



Why Churches Turn to MAG

MAG is the leader in Church Outsourcing. Through flexible and creative outsourcing solutions, MAG enables churches to focus on their ministry with greater clarity, further excelling their effectiveness and purpose, for the real reason why they exist. MAG focuses on streamlining the church by helping them face challenges/opportunities tied to rapid growth, organizational or budget constraints, limited resource skills, or resource gaps.

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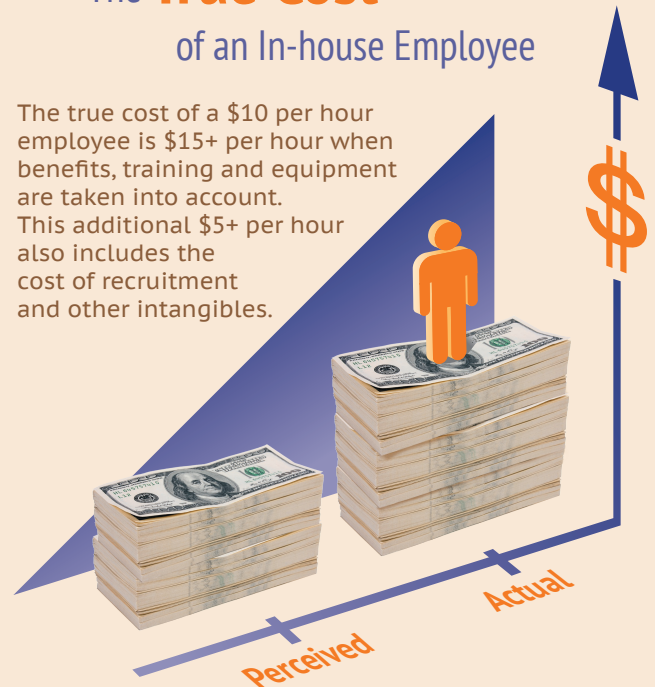
*- Taylor Brown,
Financial/Administrative Pastor*

The Dilemma

As his church's Financial/Administrative Pastor, Taylor Brown hadn't had more than a day or two off of work in three years. The stress from his job was filtering over into the rest of his life. At Northstar Church, in Panama City, Florida, he managed the church's finances, budget, taxes, and payroll. He was also responsible for overseeing human resources and hiring staff. Added to that, he had a deep desire to spend his work hours sharing with others what the Bible has to say about money and how they could apply that to their lives. He knew that hiring someone to handle the day-to-day tasks of managing cash flow, paying bills, payroll, and keeping up with necessary paperwork would free him up to pursue his passion in ministry, but could Northstar afford to hire someone?

The True Cost of an In-house Employee

The true cost of a \$10 per hour employee is \$15+ per hour when benefits, training and equipment are taken into account. This additional \$5+ per hour also includes the cost of recruitment and other intangibles.



The Solution: A Money Saving Model

After hearing about Miles Advisory Group (MAG) at a conference, and becoming convinced that the church had grown to the point of justifying an outsourced, part-time bookkeeper (the church averages roughly 2000 weekly attendees), Taylor and Northstar engaged with MAG. Shannon Miles, MAG's COO, saw trends relating to churches and bookkeeping. There were churches that had once been able to afford a full-time or part-time bookkeeper but no longer could. In situations like Taylor's, oftentimes the church wishes to staff differently, or their demands outgrow their available volunteer or employee resources. This requires churches to find a different way to get the work done. MAG's outsourcing service for churches answers this need. Shannon shares the other reasons churches turn

to MAG: "We believe that outsourcing bookkeeping provides a greater level of accountability that churches really need. By giving a third party responsibility for the books, it protects churches from fraud and misuse of funds. Additionally, it creates an element of financial predictability for the church."

How MAG Works

After engaging with MAG, Taylor and Northstar Church were paired with MAG Bookkeeper, Lorri Milovich. Lorri, a public accountant for over 20 years, with a Top 20 Atlanta accounting firm, came onboard with MAG over a year ago. As a full-time virtual bookkeeper, she has worked with many different churches since joining MAG, ranging from small church plants that have yet to hold their first Sunday service, to churches with budgets in excess of two million dollars. Lorri speaks weekly with many of the pastors/leaders she is assigned to work with. Her experience enables her to share pertinent financial advice, in addition to providing the basic services of paying bills and managing cash flow.

"I feel like I'm a vital part of the team, which is in itself very rewarding. I feel like I'm doing God's work in a different way. I'm helping out, and it relieves the pastor/church of the financial part so they can focus on the ministry part."

- Lorri Milovich, MAG Bookkeeper

Taylor couldn't agree more. "Lorri's done a great job of working with me, and communicating with me so I stay in the loop. It's been really awesome how we've been able to tweak and develop a work flow that functions best for both of us, in order to be more effective and efficient." When a church engages with MAG, they can rest assured that their bookkeeper is trained, capable, and evaluated regularly by MAG on their performance. MAG wants to make sure that the client's bills are getting paid on time, and that the bookkeeper is providing weekly and monthly reports on time, and is, at the same time, responsive to questions that the client might ask about their finances. That's how MAG measures success.

Why Churches Depend on MAG Bookkeeping Services



- MAG does internal reviews of its Bookkeepers.
- MAG supplies timely and accurate reports.
- MAG maintains and securely backs up clients' files.
- MAG hires a separate CPA firm to audit their books/work.
- MAG is bonded and insured.
- MAG adheres to best practices in terms of accounting, systems, and processes.

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*- Taylor Brown,
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Benefits

MAG's bookkeeping service was launched with a desire to free churches from the administrative burden of managing their finances so that they could focus on their ministry. With Northstar Church, MAG has succeeded. Taylor explains, "Going with MAG has been HUGE for me personally, and for my church. I recently went on an eight-day mission trip to Haiti, and a mini-vacation with my wife. For the first time in three years, I was able to leave for more than one or two days and not feel like things were going to crash and burn while I was gone. I felt like a heavy burden had been lifted off my shoulders."

A Successful Partnership

It's important to keep in mind that a successful partnership between your church and MAG Bookkeeping:

- Integrates bookkeeper into the church team
- Produces consistent/as-needed interaction(s)
- Maintains consistent reviewing of financial reports
- Creates confidence for financial meetings

Scalability

Taylor is especially enthusiastic about the scalability of MAG's bookkeeping service. "Outsourcing with MAG for a bookkeeper who was already qualified and dealt primarily with churches was the most beneficial move for us, not only now, but also as we start additional campuses. MAG's model is such that we don't have to make a huge investment right now. It's going to be even more valuable for us as we continue to grow and move forward."



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