

TIMING

IS EVERYTHING

“THERE IS A TIME
FOR EVERYTHING,
AND A SEASON FOR
EVERY ACTIVITY
UNDER THE HEAVENS.”

ECCLESIASTES 3:1 NIV

TIMING

A person wearing a blue and white plaid shirt is holding an open book. The book is held with both hands, and the pages are visible. The background is a dark, blurred blue.

IS THIS THE RIGHT TIME?

Have you ever asked yourself this question? Especially in today's environment we are finding pastors and church leaders asking this. We've all done so with questions both large and small.

What if your timing question relates to a major decision such as a much-needed addition or new facility improvement? Should we proceed with it? Is now the right time? Will it be supported? Can we really know?

The good news is that yes, you can know. You don't have to live in the gray twilight of ambiguity and indecision. You may be much closer to having an answer to your timing question than you realize.

THE REALITY IS...

CGS | Church Growth Services

WE MENTALLY
CONSTRUCT ANSWERS
TO OUR TIMING
QUESTIONS BY
MAKING CERTAIN
CORE ASSUMPTIONS.

For example, we might believe "Our people would never support a major capital project in today's environment". This sounds reasonable, but what if it's the wrong assumption? You may be delaying a critical capital project that is slowing your ministry momentum due to one wrong assumption.

Correctly answering your timing question comes down to simply and accurately testing your assumptions. Yet many leaders become immobilized because their current assumptions have not been appropriately tested.

Leaders don't test their assumptions for various reasons, but in our experience, these are three of the most common:

1

"I already know"

Many leaders assume they know what their congregation is thinking, but do they really?

The leader's perception is typically based on feedback from the same small group of trusted, "go to" influencers. **They may not represent the widespread opinion of the congregation.**

"Self-analysis is very prone to something called "confirmation bias" — a tendency to focus upon or give more credibility to statements that already support our current assumption."

2

"I don't know exactly what to ask or how to interpret results"

This relates to "the power of the question". Too often when church leaders seek to self-test their assumptions to gain clarity, **they ask surface questions that don't penetrate deep enough to get at the real issues.** Additionally, leaders typically lack having appropriate benchmarks to interpret the responses in a meaningful way.

3

"I don't really have the time/energy to do this myself"

Pastors have lots of ministry responsibilities, especially in this environment, and volunteers have their own busy lives. Consequently, even though testing assumptions might be viewed as "a good idea", **without priority and a champion to lead, it just gets pushed to the back burner.**

INDECISION BECOMES
THE DEFAULT, AND
YOU RISK MISSING AN
OPPORTUNITY FOR
MINISTRY AND
COMMUNITY IMPACT
BECAUSE YOU DIDN'T
HAVE THE DATA
OR MADE THE
WRONG ASSUMPTION.

Savvy church leaders realize that in situations like this, **doing nothing or doing it yourself may not be the best options for maintaining church health and momentum.**

The question then becomes how do you move forward with a sense of confidence and supporting data to justify the decision? No leader wants to be perceived as tone-deaf. One option would be to engage a trusted, experienced coach,

Will there be a cost? Of course there will, but let's be honest, timing indecision has a cost as well... an opportunity cost of lost community impact during "such a time as this". Nothing great was ever accomplished without bold vision and sacrifice.



WHAT'S
THE
SOLUTION?

ENGAGE A TRUSTED,
EXPERIENCED COACH
TO HELP YOU
MOVE FORWARD

While there is a price (cost) to pay for this progress there will also be substantial value received beyond the cost.

BENEFITS GAINED

Clarity

The fog has lifted! Your major decision which was previously so cloudy is now plain as day. You now have the information and data to move forward. When you have clear direction, your energy and enthusiasm increases.

Confidence to Proceed

You're no longer stuck in a perpetual cycle of "second-guessing"...should we or shouldn't we? Wondering if this is the right time, will the congregation support this decision? Spending time in a second-guessing cycle can be exhausting, not to mention very unproductive.

Decisions Based on Proven Benchmarks

You are not comparing the results merely against yourselves, but against the proven experience of the coach in similar situations. There is an objective "yardstick" for measurement.

Obtaining Confidentiality

By using a third-party partner, you can assure your congregation that their input is highly confidential and will be treated very objectively. Church members can feel free to speak their mind and feel valued that you asked their opinion. An experienced coach will help remove any bias and/or "sacred cows".

Defining the Path Forward

Not only will your coach help answer the question "Is now the right time?", but they will also help you determine the best path forward. It's not unusual that with some minor adjustments to your original proposal, based upon the feedback, much greater enthusiasm and support for the project often occurs.

CHARACTERISTICS TO LOOK FOR IN A GOOD COACH

PROVEN.

A **successful track record** helping churches make major decisions regarding facilities, finances, and capital projects. These are the types of timing questions that can often be the most challenging for church leaders. The coach you choose should have experience answering such questions.

ADAPTABLE.

Every leadership team and congregation have a unique culture. **You want the questions and process to fit your circumstances and DNA.** You determine the questions to be answered and your coach should then tailor a process to answer them in your unique circumstances.

CHURCH FOCUSED.

Your coach should also have **extensive experience working with local church congregations, not just para-church ministries and institutions.** There are nuances to the church environment that a good coach knows how to navigate.

DATABASES WITH BENCHMARKS.

When the congregation answers your questions, your coach shouldn't be "shooting in the dark ". They should **process these answers against hard data and reliable benchmarks** from their database of experience.

COLLATERAL BENEFITS.

You should not only get answers to the questions you're asking, but you may **learn of other questions that should be answered.**

OBJECTIVE | CONFIDENTIAL.

One of the real benefits of a third-party coach is a **strong commitment to objectivity.** There won't be any "confirmation bias ", because they have no bias to confirm.

KNOW

BEFORE YOU GO



THERE IS SOMETHING EMPOWERING AND INCREDIBLY VALUABLE ABOUT HAVING ALL THE KNOWLEDGE AND DATA TO SUPPORT A DECISION. IT CAN PROVIDE:

- unity in the church
- trust in leadership
- a sense of confidence
- momentum to move forward
- a catalyst to bring along the volunteers & resources

So why stay in that season of indecision?

Why stay awake at night wondering if this is the right time? Should we move forward with this initiative?

There is a way to gain clarity on the timing for your next major project. Reach out to several reputable coaches and see if one might be a good fit for your church.



Partnering With the Local Church

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