

First Baptist Church

P.O. Box 11
Spencer and Sherman
Bethalto, Illinois 62010
Telephone: 618/377-6472 • Fax: 377-6682

Charles S. West
Senior Pastor

Larry J. Rhodes
Associate Pastor
Education & Music

Ronald K. Woods
Associate Pastor
Children & Youth

Ginny Collins
Office Administrator

Harry J. Campbell
Director of Maintenance

Marilyn Jaco
Secretary

To Whom It May Concern:

When our church was faced with the challenge of raising more money than we had ever raised before, we researched, interviewed and considered several firms offering this service. John L. Hessel & Associates won hands down.

John's experience and expertise are well documented and quickly realized. The fact that he is a pastor with long and successful experience as a pastor. This quality is invaluable in managing a campaign. When the times come, and they will, that a pastor's heart is needed, John is there.

As the lead pastor for our campaign, John and I spent many hours together. I attended every meeting and training session with him. In each instance, John was professional, compassionate, and efficient with our folks' time. I never saw him rattled or at a loss for wisdom. He never, however, presented himself as having all the answers, rather, he was humble and faithful to find the information needed. I especially appreciated that he often would say, "every question is a legitimate question, and every question deserves an answer."

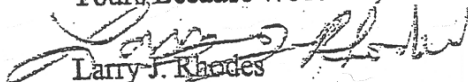
Another aspect of John's leadership and character was his willingness to be flexible. "Each campaign is custom designed for each church," he would say. And this was indeed true. In our campaign, we altered a few things from the pattern and John was supportive in each case. When tension arises, and it will, over issues that need not be issues, John was able to calm fears and bring assurance that all would be well. And it was.

Everyone asks, and rightfully so, "was your campaign successful?" The answer is an unreserved and enthusiastic "Yes!" Yes, we saw our people come together as a team and a team of teams and do great service for the Lord. Yes, we saw the Lord do amazing things in the lives of our people which allowed them to make sacrificial gifts and commitments far exceeding anything we had ever done before. Yes, we exceeded our first goal and our second goal and were able to do great things for the Lord.

Even more importantly, we saw our people come to virtually every one of our church families and pray for that family. At no time did our people go to a home to "sell the program." Rather, they simply went and prayed. Our church was so impressed and moved by this that there is a call to repeat the prayer visits at least annually.

If you need a capital giving campaign that will result in revival in your church, enlist John L. Hessel. If you need a consultant who will know and understand the hearts of your people and staff, enlist John L. If you need to talk to someone who has been through a campaign with John L. Hessel & Associates, call me. I would be proud to talk with you.

Yours Because We're His,


Larry J. Rhodes

"For our determined purpose is that we may know Him — that we may progressively become more deeply and intimately acquainted with Him . . ."

November 30, 2011

John Hessel
2465 Boardwalk Place
St. Louis, MO 63129

Dear John:

Thank you for your assistance in our capital stewardship campaign.

In my opinion, the campaign was successful in three ways. First I was pleased and blessed at the number of people who participated in different hands-on aspects of the campaign.

We are grateful for the total amount of commitments. These are very difficult days economically and the amount that our people committed will go a long way in assisting with the building project as well as alleviating the burden on the regular budget.

I realize this is subjective but I have sensed a growth in the fellowship of the congregation. For that I am very grateful.

Thank you for your friendship and for your assistance in the campaign. I pray God's blessings and encouragement for you and your family. I hope you have a great Christmas celebration. God bless.

Sincerely,



Bill Miller

Faith Lutheran Church, Missouri Synod
221 Malone Street, Branson, MO 65616
(417) 334-2469, toll-free: (888) 777-3059, fax: (417) 337-5201
<http://www.faithlutheranbranson.com>
Rev. Michael Wanner, Pastor
Mr. Tim Onnen, Director of Evangelism & Youth Ministries
Ms. Michele Mooney, Our Shepherd's Child Care Center Coordinator



September 04, 2005

Dear Brother in Christ,

Greetings from Branson, Missouri and Faith Lutheran Church!

Our Capital Campaign "**Overflowing Hearts Reflecting the Light of Christ**" has produced member commitments of over \$610K toward our proposed building plans. The intense part of our campaign ended in mid-May and as of August 1st we have over \$90K cash in hand. We thank and praise God for the results and we shall continue to give him praise, honor, and glory.

Joan Burge has phoned me and mentioned to me that several families who did not complete a commitment card are giving to "**Overflowing Hearts**" in addition to their regular tithe. Again, we praise and thank God. You said it would happen!

John, this was all made possible with your caring and your help, your training and your leadership. When we partnered with you as our consultant we were not sure what to expect. **Wow, have we been blessed!**

I want to let you know that I personally can speak on behalf of all the steering committee, that your Spirit filled leadership has been a true blessing. We have grown closer as Brothers and Sisters in Christ. Your Biblical concepts and training on "giving" principles has been much appreciated. We received more than we had even hoped for or imagined, especially in our personal growth. What a joy to have had the opportunity to work with you. Your organization and training skills are outstanding. We would, and we will, recommend you to others as a Brother in Christ.

May God continue to richly bless you as you work with others, and may your work with others be as blessed as it was with us.

Finally, may there be many more "Cross Stories" for us all. May your heart continue to **overflow** as you **reflect** the light of Christ.

Your Brother in Christ,

Geno

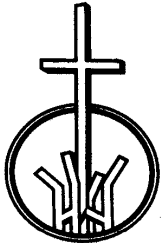
E. Geno Brink
Capital Campaign Chairman

*John. when in Branson
give me a call.
Blessings
Geno*



*Overflowing
Hearts Reflecting
the Light of Christ...*

First
Baptist
Church



Loving Jesus
Loving People
Serving Everyone

303 S. Grove Street
Kearney, MO 64060

Phone: 816-628-5693
Fax: 816-628-5011
kfbcc@keameyfbcc.com
www.keameyfbcc.com

November 21, 2008

Mr. John L. Hessel, Consultant
2465 Boardwalk Place
St. Louis, Missouri 63129

Dear John,

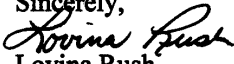
We, at First Baptist Church of Kearney, have now completed the commitment phase of our capital stewardship campaign. So far, 124 families have committed to give to the *Find Us Faithful* campaign a total of \$597,435 over the next three years.

As program director for *Find Us Faithful*, I would like to offer my thanks to you for your substantial assistance. The campaign was a 3-month whirlwind, but a very rewarding experience for me and for the rest of the steering committee, and your leadership was so valuable and professional.

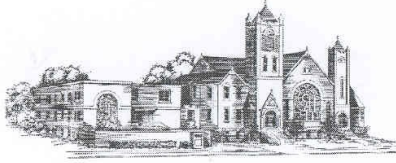
You efficiently arranged the campaign calendar and developed a plan to fit our specific needs, adjusting when we required flexibility. I was also very impressed by the campaign manuals and the promotional materials that you designed for us, and I especially appreciated your assistance in training our teams and providing telephone and e-mail assistance to all of us who had questions or needed guidance. You were patient with us and attentive to every detail.

I think, though, that the most important advantage that you bring to a campaign involves not just training and materials. You are so energetic and optimistic, and those qualities are contagious. You are also, quite obviously, solidly committed to helping advance the Kingdom of God through your work. You inspired us to forge ahead when some were tired or discouraged. By your example, you continually reminded us that we need to be about God's business.

The total commitment amount puts us midway between the Challenge Goal and the Victory Goal and will allow us to reduce our debt by more than half by the end of 2011. This is a very good result, and our congregation is praising God for His abundant blessing on this project. We are truly grateful for your partnership with us in this campaign.

Sincerely,

Lovina Rush
Find Us Faithful
Program Director

Cc: Dr. Ken Parker



Grace United Methodist Church

116 EAST SCHWARTZ • SALEM, ILLINOIS 62881

TELEPHONE 618-548-2810

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EMAIL salemgraceumc@sbcglobal.net

THOMAS D. CORUM, PASTOR

RAE GRUENKEMEYER
Coordinator of Program

JANE HEINZMANN
Youth Director

JUDITH A. SHERMAN
Administrative Assistant

BARBARA DANIELS
Secretary

December 10, 2008

John L. Hessel
John L. Hessel & Associates
2465 Boardwalk Place
St. Louis, Missouri 63129

Dear John,

On behalf of our entire Steering Committee, please accept my sincere thanks and appreciation for your excellent leadership in our *Open Our Doors* Capital Campaign.

As we have stated before, it became quite clear to our Capital Campaign Committee through prayer and conversation that you were the right person to lead us. Subsequent events only served to confirm this discernment.

We appreciated your professionalism, your availability, your organization, and your ease with people. We truly enjoyed working with you. We all are in agreement that we could not have carried out a capital campaign, much less a successful one, without your leadership and guidance. All of us feel that you empowered us to do what God had placed within us to do. Every time you were with us, we came away saying, "We can do this!"

One of the most helpful components of the Campaign was the way in which it involved so many people, including many who are not always as involved in the life of Grace Church. We feel this involvement led to increased enthusiasm and greater "buy-in," both in regard to *Open Our Doors* and the proposed building project itself. In addition, the Preliminary Survey was very helpful, and the information gleaned will continue to be helpful to us as we make decisions about our proposed building addition. We also felt very good about the way in which the meals and snacks helped to build the spirit of fellowship and to make lighter the tasks before us.

On a more personal note, I grew as a pastor through the Campaign. The Campaign itself demanded more of me than I realized when we started, but in the end I grew tremendously in my own experience of teamwork and organization, as well as in my self-confidence in expressing to people the real connection between generosity and Christian discipleship.

Once again, receive our sincere appreciation. Gifts to the Campaign are already being received ahead of schedule. We look forward to remaining in touch throughout the remainder of the 3-year Giving Phase. May God continue to bless your leadership and ministry in assisting churches in bearing fruit for the kingdom of God.

Sincerely in Christ,

Rev. Thomas D. Corum
Pastor

Visit our website at <http://www.salemgraceumc.org>

FIRST BAPTIST CHURCH HARVESTER

David M. McAlpin, Ph.D.
Senior Pastor

August 15, 2002

Mr. John L. Hessel
John L. Hessel & Associates
2465 Boardwalk Place
St. Louis, MO 63129

Dear John:

On behalf of the entire congregation of the First Baptist Church of Harvester, please let me take this opportunity to express our profound thanks for the tremendous job you did as our consultant in our recent capital stewardship campaign. Having you serving alongside us in your role as consultant during the months of *Hand In Hand* meant that I was able to commit crucial hours to the ongoing ministry needs of our church, relying on your knowledge and expertise in those areas so critical to the success of any capital stewardship campaign. Thanks for all you did.

Over the last several weeks, I have taken some time to think back through the campaign. As I considered specifically the role you played in the wonderful success God gave us (we were able to meet our goal, despite numerous daunting challenges), I jotted down six things that I especially appreciated about your work with us. I wanted to share them with you, if I might.

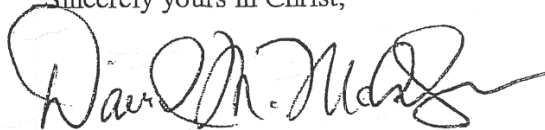
- **Your Ultimate Goal:** Throughout the campaign it seemed that your ultimate goal was not to make yourself look good, but rather to make others look good and for them to experience success. But more than anything else, your goal was for God to receive the honor and glory in the campaign. At no time was I ever aware of any desire on your part to make yourself look good. You modeled true, Christ-like, servant leadership to all of us.
- **Follow Through:** You did what you said you would do, and more. I am not aware of a single instance in which you promised something and did not come through on it.

Mr. John L. Hesse
August 15, 2002
Page 2 of 2

- **Flexibility:** Instead of coming in with a pre-determined, cookie-cutter approach to the program, you came with a tremendous understanding of the general principles that would promote success in any capital stewardship campaign. But you gave us options. I was especially impressed with your ability to work so successfully in a larger church environment (over 3,300 members). You brought with you the knowledge and experience of having dealt with all size churches; you knew what had worked and what had not worked. And by giving us options instead of the one-track approach, you acknowledged repeatedly that the ultimate control over vital decisions impacting the campaign as well as the future health of the church was not in your hands but in the hands of our church's leadership group. You were willing to place all your knowledge and experience at our disposal, while allowing us the freedom to make our own calls along the way. Our leaders saw this, and they deeply appreciated it. You worked with us on calendar issues, adjusting your own calendar in substantial ways to meet our church's unique needs.
- **Excellent Training:** Every training session you led was well prepared and professionally delivered. You were always on time, and you always had a sweet spirit!
- **Communication:** You were responsive to our phone calls, always returning calls promptly. I especially appreciated your immediate response anytime we indicated that we were at a point of crisis.
- **Positive Attitude:** John, this is perhaps your greatest strength, apart from your tremendous knowledge and experience. Throughout the campaign, you projected an attitude of optimism. "*We can do this!*" seemed to be communicated in everything you did and said. Our folks caught this. There was never a time when you were not utterly gracious and Christ-like. In fact, I have not heard one single criticism or comment of concern expressed regarding your role or performance in the entire campaign. I did, however, hear numerous positive comments and expressions of gratitude.

John, in conclusion let me just say that if the Lord enables us to do another capital stewardship campaign here at Harvester, I will come to you as my first choice for a consultant. I appreciated so very much the opportunity to get to know you and to serve alongside you for those days that God gave us. May the Lord bless you in your tremendous ministry for Him. I remain

Sincerely yours in Christ,



David M. McAlpin, Ph.D.

DMM/jmw

December 29, 2003

To Whom It May Concern:

This fall our church, St. Stephen United Methodist Church of Troy, MO embarked on a capital campaign in anticipation of building a multi-purpose building on our new property. Thankfully, God led us to John L. Hessel and Associates. Three companies were interviewed, but there was simply no difficulty in selecting the best consultant. John L. Hessel is a professional and a caring man of God, who has the experience and insight to assist a church in the achievement of a successful capital stewardship campaign.

Spiritual Emphasis - The most important and distinguishing characteristic of this campaign as compared to previous capital campaigns was the spiritual emphasis. From the first Steering Committee training meeting right through to the Follow-up Directors Training, John provided the spiritual basis for every part of the campaign. We knew we couldn't accomplish this goal by ourselves. God had to be in it. John guided us to this point of spiritual emphasis at all stages of the campaign.

Manuals/ Organization of Campaign - The manual was an excellent tool that was personalized and tailored to meet our church's needs. Numerous training meetings were scheduled at the correct time to allow each person to know exactly what they needed to accomplish and why. John was always available to answer questions.

Responsiveness - From our first meeting with John it was quite apparent that he is a gifted communicator, who had our interests foremost. As the campaign directors, we sat in on almost every training session for

the various team leaders of our steering committee. John listened to each person with care and concern. Over and over we watched him explain the simplest of tasks at the level required for the individual to understand. Several of our steering team members personally called him with questions. All were answered in a gentle and professional manner.

John brings more to the table than a mere consultant. He is also a pastor himself who deals with and understands the day to day problems with running a church. Being local is a major plus. Even the best consultant is of no value in helping a church with a campaign question if the consultant is not available. John Hessel is available.

When the time comes for our next campaign, we will contact John L. Hessel and Associates first. It is apparent that John Hessel's consultancy is one of his personal ministries to spread the good news of Jesus Christ. It is impossible not to feel his energy and his love for reaching others. It was a wonderful experience for all of those involved in the campaign directly and our congregation is now anxiously awaiting the ground breaking for our new building.

To God be the glory,

Les & Mary Sue Thompson

Les and Mary Sue Thompson,
Campaign Directors
Window to the Future, From Vision to Reality
St. Stephen United Methodist Church
Troy, MO 63379

Dear Pastor Hessel,

First I wanted to thank you for your wonderful service to our church. Your presence, kindness, and all around Christian manner were truly a blessing to us in this exciting and at times trying time. You are truly a man of God and for that I am especially thankful.

I was truly impressed with all aspects of the campaign. It was extremely well organized with no question left unanswered and no communication left out.

I was leery about the "testimonies" being a Lutheran pastor and all, but it turned out to be a very positive thing. I didn't think it would have much of an effect, but it truly did. People were often motivated or changed by seeing the commitment of their peers to our project.

The one very small thing I would change is that, the next time we do this, we would have you as a guest speaker at our banquet. Also, hopefully next time we don't have as much a problem getting volunteers for the many jobs. As was seen, all of the jobs were truly necessary.

I was kind of worried about the commitment level of the people to the project, but I was greatly pleased and surprised to see how great it was in spite of the tough economic times that just happened to coincide with the end of our program.

I am excitedly looking forward to the beginning of our project and its fulfillment. And then looking forward to having you back to "finish the deal" and get the building paid for.

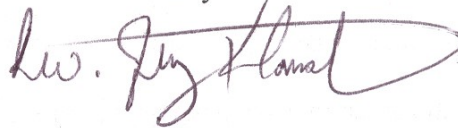
Our building committee has decided on a final spending budget of one million dollars mostly because it is an extremely conservative group of people, but so as to keep the congregation from living outside its means as the rest of the world seems to be doing.

I am always looking for feedback as well. If you have time and are able, could you evaluate my role in the program and what I could do better next time? Should I be more involved in all of the meetings? Should I be more or less in charge of it? Any other advice you could offer would be helpful.

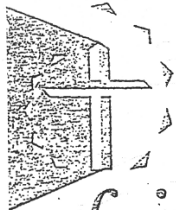
It was great working with you. You have truly been an inspiration and a blessing to me. I have learned a lot from you by your clear Christian example.

I pray that God continues to bless you, your wife, and your family.

Your brother in Christ,
Jeremy Klaustermeier

A handwritten signature in cursive script that reads "Rev. Jeremy Klaustermeier". The signature is written in dark ink and is positioned below the typed name.

October 8, 1998



faith
LUTHERAN
CHURCH

To Whom It May Concern:

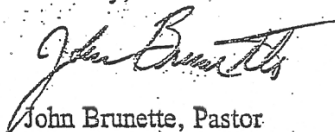
I write this letter to enthusiastically recommend stewardship consultant, John Hessel, to your congregation or organization for your future fund-raising project. Faith Lutheran in Oakville, MO, has been raising funds for a future relocation and expansion project. Our first fund-raising effort utilized the services of a large well-known company. The Lord blessed us as we realized commitments of over \$650,000. We nearly reached our goals which enabled us to purchase the property for the future expansion. Realizing we needed to move into another campaign, our leaders understood that the cost of a second stewardship consultant would be critical for our congregation to agree on the use of a consultant. After speaking to a reliable Pastor friend who had previously used John for two stewardship campaigns, we interviewed Pastor Hessel and felt that his gifts would serve our needs well. We felt he offered numerous benefits to us that other consultants couldn't offer, such as:

- An active Pastor who understood the challenges that pastors and congregations are facing today along with the years of experience and proven track record as a stewardship consultant.
- A local consultant who was available any day of the week. He graciously took our calls when there were questions or concerns and was there when we needed him to help us work through special challenges. (This was critical, we felt, to the success of our campaign.)
- A cost to our congregation that was less than half of other large consultant companies but equally effective (Actually more effective, we felt!).
- A preparation emphasis that involved moving our congregation into increased prayer. (Our congregation witnessed wonderful answers to these prayers!)

As a result of working with Pastor Hessel, our congregation, with the Lord's help, has committed over \$950,000 to our future building project! Praise God! Besides the congregational involvement, we also witnessed an increase in our Sunday morning worship attendance during the stewardship emphasis. As a result, many new people were added to our Faith family. This was truly a confirmation of the process God led us through.

As you might have guessed already, I am delighted to recommend John Hessel to you as your next stewardship consultant. May God bless you as you seek to carry out His will and move forward in spreading the kingdom of God!

Sincerely,


John Brunette, Pastor

John Brunette
Pastor

Dave Wacker
Director of Care
Ministries

Joy Schubert
Director of Worship Arts
Ministries

Melinda Austin
Preschool Director

Peggy Braden
Secretary

Eunice Clifton
Secretary

Mary Malloch
Outreach Ministries &
Secretary

5911 Telegraph Road
Oakville, Missouri 63129
Phone: 314-846-8612
Fax: 314-846-7157



Woodland Baptist Church

6915 North Allen Road • Peoria, Illinois 61614
Phone (309) 691-2096 • Fax (309)282-0034

JOEL NEWTON
Pastor

BILL SMITH
Associate Pastor

JEFF MARQUARDT
Youth Pastor

November 13, 2002

John Hessel
2465 Boardwalk Place
St. Louis, Missouri 63129

Dear John,

It became obvious shortly after I arrived here some eight months ago that this church had come to a crossroads. We were at a place where we knew the renovation of the sanctuary was an essential next step in ministry, but the issue of financing had become an impossible roadblock. That's where you came in.

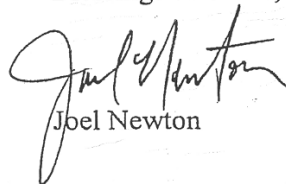
As you met with a group of committees looking at the options for financing the project, your experience and expertise concerning capital stewardship campaigns was apparent. Having done this one hundred and eighty times before, it was obvious that you could handle what we needed to do.

Your work with the Steering Committee and the sub-committees who worked in planning Steps to the Future was outstanding. When we ran into problems (and there were more than a couple), you had already been there before in a previous campaign. Therefore, a Plan B or C was necessary at times. The wonderful thing about your experience is that a Plan B or C is never a problem for you. You've always been able to answer any questions, sooth any anxieties and cover any contingencies. We're grateful for how you dealt with every obstacle.

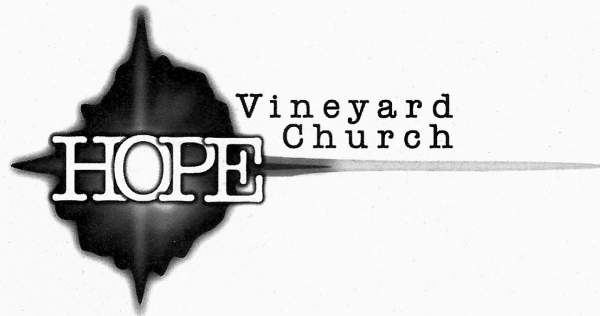
Steps to the Future has been an overwhelming success because we've seen lives changed, spiritual decisions made and a church became unified around a vision. Because of what we've seen financially, we can now begin to take steps into our future.

Thank you, John for a job very well done. Your leadership, integrity and obvious love for Christ and His church make working with you a pleasure and an honor. May God continue to bless you and use you in this ministry.

Blessings in Christ,



Joel Newton



November 22, 2011

John L. Hessel
John L. Hessel & Associates
2465 Boardwalk Place
St. Louis, MO 63129

Dear John,

We are very thankful for your service to us through our Vision Of Hope capital stewardship campaign. We have been truly blessed by your wise leadership and your model of a faithful steward of God's resources.

It was quite evident from the first time we met, that you were the man for the job. I was most impressed with your godly character and passion for Jesus. Your ability to connect spiritual and physical resources together is truly a gift from God. Your wisdom and understanding of kingdom finances are invaluable assets to any ministry.

If your character got you in the door, your process got you to the table. We were very impressed with your well thought out process for the campaign. Your emphasis on the vision of the church and how the building project helped to fulfill that vision was beneficial in focusing our church on the important things not just the necessary things. Since this was our first capital stewardship campaign, your vast experience and pertinent examples helped to give us the assurance we needed. The structure of the whole process was well laid out and easy to follow.

Throughout the entire process your close proximity and personal availability facilitated a wonderful working relationship. We so appreciated both the leadership and the freedom that you gave us during the entire process.

It has been great working with you. Thank you for the privilege of getting to know you and benefiting from your wisdom and experience.

Blessings,

A handwritten signature in black ink, appearing to read "Robert Stovall", written over a faint, illegible background.

Robert Stovall
Pastor

November 19, 2007

John L. Hessel
2465 Boardwalk Place
St. Louis, Mo. 63129

Dear John:

We are very thankful that God brought you to King of Kings Lutheran Church. It was a delight to work with you, an opinion shared by the entire steering team. You are a fine man of God, very spiritual, with a wonderful way of expressing your faith. All who met you were inspired and glad you were working with us. Certainly being located only 45 minutes away was a big advantage to us, as you were always willing to come meet with the team as needed. Hopefully we did not abuse that privilege.

Your process is a good one, well laid out, easy to understand, and the templates and examples from other churches were very helpful. Virtually all of the people involved worked easily with their section and enjoyed their participation. I especially appreciated the emphasis on prayer and Bible based stewardship as motivators, as opposed to pressure tactics or targeted commitments.

In summary we had a wonderful campaign. It was a positive spiritual experience. The bottom line results far exceeded our expectations, especially considering that our campaign did not raise money for a building but for ministries, projects and debt reduction.

It has been a pleasure working with you, both professionally and as a new found friend.

Blessings on your future campaigns,

Bob Breimeier
Campaign Director

Cc. Pastor Doug Chinberg

HEARTLAND

Baptist Church

6829 Telegraph Road

St. Louis, Missouri 63129

314-293-PRAY

July 22, 2001

John L. Hessel
2465 Boardwalk Place
St. Louis, Mo. 63129

Dear John,

Thank you, for working with us as our Consultant in Heartland's Building in Faith Capital Stewardship Campaign this spring. After interviewing two other Stewardship Consultants we chose you because of:

- Your experience and professionalism.
- Your view of stewardship in Scripture and it's application.
- Your genuine accessibility, both by phone and in person.
- Your humble communication with us instead of to us.

Don't ever lose that!

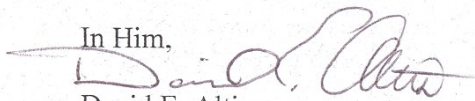
As the campaign progressed and developed all these early observations and expectations were born out in our stewardship experience, especially as problems surfaced. Although the problems we encountered were not predictable your experience proved critically valuable in helping us to successfully deal with them and contributed to the ultimate success of our campaign.

As of July 15, 2001 #97 Heartland families have committed to give \$517,410, Praise the Lord for the sacrificial hearts of his people here at Heartland!

As you know, it really isn't about raising money. Although that's what happens visibly, it's secondary. It's primarily about improving people's relationships with God. That's the first and immediate benefit realized in this campaign. Raising the funds flows out of hearts in line with God. Thanks for helping us to experience that.

In conclusion, we could say, "We truly got our money's worth". Or, we could say "We had the right man of God for us and our task". I say both. Furthermore, I wholeheartedly recommend John Hessel to any fellowship of believers seeking God's will in the expansion of their ministry. John may the Lord bless you, your Family and your Ministry.

In Him,


David E. Altis

Capital Stewardship Campaign Director

Pastor
Darren Casper

Youth Pastor
Brent Thies

Associate Pastor
Don Casper