



# The United Methodist Center

*Ann A. Pearson*  
*Director of Connectional Ministries*

Regarding: JHM Associates

Dear Colleague:

I met John Miller and his team while pastoring a small church in North Canton, Connecticut. We were a growing faith community in need of physical plant expansion. As most churches who begin such a project, we were faced with some realities. We needed to raise at least \$250,000 – we were a congregation of 60ish pledging units, non-professionals with a vision for community ministry.

We chose John as our capital fundraiser for a number of reasons, primarily because he understood how it was possible to have a vision on the one hand and on the other hand to be cautiously nervous. We sensed his faith immediately – his manner spoke to “small church” people with great care and encouragement – his strategy and confidence helped move us along.

The JHM Associates prepared a “kit” for us that honored our history to date and carefully explained the Vision we hoped for. He predicted the outcome of the campaign almost to the dollar and provided each participant with information that helped them identify what their dollars would do in the process. He provided training for our team that made our tasks comfortable. After a three week campaign, we were able to celebrate! Since then John has returned to North Canton for a follow up!

As Conference Director of Connectional Ministries, I recommend JHM Associates as often as I am asked about fundraising. He has worked with large and small congregations, expanded the services of JHM Associates without diminishing the quality of hands on attention. I strongly recommend JHM Associates to you.

Sincerely,

Ann A. Pearson

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