impact	of COVID-19		20.8	8 Very	Strong Co	ncern	
2	Social & political	tensions/discord		8.9	Very	Strong Co	ncern	
3	Racism/racial inj	ustice		5.9	Very	Strong Co	ncern	
4	Health crisis/illn	ess		4.2	Very	Strong Co	ncern	
5	Financing the fut	ture/savings/retirement		4.1	Very	Strong Co	ncern	
6	Fear of the futur	e or the unknown		3.6	i Very	Strong Co	ncern	
7	Illegal immigrati	on		3.4	Very	Strong Co	ncern	
8	Quality of childro	en's education		3.1	Very	Strong Co	ncern	
9	Losing weight/di	iet issues		2.9) Stror	ng Concerr	ı	
10	Personal he	Beliefs	About Je	sus				
11	Time for frie	Deners /						Stro
12	Making the	Study Area Detail	Strongly Disagree	Somewhat Disagree	Opinion	Somewhat Agree	Strongly Agree	Som Som
13 14	Caring for as Reaching my	Belief in Jesus does not require participation in a church.	7.2%	5.1%	21.8%	28.7%	37.1%	0%
15	Day-to-day f	Jesus actually rose from the dead as the Bible teaches.	17.6%	5.7%	30.1%	10.6%	35.9%	1
		I have a personal relationship with Jesus.	23.9%	8.3%	26.7%	14.9%	26.2%	3
		Jesus is the only way for human salvation from sin.	23.3%	7.5%	33.0%	8.3%	27.9%	4
		Jesus lived a perfect, sinless life while on earth.	15.1%	14.0%	35.4%	9.8%	25.8%	5
		Jesus rules now and always as Lord of heaven and earth.	18.6%	5.1%	32.7%	12.8%	30.7%	6

Beliefs About Jesus



Predefined Reports	What is it?
Quick Insite	10 pages. It provides an initial impression of a study area through a set of 12 demographic Practices derived from the Simmons National Consumer research data.
Executive Insite	16 pages. Its purpose is to "tell the demographic story" of the defined geographic study a and graphs. Playing on the report name, it includes 12 "Insites" into the study area's story.
Full Insite	35 pages. The FullInsite report is designed to provide an extensive demographic portrait of the full array of 2010 Census Data, the latest American Community Survey data and the ne
Comparative Insite	10 pages The ComparativeInsite report provides an organization with a broad comparison demographic profile of an organization's core people*. It accomplishes this by matching a a study area with that part of the study area in which an organization's core people reside. the organization's core people is generated within the MissionInsite PeopleView System.
MinistryInsite & ReligiousInsite	30 pages. ReligiousInsite provides insights into community beliefs and religious preference survey. It includes life concerns, reasons for non-participation (or considered nonparticipat preferred ministries or programs. These are based on the specific study area. Customized ministry preferences and more.
MinistryInsite/ ReligiousInsite Priorities	8 pages. The ReligiousInsite Priorities Report and MinistryInsite Priorities Report capture th beliefs plus the direction of the beliefs, whether towards agreement or disagreement. The

ic variables, the top 10 Mosaic Segments and 5 Religious Beliefs and

area. ExecutiveInsite integrates narrative analysis with data tables v. It includes both demographic and beliefs and practices data.

of a user-defined geographic area. The FullInsite integrates new Experian Mosaic cluster system!

n of the demographic profile of a defined mission area with a a select set of variables from within the Experian Mosaic Segment of e. To accomplish this, a Mosaic Profile of both the study area and

ces. MinistryInsite focuses on practical applications of the 2021 ation) in a religious congregation or community, and a list of d priority lists address the study area's concerns, program and

the priorities of some survey questions based upon strengths of ese two reports correspond to the full reports.

This can help us make decisions

- We don't have to guess at all the things.
- We can make informed decisions regarding ministries and direction
 - Language--ESL-- who can get to you, what languages should/could you offer
 - "We just need young families!" Are there any?
 - Staffing for growth

What else does it do?

Plot your people!



Sort Your people!





295

ence UMC

Dot Color	Mission Insite Member Status	
	1.Member	Professing Mer
	2. Non-regular Member	Staff
	3. Other	Reveille Weeko
	4. Regular Attender/Non Member	Constituent, Co Outside Reveill
	5 – Visitor	Visitors

Reveille Member Types

ember, Baptized Member, Clergy

day School student families

Constituent Child, Constituent Lifetime, Clergy lle, Affiliate-Associate ▼ Member Status = , Me...

2,585 Congregants (Default) Plotted



1,206 Churches Plotted

ltem		# Plotted	%
ŵ	Churches	1,206	10
	Total / % of All	1,206	10





Dive into Data!

Study Area

We plotted your data and then drew this shape around MOST of them

We plotted **2,585** households.

This **SHAPE** includes **2,304 households** connected to Reveille. **(89.13%)**

With a total population in 2021 of **1,198,170**

Using the Data

Mosaic Groups & Ministry Reports



Handouts!

We are providing you with your Quick Insite Report for a 5-mile radius around your church.

 Note- we were trying to compare 'apples to apples' and so this is what we picked- BUT Herndon UMC for example had 238,375 people in that radius in 2021. Parrish Chapel/Emmaus had 9,018.



The QuickInsite Report

Prepared for: Virginia Annual Conference UMC Study area: Reveille Drawn Polygon 2022

Base State: VΔ Current Year Estimate: 2021 2026 5 Year Projection: 10 Year Forecast: 2031 3/7/2022 Date: Semi-Annual Projection: Summer

About the QuickInsite Report

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Two Sections

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Page 1

THE STUDY AREA



More Information

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Sources: US Census Bureau, Synergos Technologies Inc., Experian, DecisionInsite/MissionInsite





Take 2-3 minutes to flip through the <u>Quick Insite</u> Report!

RESIST the temptation to flip through the second handout!

We will get there! I promise! I believe in you!

*Remember this is reporting on the circled area--5mile radius from your church!



second and the second

Study area: 3 m

5 mi Radius from Andrew Chapel United Methodist Church, 1301 Rd, Vienna, Virginia 22182, United States

Current Year Estimate: 3 Year Projection: 10 Year Porecast: Date: emi-Annual Projection:

About the o

The Outer Storcklinsite Repo

Beography defined by a user. It provides a ninitial impression of study area through a set of 12 demographic variables, the top 10 Mosaic Segments and 9 Religious Beliefs and Practices derivan from the Simmons National Constru-

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2031 5/26/2022 Summer

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themes.

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prease refer to the Supporting Information on the final page.



Page 1

Mosaic Segments

Turn to page 8 in your Quick Insite These are your top 10 Mosaic Segments.

Mosaic Lifestyle Types provides insight into the behaviors, attitudes, and preferences of the households within the Study Area. The result is a fuller multidimensional understanding of a community, neighborhood, zip code or other geography.

Mosaic is a consumer segmentation that describes American Consumers. (The wealthiest households in the US, living in the most exclusive neighborhoods, and enjoying all that life has to offer.) (Middle-aged, ethnically-mixed suburban families and couples earning upscale incomes.)



Why does this matter?

10111-1-102-003 003-003-004-0

Mosaic Groups Can Help Us Make Informed Decisions



Mosaic Groups

Experian's Mosaic® USA is a household-based consumer lifestyle segmentation system that classifies all U.S. households and neighborhoods into 71 unique types and 19 overarching groups, providing a 360-degree view of consumers' choices, preferences and habits.



High Income

Low Income

Mosaic Groups









© Mapbox © OpenStreetMap Improve this man







A01 Mosaic Group

137 Reveille Households

A01



Top 10 Mosaic Segments

- D18 Suburban Style Suburban Nightlife
- O52 Singles and Starters Urban Ambition
- J34 Autumn Years Suburban Sophisticates
- S69 Thrifty Habits Urban Legacies
- O54 Singles and Starters Influenced by Influencers
- B07 Flourishing Families Across the Ages
- C11 Booming with Confidence Sophisticated City Dweller
- F22 Promising Families Fast Track Couples
- O51 Singles and Starters Digitally Savvy
- C13 Booming with Confidence Philanthropic Sophisticate



© Mapbox © OpenStreetMap Improve this man



Fa	A01 A01 A01 A01 A01 A01 A01 A01 A01 A01	A01 A01	
\sim	Population:	1,771	A01
AO	Household:	574	A01 A01 A01 G
	Family Household:	517	1 A01 G25 A01 C
3 C	Non Family Household:	0	G25 A01 G25 G25 G25 G25 G25 G25 G25 A01
	Average HH Income:	0	P58 C13 A01 G25 C13 G K38 O54
~	Age 0-17:	210	K39 Q65 G25 G25 G25 G25 G25 G25 G25 G25 G25 G2
~~	Average Age:	0	C13 P57 054 C12 E10
	Primary Mosaic Type:	A01	10 C13 C13 G25 E19 054 O54 E19
	B10 B10 B10	C13	052 052 C13 C1 054 054 054 A01
A	E13 E10 B10 C13 C13 O54 B 19 C24	B10 10 054	C13 G25 C13 E19 G25 C13 E19 C13 C13 F22 C13 C13 C13

© Mapbox © OpenStreetMap Improve this map

But who are these **A01s?**









Mosaic USA

Key features

Luxury living

Upscale cars

Healthy lifestyles

Charitable giving

World travelers

Prestigious housing
American Rovalty regard church membershin as a social status

American Royalty regard church membership as a social status. Religion is a good thing, and the church as an institution makes a valuable contribution to society. They enjoy privileges of membership and expect to shape policy and oversee personnel. However, they may be sporadic in church attendance, and may gladly connect with a church via web casts on the internet from wherever they happen to be traveling. They generally prefer a larger church (but not necessarily a mega-church). It will be a church of history or significant reputation, which is acknowledged as influential in a denomination or in public affairs. Attitudes toward the church are increasingly ambivalent, partly because churches are so often critical of personal wealth. They tend to personalize religion and associate spirituality with health and wellness and nature.

They can be extraordinarily generous givers, but only if the church has a proven record of excellent stewardship. They are generous benefactors of evangelical and social service missions with their time, expertise, and/or money, but demand clear strategic plans and measurable results. They are inclined to be leaders rather than followers, and often participate in churches through board membership and policy development, capital campaigns for property, and fund raising for local or global charities. They have a strong sense of well-being and desire to leave a lasting legacy.



13 of you have **Q64 in** your top 5!



Q64

Established in Society Stable, sophisticated seniors living in older homes and leading sedentary lifestyles



Key features

- Avid TV watchers
- Rural lifestyle
- Seniors
- Home-centered activities
- Conservative values
- Cautious money managers



Who we are

Head of household age	Type prop
76+	Sing
574 54.7%	105
Est. Household	Hou size
\$25,000-\$34,999	2 pe
327 24.4%	129
Home ownership	Age chile
Homeowner	7–9
115 93.6%	2



Mosaic USA

😚 2.87% 2.95% 👤

Channel preference

2021 © Experian Ltd | All rights reserved www.segmentationportal.com Faith, family, and community are pillars of strength for these older retirees who are aging in homes and hometowns where they have lived for as much as 25 years. They are not particularly mobile, and **like** to stay close to home. They've been downsizing their possessions, and are content with less. They have lower incomes and fewer investments, but also have lower costs and expenses. They are happy with their standard of living and don't worry too much about themselves ... but they are worried about the world, their local community, and the future of their church.

These tend to be **very spiritual people who practice personal devotions and try to lead ethical lives**. They gravitate to more theologically and ideologically conservative established churches that preserve orthodoxy, respect elders, and protect traditional family values. **They usually try to avoid extreme opinions, radical politics, risky ventures, and hasty decisions.** They are more than willing to serve on a church board. They stay well informed about local and global events, and denominational policies and missions.

These people have deep roots in the community and church, and many of their friends are among church members. They are often interested in developing human potential, **and personally participate in opportunities for Christian education**. Within their physical and financial limitations, they are glad to volunteer or donate for a good cause. Harmony, continuity, and predictability are important values for a church.



Ε

E21

10 of

you have

E21 in

your top 5!

E19

E21

Unspoiled Splendor Comfortably established baby boomer couples in town and country communities

E20



Key features

- Price-conscious
- Politically conservative
- Do-it-yourselfers
- Racing fanatics
- Outdoor enthusiasts
- Domestic travelers





Who we are

Head of household age	Type prop
51–65	Sing
321 91.3%	106
Est. Household \$	Hou size
\$50,000-\$74,999	2 pe
152 30.8%	119
Home ownership	Age chile
Homeowner	0–3
118 96.6%	7



Mosaic USA

🙆 1.50% 2.19% 👤

Channel preference



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These boomer couples have **deliberately chosen to remain in, or relocate to, quite rural or even remote regions**. However, these are not aging "hippies" seeking "flower power". They are socially conservative, hard working, mainstream households that **prefer to blend in** rather than stand out. They tend to be spiritual and religious, living lifestyles that are sensitive to God and creation and **connecting with established churches.** Many are in agricultural careers, and more work in mid-level professional or retail jobs.

These people **dig deep roots in the community.** They care about their neighbors, volunteer in community social services, and take leadership in municipalities. They will provide board and committee leadership for a local congregation, and step up to mentor the next generation. They gravitate toward socially conservative established churches, Catholic or Protestant, and are not particularly ambitious to think outside the box or challenge traditional authorities. However, they will have strong opinions about what makes a just society and a faithful church.

Most people will prefer to connect with a small to medium-sized church that is networked with similar churches into a wider "parish"; some may be willing to drive further to a central location in order to participate in a larger, resource-size church. However, on the whole they value small population centers and join churches in part to keep those communities vital.



Philanthropic Sophisticates Mature, upscale couples in suburban homes **C13**

C12

C13

C11

С



Key features

9 of

you have

C13 in

your top 5!

- Retiring in comfort
- Experienced travelers
- Art connoisseurs
- Philanthropic
- Quality matters
- Ecological lifestyles



Head of

Who we are

C14

household age 🛛 🗠	prope
66–75	Single
251 29.6%	106 9
Est. Household	House size
\$100,000-\$124,999	2 pers
161 15.5%	108 3
Home ownership	Age o childr
Homeowner	13–18
115 94.0%	21 2



Mosaic USA

🙆 2.98% 3.41% 👤

Channel preference

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Philanthropic Sophisticates **see the church as an important part of the educational and social service networks** in the United States. Spiritual life and lifelong education are closely related, along with donations to charities and philanthropic activities. **They join churches that prioritize education and the arts, and which have the resources to provide high quality worship. Their church usually supports at least one, major, ongoing "signature" outreach ministry that has a citywide or regional reach.** They generally have a more global than local perspective, with a high sense of wellbeing. They are committed to their careers and have planned lifestyles. They are relatively liberal in their social views and tend to connect with moderate or more liberal churches. They may serve on church or non-profit boards, and often find satisfaction mentoring young protégés.

Philanthropic Sophisticates are over 65 and many are widowed or divorced. They are long-time residents in stylish homes of their neighborhood. They tend to be very loyal to their local church and denomination. **The members are often old friends, although they may not socialize regularly during the week.** They may make generous bequests to the church. The architecture, liturgy, and symbols of the church provide a strong sense of belonging. **They often support the idea of family friendly, seeker sensitive, bi-racial, and culturally diverse churches ... but participation may challenge their comfort zones.** They encourage church planting but may not easily participate in new churches. Their ideals and skills make them the "back bone" for many large churches and denominations.



9 of you have **O51 in** your top 5!





Key features

- Ambitious
- Video gamers
- Single adults
- Eager to spend
- Music lovers
- Digitally savvy







Who we are

Head of household age	Type of proper
25–30	Single f
503 51.8%	101 93
Est. Household \$	Housel size
\$50,000-\$74,999	1 perso
140 28.4%	202 69
Home ownership	Age of childre
First-time buyer	7–9
349 22.3%	81 9.6

Mosaic USA

O55

😚 7.03% | 5.01% 👤

Channel preference

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These adventurous, outspoken, and creative risk-takers spend more time in the virtual world than the real one. They are **college-educated singles** who revel in multi-tasking. They do not consider simultaneous video streams and text messages a distraction for lectures or reading, but an exponential enhancement to understanding. This is one reason why they find traditional church worship boring, and often struggle in traditional educational settings.

When they aren't online chatting, blogging, surfing, texting, and tweeting, they may work in sales, service, and food industries for modest incomes. They live relatively quiet lives by day and active social lives at night. They like to explore hidden, fringe, or offbeat experiences, shopping at new trendy stores and probing underground websites. They are ardent gamers, and mingle with others who share that passion. The church, even in some of its most creative forms, is just not relevant. They are more likely to sleep in on Sunday morning.

Churches probably won't connect with them through Sunday worship, but they may connect through sophisticated, interactive websites. Make no mistake ... it is possible to have intimate friendships and profound conversations through the internet. Small groups are a real possibility built around affinities for relationships, gaming, fantasy, and liberal social causes ... but groups will meet in cyberspace and only occasionally in an internet cafe. They may watch a podcast of a religious performance, or a presentation by a credible spiritual leader or panel of religion and culture.



Just a Sample!













MISSIONINSITE

Segment C13:

Philanthropic Sophisticates

Mature, upscale couples and singles in suburban homes Resource: Mosaic 2021 by Experian.

Religious Experience in a Nutshell

Religious Perspective:It's the right thing to do!Common Spiritual Issues:Feeling lost, lonely, or discarded

Common Church Presence

- Spiritual life as lifelong learning
- Global perspective
- Denominationally loyal
- Generous to the church
- Value faith-based non-profits
- Liberal attitudes but protective of comfort zones

Potential Influence



Lifestyle Compatibility	Family Group C Booming with Confidence	Frequent Neighbors
E21 Unspoiled Splendor J34 Suburban Sophisticates G24 Ambitious Singles	C11 Sophisticated City Dwellers C12 Golf Carts and Gourmets C13 Philanthropic Sophisticates C14 Boomers and Boomerangs	A01 American Royalty B08 Babies and Bliss E19 Consummate Consumers

General Comments:

Philanthropic Sophisticates see the church as an important part of the educational and social service networks in the United States. Spiritual life and lifelong education are closely related, along with donations to charities and philanthropic activities. They join churches that prioritize education and the arts, and which have the resources to provide high quality worship. Their church usually supports at least one, major, ongoing "signature" outreach ministry that has a citywide or regional reach. They generally have a more global than local perspective, with a high sense of wellbeing. They are committed to their careers and have planned lifestyles. They are relatively liberal in their social views and tend to connect with moderate or more liberal churches. They may serve on church or non-profit boards, and often find satisfaction mentoring young protégés.

Philanthropic Sophisticates are over 65 and many are widowed or divorced. They are long-time residents in stylish homes of their neighborhood. They tend to be very loyal to their local church and denomination. The members are often old friends, although they may not socialize regularly during the week. They may make generous bequests to the church. The architecture, liturgy, and symbols of the church provide a strong sense of belonging. They often support the idea of family friendly, seeker sensitive, bi-racial, and culturally diverse churches ... but participation may challenge their comfort zones. They encourage church planting but may not easily participate in new churches. Their ideals and skills make them the "back bone" for many large churches and denominations.

Color Key High Priority Medium Priority Low Priority

High Priorities also marked with "X" for churches photocopying in black and white

Ministry Reports

MINISTRY REPORTS BY TOM BANDY

Give us the information and take the guesswork out of what church, ministry, and religion preferences are.

Tom Bandy Reports

Ok! Grab handout 2!

This is your TOP Mosaic Group Ministry Impact Guide.

This is what helps take some of the guesswork out of your ministry.

The report is broken down into several ministry areas.

Turn to page 3! (Education)

	Segment A01: An Affluent, influential		Missi	ONINSIT
	Sacar A01: An	lerican D		
	Affluent, influential	Koyalty	es living in prestigious suburbs	
	Resource: Mosaic 2021 by F	successful count		
	Religious T	rian. couples and famili	es living :	
	Religious Experience in a Religions Person	Nut l u	a ring in prestigious suburba	
	Religious Perspective:	utshell	1000005	
	Common Spiritual Issues:	Entitled spirituality		
	Come	Feeling lost on l		
	Common Church Presence	Feeling lost or lonely, anxieties over	A gring -	
	• Church Church		"sing and dying	
	 Church membership and so Religion and social influence 			
		cial status		
	High southers			
	 Philanthropic attitudes 	Manager and Street, St		
	• Shore di			
	 Sporadic attendance Global awareness 			
	D			
	Potential Influence			
	Lifestyle Compatibility			
		Family Group A		
	B08 Babies and Bliss B09 Family F		E	
	B10 Come Tastic	A02 Distinguishing	Frequent Neighbors	
	B10 Cosmopolitan Achievers C14 Golf Carts and Gournets	A03 Kids and Cabernet A04 Picture D	C13 Division	
	and Gourniets	A04 Picture Perfect Families A05 Couples with Ca	C13 Philanthropic Sophisticates E19 Consummate Consumers G24 Ambitions Since	
		A05 Couples with Clout A06 Jet Set Urbanites	G/4 Ametric	
	General Comments:	of Orbanites	F22 Fast Track Couples	
	comments:			
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	American Royalty regard church me institution makes a valuable contribution to so oversee personnel. However, they may be spo casts on the internet from wherever they happy nega-church). It will be a church of history or lenomination or in public affairs. Attitudes to ften critical of personal wealth. They tend to pature.	mbership		
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75	They can be out	religion and associate spir	valent, partly because church	
der	nega-church). It will be a church of history or lenomination or in public affairs. Attitudes tow ften critical of personal wealth. They tend to p ature. They can be extraordinarily generous g ey are generous benefactors of evangelical and incident strategic plans and	itrone t	many with health and wellness and	
par	indicidear strategic at	d social service of the church has a social service of the service	aug	
for	Activate in churches through board measurable result local or global charities. They have a strong se Color Key High Prior High Priorities also mechanic	uts. They are in all	ven record of excellent	
	erosal charities. They have a strong	p and policy development to be leaders ra	the expertise, and/or money has	
	Color Key	inse of well-being and deviation of the second s	Daigne followers, and often	
	High Prior	ity ity is a leave	a lasting legacy, and fund raising	
	righ Priorities also marked w	Medium Priority	e sucy.	
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Education

A01 American Royalty often have great interest in the methodologies of public education and broadcasting. They want to support performing artists and intellectuals and help them access a wider audience. They are keen to intervene in natural or national disasters, learn first about environmental issues, explore diversity, and contribute to peace and dialogue. **Christian education reflects a system of theology and clear ethical norms. Classroom or seminar educational opportunities are good, but they are more likely to pursue Christian education privately through reading or on the internet. They often attend a lecture by a noted authority. If they do participate in a Sunday morning class or formal seminar, it is usually based on a book, text, or a body of research. Education is topical but supplemented with references from Scripture and the history of the church. They are most comfortable learning with peers who share their life experiences, technological preferences, and aesthetic preferences while listening to an expert in the subject matter.**

E21 Unspoiled Splendor is likely to rely on **structured educational events using a book, workbook, or curriculum.** The curriculum may be tied to the lectionary used in worship or the Christian year, but they will also observe major cultural holidays like Mother's Day, Halloween, and Thanksgiving. **They are prone to bring their grandchildren to church, even though the parents of the children tend to be intermittent participants.** Adult commitment to Sunday school is mixed. Those adults with strong and consistent church backgrounds may continue the practice of Sunday morning classes. These are usually led by an older, highly respected member (clergy or retired clergy). **People remain in the same class for a long time. Increasingly, however, adults tend to replace Sunday school with expanded hospitality on Sunday morning, and transfer Christian education to midweek small group experiences.**

C13 Philanthropic Sophisticates often have advanced degrees or specialized professional training. Their careers have often been in business, science, law, or higher education. **They tend to approach Christian education with a solid background in history and literature but focus more on practical applications for strategic thinking or daily living. Bible studies are often integrated with preaching and follow the Christian year, or they focus on historical background and contemporary social issues**. They often do book studies, based on **newsworthy current events**, and occasional fiction.

O51 Influenced by Influencers **are not attracted to traditional Christian education on Sunday morning.** If they participate, it will likely be **a small group** that happens to meet on Sunday morning. In other words, the learning methodology is informal, relational, dialogical, and intimate, rather than formal, programmatic, presentational, and impersonal (which is how people in this lifestyle segment perceive most Sunday schools). They value continuing education. Many will take additional courses to develop their creative talents. **Christian education can attract their interest if it connects with community college content or encourages them to use and experiment with creative arts.**

Q64 Established in Society want to understand scripture, tradition, and doctrine. Churches may have smaller Sunday schools, but they are important because the adults believe that the children are the future of Christendom. Classes are organized by age, and study a curriculum approved by the denomination. If the church is large enough, they will have a Christian Education Director. Since church attendance is relatively stable all year round, churches often sponsor a Vacation Bible School for several weeks in the summer as an important outreach to young families that might not regularly attend. Adult education is also important. Classes focus on scripture, doctrine, ethics, and emerging urgent issues. Classes tend to stay together a long time and have a special name (like "Homebuilders Class"). Some are led by a very credible, long-time member of the church and others rotate leadership. It is usually easier to start a new class than assimilate new people into an ongoing class unless the newcomer already shares ongoing friendships with numerous people. Clergy often lead a short-term class during Advent or Lent

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Segment C13:

Philanthropic Sophisticates

Mature, upscale couples and Resource: Mosaic 2021 by Experian.

Religious Experience in a Nu

Religious Perspective: Common Spiritual Issues:

Common Church Presence

- · Spiritual life as lifelong learr Global perspective
- Denominationally loval
- · Generous to the church
- · Value faith-based non-profit:
- · Liberal attitudes but protectiv

Potential Influence

Lifestyle Compatibility

E21 Unspoiled Splendor J34 Suburban Sophisticates G24 Ambitious Singles

General Comments:

Philanthropic Sophisticates networks in the United States. Spiritucharities and philanthropic activities. resources to provide high quality wor: outreach ministry that has a citywide with a high sense of wellbeing. They liberal in their social views and tend t or non-profit boards, and often find sa

Philanthropic Sophisticates in stylish homes of their neighborhood members are often old friends, althoug bequests to the church. The architectu They often support the idea of family participation may challenge their com new churches. Their ideals and skills

Color Key H

High Priorities also i

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Worship Preferences Resource: Worship Ways by Thomas Bandy and Lucinda Holmes (Abingdon Press)

Traditional			Modern	Postmodern	
	Caregiving Worship	x	Inspirational Worship	Mission-Connection Worship	
x	Educational Worship		Transformational Worship	Coaching Worship	
	Healing Worship				

Philanthropic Sophisticates appreciate worship that lifts the heart and challenges the mind. Inspirational worship is not necessarily loud or rhythmic. It may be dramatic or liturgical, with excellent musical performances, rich images, and eloquent speakers. Worship conveys a sense of history and tradition. Preaching may be motivational, but its main intention is to educate. Preaching explains doctrinal or ethical points, reflects historical continuity, and exposits scripture. These people prefer reasonable argument and gentle persuasion, but dislike pedantic lectures or ideological rants. Worship and preaching often refer to the Christian year, and the Common Lectionary may interface with Sunday school and the private devotions of participants. Baptism, Holy Communion, and Confirmation can be very important, and they may have strong views about how these rites should be celebrated. Recognition of life cycle changes can also be important (births, birthdays, anniversaries, and other memorials). Holidays like Thanksgiving, Christmas Eve, Mother's Day, and Easter can also be important times for church attendance, and they may invite friends or family to join them.

Lifestyle Connectivity

Audio should be excellent. Make sure that all voices (including children) are amplified, and acoustics are crisp. Use the most recent software to facilitate virtual choir and ensemble rehearsals and performances. Incorporate individuals from different locations virtually leading liturgy and prayer or reading scripture.

Education Preferences

Resource: See, Know, and Serve by Thomas Bandy (Abingdon Press)

	Form		Form Content		Grouping	
,			Biblical	x	Generational	
	Experiential	x	Topical		Peer Group	

Philanthropic Sophisticates often have advanced degrees or specialized professional training. Their undergraduate training has often included a core curriculum in liberal arts. However, their careers have often been in business, science, law, or higher education. They tend to approach Christian education with a solid background in history and literature but focus more on practical applications for strategic thinking or daily living. Bible studies are often integrated with preaching and follow the Christian year, or they focus on historical background and contemporary social issues. They often do book studies, based on newsworthy current events, and occasional fiction.

Their children do not often attend worship or participate in Sunday school, but grandparents may bring grandchildren. Classes are usually organized generationally through pre-teen years. After that, education is organized around peer groups or friendship circles. They tend to see the youth as the future of the church, and education as the best means to shape their worldviews. They favor youth programs in almost any form and will invest in professional leadership to design and lead youth programs.

Lifestyle Connectivity

They often prefer Christian education that uses modern media (printed books and workbooks), although an increasing number use e-readers, follow bloggers, and visit internet chat rooms. If they download resources, they may print and distribute them, but they will also follow links to parallel websites in any given topic.

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Resource: Spiritual Leadership by Thom



sually veteran ministers with years of experience e probably served on committees or staff in the and leading worship and excellent preachers. ave an advanced degree. Clergy may occasiona the local church. Approachable and friendly, th somewhat conservative administration for the train a solid volunteer core of leaders on an ad giving to other professional staff, and invest me ealth, and education sectors. They cast large vi cial community causes or denominational publi management leaders in other public sectors.

Lifestyle Connectivity

logs, regularly upload sermons to websites, act nart phone, which is a constant companion. The eetings remotely. They often maintain and use a e. However, they do not expect people in this s

Irce: Worship Ways by Thomas Bandy and Luc

	Modern	Postr
x	Multiple Choices	Take-0
x	Healthy Choices	

take worship attendance a habit whenever they reeted respectfully and by name. They usually h eds. They do not like to be the center of attenti children and grandchildren visiting with them. tastefully decorated, with natural lighting and a le. They are careful about their health. They ap teas: fruit juices and water. If the core values c fter worship or on special occasions. Hospitality ut issues, missions, controversies, or opportunit ups to gather and include areas with comfortable

Lifestyle Connectivity

ind after worship outdoors to reassure health-co wledge their presence and include them in inter

All rooms, inclu these people to participat groups or other events. A

Financial Preferenc



Philanthropic S denominations address co distinct funds (operations consider debt if it is for e to micro-charities, and su outcomes of any project.

center of the church. The committed to percentage make very generous onegenerosity is often motiv often scrutinize personne

These household campaign gifts. They also money using a computer



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Facility Preferences

Prop

Philanthropic S However, they may be of design must still be tasted traditional facility. Interio religious traditions. They

Technologies ar be the primary instrumen instrumentations, and the a decidedly Christian wa traditionally designed. Th projectors. Lighting is ad

Givi x Unified Budge Designated Pr

They trust churc

Small Group Preferences

Resource: See, Know, and Serve by Thomas Bandy (Abingdon Press)

	Leadership	Focus			
x	Trained Leader	x	Curriculum Study		
	Rotate Leaders	x	Shared Affinity		

and Same by Thomas Bandy (Abinadon Pr

Philanthropic Sophisticates readily welcome small groups into their homes. Some groups are organized around studies of world religions, philosophy, history, and the arts. Other groups may form around affinities for cardio and low impact exercise, or mission awareness for the environment and global emergencies. Increasingly, groups form around key theological debates or ethical issues. Many in this lifestyle segment have expertise in a variety of topics. However, they usually prefer a designated leader that brings expertise to the conversation, or one who facilitates hospitality and conversation. Group leaders are trained to be diplomatic to overcome personality conflicts and encourage shy people. Groups tend to be seasonal (allowing time for travel and seasonal homes) but also tend to last longer.

Lifestyle Connectivity

Groups increasingly incorporate streaming video and website resources. Individuals often participate remotely using conferencing platforms, especially if the are travelling or have health concerns. Group conversation often spills over into social media, but it is harder to ensure accountability. Civil discourse is a high priority.

Outreach Preferences

Resource: Strategic Thinking by Thomas Bandy (Abingdon Press)

	Personal Need	Readiness to Volunteer
Basic Survival		
Health and Wellness	X	
Quality of Life		x
Addiction Intervention		
Interpersonal Relationships	х	x
Human Potential		x
Salvation and Human Destiny		

Many Philanthropic Sophisticates are widowed or divorced, and empty-nest couples may live at a distance from children and relatives. They are always interested in opportunities to build friendships. They regard church dinners, dances, concerts, and other fellowship events as a form of mission. They are very concerned with healthy living and interested in ministries related to physical and mental exercise.

Philanthropic Sophisticates tend to be more outwardly focused than their Golf Carts and Gourmets counterparts. They have strong philanthropic interests, and may contribute generously to universities, arts, environmental groups, veterans' groups, and social welfare non-profits. They may underwrite special church outreach projects, and occasionally volunteer to be on an advisory or governing board. They consider themselves citizens in a global village and are interested in improving the quality of life for others. They often support denominational missions for famine relief, peace and reconciliation, disease control, and emergency intervention.

Lifestyle Connectivity

Outreach is cooperative, and these people often use social media, websites, and conferencing software to attend board meetings, encourage mission workers, support grandchildren away on mission trips, or track investments and expenses. They donate to a variety of charities via internet and may follow theological or ideological debates through the denomination's website.

n Impact 4.0 by Thomas Bandy Last Rev Dec 2021 © 2021 ACS Technologies



MISSIONINSITE

Take ~5 Minutes to look through your **Bandy Report!**



For the next 15 minutes

Get with 3 people with **DIFFERENT** Primary Mosaic **Groups (Different LETTER)**

Using the report compare/contrast the **Outreach, Hospitality, & Communication** sections.

- What is similar?
- What is different?
- How could you use this information to inform ministry decisions/programs/events?

What Else?

There's SO Much More!



Top 15 of 44 Life Concerns

Ranked by greatest concerns

I	Ranking	Concern
	1	Ongoing impact of COVID-19
	2	Social & political tensions/discord
	3	Racism/racial injustice
	4	Financing the future/savings/retirement
	5	Health crisis/illness
	6	Fear of the future or the unknown
	7	Losing weight/diet issues
	8	Quality of children's education
	9	Illegal immigration
	10	Reaching my goals/being successful
	11	Stress/time to relax
	12	Caring for aging parents
	13	Satisfying job/career
	14	Personal health problems
	15	Time for friends/family

Priority List

Ratio	Strength of Concern
19.7	Very Strong Concern
7.7	Very Strong Concern
5.3	Very Strong Concern
4.5	Very Strong Concern
4.1	Very Strong Concern
3.9	Very Strong Concern
3.3	Very Strong Concern
3.0	Strong Concern
2.7	Strong Concern
2.7	Strong Concern
2.6	Strong Concern
2.6	Strong Concern
2.6	Strong Concern
2.5	Strong Concern
2.4	Strong Concern





















vaumc.org/missioninsite

acstechnologies.com/missioninsite

What's Next?

That's up to you!

Kim Johnson kimjohnson@vaumc.org