



# Ignatius as fundraiser

from the article by Thomas H. Clancy SJ

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# Ignatian Principles of Fund-Raising

- Believe in the value of the work, in this case, the schools
- Let your light shine
- Know your donors and be patient with their moral failings
- Manage your assets carefully
- Honor your friends and show them your gratitude



# 1/ Believe in the value of the work

- Ignatius saw education as the best hope for the Church and the world. In his view, colleges did more good than preachers. According to him colleges produced a more lasting effect on the population because the good example of the students affected not only their parents but the whole city.



## 2/ Let your light shine

- Ignatius was convinced of the value of publicity. Good deeds will shine in this world if people will first hear of it. In those days letters were the main tools for telling stories about Jesuit activities. Letters were not private notes. It was regarded as an offense not to share a letter which related news.



## **3/ Know your donors and be patient with their moral failings**

- Ignatius hated vanity but he was able to see some good qualities in nobles, their civility, politeness, and liberality. At the same time he did not demand that benefactors of the Society be people of exemplary life.



## 4/ Manage your assets carefully

- Ignatius was impressed with efficiency of merchants and their willingness to work. He was giving their capacity to gain profits as an example to Jesuits.
- Work of Jesuit is like a three-legged chair: spirituality, the apostolate, finances. If any one fails, the chair collapses.
- The Jesuits had the reputation of being good managers of their resources and many rich people asked them for advice about investments.



## 5/ Honor your friends and show them your gratitude

- „It seems to me (...) that ingratitude is the most abominable of sins and that it should be detested in the sight of our Creator and Lord by all of His creatures who are capable of enjoying His divine and everlasting glory. For it is a forgetting of the graces, benefits, and blessings received. As such it is the cause, beginning, and origin of all sins and misfortunes” (*Ignatius*).



**Paul Reinert, S.J, "The Ministry of Fund-Raising,"  
*Human Development* 10 (1989) 37-40.**

- Fr. Reinert lists four qualities necessary for the successful fund-raiser: (1) commitment to and (2) enthusiasm for the cause, (3) unselfishness, and (4) humility.
- "Asking for money from someone whose wealth has made him or her arrogant or cynical is frequently an heroic act." But he points out that the sacrifice is worthwhile, because the fund-raiser is really helping the donor "to enter a new life, a life filled with new happiness and self-fulfillment."