

# Marks Three and Four of Effective Charity

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# Marks of Effective Charity

#1: Affiliation

#2: Bonding

**#3: Categorization**

**#4: Discernment**

#5: Exchange

#6: Freedom

#7: God

# Mark 3: Categorization



Categorization is not about judging the individuals you serve.



It is about judging which category of care is best to help someone move forward to lead a successful life.



Main takeaway from this section: humans have a diverse array of needs that need to be accounted for when providing relief.

# Mark 3: Categorization— Outcome Driven Care

- Many non-profits' main goal is to provide relief to members of their community that are in need.
- What is relief?
  - Relief can be defined as "urgent and temporary provision of emergency aid to reduce immediate suffering from a natural or man-made crisis"
- A key feature of relief is a provider-receiver dynamic
  - ODB is a prime example of this in our organization.

**Key Takeaway: Relief is intended to prevent a person from free-falling—not become a way of life.**

# Mark 3: Categorization—Different Categories of Relief

1. Entitled to Relief
2. In Need of Work
3. In Need of a Challenge
4. In Need of Tough Love

# Mark 3: Categorization –Entitled to Relief

- People in this category are those who cannot take care of themselves and who will suffer greatly without help.
  - Widows, young orphans, the incurable sick, the injured, and those impacted by natural disasters
- People who are entitled to relief need their immediate needs met. Think things like food, shelter, and companionship.

# Mark 3: Categorization –Entitled to Relief

**Key Takeaway: Charities should not treat everyone equally. Treating someone who is able to work as someone who is entitled to relief does more harm than good in the long run.**

# Mark 3: Categorization—In Need of Work

- People in this category are in need of rehabilitation.
- They are able to work but need temporary assistance.
  - If we treat people in this category as "entitled to relief" we can push them down a path of prolonged poverty
  - Dependency and/or toxic charity

**Key Takeaway: If a person can work, they should, even if they are simultaneously receiving temporary assistance.**



# Mark 3: Categorization—In Need of a Challenge

- Some people may be chronically out of work because of addiction, lack of skill, and/or mental or physical health issues.
- Those who fall into this category may be chronically in need, but they are also willing to work.
- Challenge helps people in this category improve and better control their situations.

**Key Takeaway: Those in need of a challenge thrive with good goal setting, training, recovery or wellness programs, education, or mentoring.**

# Mark 3: Categorization—In Need of Tough Love

- This category involves people who are chronically in need because of their own choices and their unwillingness to work or change.
- Unfortunately, the best way to help those in this category is to give them tough love.
  - This may involve withholding aid.

# Mark 3: Categorization—In Need of Tough Love

**Key Takeaway: People in this category should not be abandoned; however, they should not be allowed to continue their toxic lifestyles through use of charity.**

## Mark Three: Categorization—Limits

- Many charities are often limited from categorizing people because they use government money.
- Government money makes it difficult for charities to categorize individuals into categories of need because there are too many strings attached.

## Mark Three: Categorization—Limits

**Key Takeaway: True Charity suggests that charities use private funding as much as possible in order to become better and more effective through these categories of needs and care.**

## Mark 3: Categorization —Work Tests

- People who are able to work should help the charity by performing some sort of service.
- This helps remind those in need that they have something valuable to give back.
- A work test is anything that requires effort from the person in need.
  - Exception is those who are "entitled to relief"
- **Idea: What if we had those who are able clean up their table at ODB?**

Mark 3: Categorization  
— Function v.  
Dysfunction

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People are imperfect (wow, I know that was profound)

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Imperfections lead to dysfunction.

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When charities are too focused on the dysfunction, they exclude the rest of the person.

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Key Takeaway: categorization based on dysfunction is harmful and ignores what a person can do

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- Magnifies inability

# Mark 3: Categorization—Examples of Dysfunction Based Questions

- What Can't You Do?
  - Are you disabled?
- What Don't You Have?
  - What do you need?
- Income Centered
  - How much do you make?
- Illness Focused
  - Are you sick?



# Mark 3: Categorization—Examples of Function Based Questions

- What can you do?
  - What are your strengths?
- What do you have?
  - What can you give to others?
- Production Centered
  - What can you create?
- Goal Focused
  - Where do you want to be?

Mark 3:  
Categorization—True  
e  
Charity's Suggestion  
S

- Set goals with clients

- SWOT Box

**S**trengths

**W**eaknesses

**O**pportunities

**T**hreats

SAMPLE QUESTIONS	EDUCATION	INCOME & WORK	SOCIAL SUPPORT	HEALTH
<b>STRENGTHS</b>	<ul style="list-style-type: none"> <li>Former education? Certifications?</li> <li>Aptitude Tests?</li> <li>GED, ACT, SAT?</li> </ul>	<ul style="list-style-type: none"> <li>Work experience?</li> <li>Budget knowledge?</li> <li>Positive source of income?</li> </ul>	<ul style="list-style-type: none"> <li>Family nearby?</li> <li>Supportive Friends?</li> </ul>	<ul style="list-style-type: none"> <li>Clean medical history?</li> <li>Normal basic function?</li> </ul>
<b>WEAKNESSES</b>	<ul style="list-style-type: none"> <li>Repeat failed tests?</li> <li>Length of time since last education?</li> </ul>	<ul style="list-style-type: none"> <li>Time since last employed?</li> <li>Criminal history?</li> <li>Poor work ethic?</li> </ul>	<ul style="list-style-type: none"> <li>Single parent?</li> <li>Estranged?</li> <li>No church family?</li> </ul>	<ul style="list-style-type: none"> <li>Any addictions?</li> <li>Any current diagnoses?</li> <li>Disabled?</li> <li>Uninsured?</li> </ul>
<b>OPPORTUNITIES</b>	<ul style="list-style-type: none"> <li>Community classes?</li> <li>Scholarships?</li> <li>GED Prep classes?</li> <li>Work prep classes?</li> </ul>	<ul style="list-style-type: none"> <li>Job openings?</li> <li>New Industry?</li> <li>Labor finder help?</li> <li>Career training?</li> </ul>	<ul style="list-style-type: none"> <li>Community meals?</li> <li>Church gatherings?</li> <li>Support groups?</li> </ul>	<ul style="list-style-type: none"> <li>Nutrition or cooking classes?</li> <li>Fitness center scholarships?</li> <li>12-step meetings?</li> </ul>
<b>THREATS</b>	<ul style="list-style-type: none"> <li>Poor study environment?</li> <li>Restricted community funding?</li> </ul>	<ul style="list-style-type: none"> <li>Economic Outlook?</li> <li>Large company layoffs?</li> </ul>	<ul style="list-style-type: none"> <li>History of unhealthy dependency?</li> <li>History of abusive relationships?</li> </ul>	<ul style="list-style-type: none"> <li>Poor living standards?</li> <li>Environmental or situational stress?</li> <li>Poor medical care?</li> </ul>

# Mark 4: Discernment



Heart checking charity



Questions to keep in mind: What are the best ways to help someone? Are our intentions helping or harming?

# Mark 4: Discernment—Definition and Important Verse to Keep in Mind

- Discernment- the judgement to properly help others through insight
  - Need to understand affiliation, bonding, and categorization to effectively discern
- Philippians 2:3-4

*Do nothing out of selfish ambition or vain conceit.*

*Rather, in humility value others above yourselves, not looking to your own interests but each of you to the interests of others.*

# Mark 4: Discernment—How Do We Discern Correctly?



EXAMINE EVERYTHING  
(THIS INCLUDES OUR OWN  
MOTIVATIONS, TOO)



REMEMBER THAT THE AID THAT IS  
REQUESTED IN THE IMMEDIATE IS  
NOT ALWAYS WHAT IS NEEDED  
LONG TERM.

# Mark 4: Discernment—Discerning Our Own Motivations

- Imago Dei—we are made in the image of God.
- Moral law directs us to help others even when our biological impulses tell us to stay out of danger.
- Giving or "gushing" without knowledge of the circumstances of the receiver can cause more harm than good.
  - Gushing is often a form of "conscience soothing"

Mark 4: Discernment  
—well then, what is  
the best way  
to give?

- Reconnect individuals to Imago Dei
  - Equip those we help with skills of self-sufficiency
  - Remind them of their purpose

What do you think are ways we can do this as an organization?



# Mark 4: Discernment—The Devil is in the Details

- Discernment requires information and investigating details that may otherwise be overlooked.
- Three Keys to Discernment:
  - Observation
    - Inattentional blindness: what you expect is often what you will see from your clients.
  - Investigation
  - Put information gathering to work
    - Use things like the SWOT Box

# Mark 4: Discernment—Communication

- Lack of communication between different charitable orgs helped "perpetuate the circumstances of those in poverty, devoid of affiliation and bonding, or the fraud of those who abused charitable efforts."

**Key Takeaway: Use things like True Charity to track information**

# Concluding Thoughts From the Readings

- Before beginning charity work, it is essential that employees and/or volunteers take the time to examine their own motivations for helping.
- It is important to provide people with relief in a way that does not impair their potential progress.
- Focus on people's "function" first.
- Chronic problems cannot be fixed with temporary assistance.



# Let's Hear From You!

Any thoughts, questions, or discussion?

Thank you!