



**MULTIPLY 417**

Passion: The Bridge between People and Purpose

## Weekly Tip April 7, 2025

# Maximize Your Budget: Start Forecasting Your Income Today!

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Dear Ministry Leader,

I know we have five more tips to go on effective emails, but it occurs to me that many of you are knee-deep in budgets and the budgeting process for the 2025-26 fiscal year.

I wanted to throw out a very brief tip suggesting (if you don't already) that you should start using a forecasting style of budgeting for your ministry income, especially for your top 20%.

There are a couple of advantages to this method:

1. Using an actual forecasting system may improve the integrity of your income projections. This means fewer times when you are way off, which can create stress, improve morale, and build trust with your Board.
2. It actually creates a communication tool that, when tied together with a ministry impact document, starts to facilitate a different level of conversation, trust, and confidence in your partners. You may be able to show them the different levels of impact based on their growing generosity.

As you'll see in the attached PDF, this should drive you to deeper conversations (engagement) with your key stakeholders, including helping to cast vision for them and their giving to your organization, because they can actually start to see how \$10,000 makes a difference compared to \$5,000. I know that seems like "no duh," but not really. It actually helps bring clarity for a donor, most of whom really want to know they are making a difference.

Look over the linked PDF, play with it by inserting your top 10 donors and 3 prospects, and you'll start to get an idea of how this tool can serve you well.

Based on the spreadsheet and how you rate the probability factor for each donor, you'll have a much greater grasp on how you are doing and what needs to happen depending on how other donors are performing compared to your projections.

[Click here for an example spreadsheet](#)

Need more ideas on empowering your partners? Want to talk about a much bigger development strategy picture? Give me a call at (209) 541-5720 or [email me](#). I'm here to help.

Passionately,

Rev Rick J Fritzemeier  
President

P.S. Don't worry; we will finish up the rest of our effective email tips next week.

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### **Our Contact Information**

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