



2017 ANNUAL REVIEW

One Mission.

Guideposts helps people from all walks of life achieve their maximum personal and spiritual potential. We are committed to communicating positive faith-filled principles for people everywhere to use in successful daily living.



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The Power of **One**.

MARGARET PEALE EVERETT

Dear Guideposts Friend:

From the very beginning my parents, and our co-founders. Norman Vincent and Ruth Stafford Peale, believed the responsibility of the organization was to implement ministries that inspired and helped people and teach how faith and hope can overcome the greatest odds. Because of you, this has been a rewarding year of helping people each and every day... praying for millions... sending over 3,000,000 pieces of inspirational material to those in need all over the world.

We're grateful for you putting your heart and resources into this ministry. Guideposts is available where and when people need to be

uplifted; from our many magazines, website and devotionals that offer hope-filled, true life stories to enrich one's faith journey. And with the ever-changing needs of new generations Guideposts is ensuring God's Word is spread through all forms of digital and social media.

This Annual Report illustrates how the power of one individual can change the lives for many. One donor, one gift, one prayer request, one story, whether it be the individual giving or receiving, we together are touching lives and giving faith and hope to millions. For over 70 years Guideposts has stayed true to this mission, while at the same time finding new ways to spread the message. I know my parents would be deeply pleased to see the dynamic organization Guideposts has become — continuously reaching out to people in new ways.

With each year the needs become even greater there is always so much more to do. I am grateful to every one of you. Thank you for your support and I look forward to another fruitful and effective year in reaching millions more who need faith, hope and inspiration.

May God bless you,

Margaret Peale Everett Chair, Guideposts Foundation

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One Message.

JOHN TEMPLE

Dear Friends,

You know Guideposts as a magazine with rich stories of individuals overcoming obstacles in their lives through faith, hope and prayer. We are that and so much more. We are rapidly broadening our reach so that we can provide resources for people in need when they need it. On demand, within communities of like-minded individuals seeking support, an encouraging friend or a lifeline to hope.

We are fortunate that our founders were keen in their foresight to create an organization that connects individuals on a deeply personal level, touching hearts and lifting spirits.

Our dedicated staff, often on the phone with donors and friends, continued the tradition of one-on-one contact woven into the fiber of the organization. As the new CEO of Guideposts, I interviewed every employee to better feel the true heartbeat of the organization.

That personal pulse of hope and faith I know has also been felt by you, our caring and committed donor, and by each of the men, women and young people we served together this year. We hear from people every day about the impact Guideposts has on their lives. When there were no words left in their heart to pray — Guideposts' prayer community was there — to lift and encourage. When caregiving for a loved one seemed overwhelming, there is a story written by a person just like them going through the same struggle — sharing the moments of levity and joy when they needed it most. And when the soldier returning from deployment doesn't know how to make sense of his feelings, there is a video from a veteran who was once in their shoes, giving them hope as they find their new normal.

Your dedication and commitment makes this all possible. Each day millions of people are impacted in life affirming ways. Together with your support, we can help the world believe that anything is possible with faith, hope and prayer.

Be blessed,









Dear Guideposts' Friends,

Starting with Guideposts just this past year, I have been learning about our legacy and its impact on the world. Beginning with the Peale Family and their deep belief in faith and hope, the clear and positive faith of our co-founders, Norman Vincent and Ruth Stafford Peale, developed and grew into what Guideposts is today—an organization touching tens of millions through our impactful ministries. Each person, one-by-one, helping Guideposts to reach others — I like to call it the power of ONE.

The power of ONE... What one prayer, one donation, one story can do to make a huge difference.

These ones, acting individually and collectively, are truly cheering us on, because we are all

One Journey.

HEATHER E. DENNIS

committed to carrying on the legacy. All are working together to bring the same vital message of faith and hope today communicated in new ways. I'm grateful for those of you who have engaged in our critical areas of ministry like OurPrayer, Military Outreach, Caregiving, distributing Outreach booklets and magazines, plus reading our websites and social media pages. We are so very grateful for your dedication, caring, and generosity, which helps us to continue on reaching that one who needs faith and hope today.

Be blessed,

Gleather Dennes

Heather E. Dennis Senior Vice President, Guideposts Philanthropy

"The more you lose yourself in something bigger than yourself, the more energy you will have."

-Dr. Norman Vincent Peale



One Promise.

PABLO DIAZ

Dear Guideposts' Friend,

One soldier whose heart was moved and faith restored by one booklet given from the caring hand of one military chaplain. One hospitalized child whose heart was lifted by a snuggle with Sparkle the Caring Star, who never left her side. One grieving widow whose heart was comforted by one true-life story in *Guideposts* magazine passed from one loving hand to hers — and so many others. Each sharing a common humanity, and each a life unlike any other.

No one makes it alone, so our Ministries extended a strong and helping hand. A homeless person received a free copy of *Guideposts* in a soup kitchen. A mother, sheltered from a hurricane, held her baby close with one hand, and in the other a copy of *Let Not Your Heart Be Troubled*. A prisoner, absorbed in a copy of *The Power of Positive Thinking* found a glimmer of hope for a restored life. Our Facebook pages were home to many who found a dwelling place in God through a community of believers. Our Spanish page offered respite, comfort and hope to men and women, families and young people in Latin America and elsewhere whose lives have been ravaged by political upheaval, poverty and natural disaster.

In the simple, beautiful words of the Lord's Prayer, we thank you for helping *thy kingdom come and thy will be done, on earth as it is in Heaven.*

Be blessed. Pablo Diaz

Vice President of Ministries

"Change your thoughts and you change your world."

—Dr. Norman Vincent Peale





One Vision.

We are the trust We view our wo We are motivate We build and su vulnerable mom We inspire throu individuals to sh We design Guid them to change

We empower people to love more, hate less, and do good in the world.

Guideposts makes the world a better place.

We are the trusted organization that reaches millions of people.

We view our work as a calling to make humanity more hopeful and caring.

We are motivated to serve and to be living examples of positive thinking.

We build and support communities that lift-up individuals at their most vulnerable moments and sustain them during their daily struggles.

We inspire through storytelling and provide a supportive environment for individuals to share their journeys of spiritual discovery and healing.

We design Guideposts experiences to connect people and motivate them to change their lives and the lives of others. Guideposts reaches millions of people each year with messages of hope, faith and prayer.

7,000,000 magazine & book readers

1,500,000 email subscribers

2,100,000 Facebook fans

750,000 monthly site visits

8,000,000 annual prayer requests

3,300,000 outreach materials distributed

Prayers for **One** Person in Need. Prayers for Many.

One by one, person by person in need, we pray for healing and help and that the divine presence of our great and good God and his Son Jesus Christ will enter each troubled life.

We continued to open and strengthen OurPrayer's digital portals welcoming all who enter here. Sensitive to the prayer needs of our many less digitally engaged seekers and those for whom computer access is limited. The OurPrayer app is a welcome bridge for many to the OurPrayer fellowship of praying friends.

Guideposts is committed to

a vibrant community of prayer, built on connecting to one person, one need, and offering one robust prayer response. Digital media enjoyed a growth of 1.6 million with 158,000 new followers on our Spanish and English Facebook pages. Since its inception in FY 2013, both pages have enjoyed steady and robust growth. Fast-growing Instagram and Twitter helped expand OurPrayer's digital presence by more than 20%. Community Prayer Alerts for victims of natural disasters were posted

throughout the year.

We welcomed 25,711 people to 12 online Days of Prayer, including our ever-growing Thanksgiving Day of Prayer and our Good Friday Day of Prayer. We got the word out to more than 54,000 people through our new Facebook live videos.

We energetically pursued a variety of new partnerships to expand our reach to many

for whom the personal power of <u>OurPrayer</u> transformed their lives. With our hand in yours, we have transferred that divine power, one by one, to more than 8,000,000 seekers in urgent spiritual need in a most remarkable year. Thank you.







" Anytime you offer an opportunity for others to pray, and to pray for others, that is a beautiful thing. Thank you!"

—bosslady4god (OurPrayer Instagram)

302,643 web prayer requests

1,600,000 Facebook page likes

20%+ increase in digital presence

Inspiration and Help for **One** Military Man or Woman. Inspiration and Help for Many.

One person at a time, we carried the powerful energy of faith and prayer directly to our military men and women. No matter how

remote their deployments, how weary and lonely, or how shaken their faith, we found ways to draw our nation's brave and selfless military men and women ever closer to the divine source of comfort, courage and love.

The power of one booklet

passed from the hand of a Military Chaplain to the grateful hand of a soldier was leveraged with the publication and distribution of *Healing and Hope*, our 2017 military annual booklet written by a collection of Military Chaplains to 45,542 military sources. Deeply grateful for the power of one brave soldier to safeguard all of our lives, and thanks to our community of steadfast donors, we delivered 56,355 camo-cover Military *Daily Guideposts*.

More than 500,000 copies of booklets written especially to address the personal

needs of America's brave military men and women were distributed. In addition to Healing and Hope, titles much in demand

> included *Financial Readiness*, *Strength for Relationships*, *Triumph, Resiliency, What to Do When, Power Your Life with Positive Thinking*, and others.

> 653,581 free copies of *Guideposts*, filled with the

true-life stories of faith and hope, were distributed, carrying one powerful message of courage and comfort to many for whom faith had waned and hope faded.

Continuing our one-on-one visits to Military Chaplains and bases, we made 17 key military visits. For the third year, we participated in the National Black VA Chaplains Association Conference. We also expanded our partnership with the US Dept. of Veterans Affairs. Our Military Facebook page increased its likes by 128% over last year.







1,100,000 Total military Outreach distribution

56,355 Military Daily Guideposts

628 Military and VA accounts

"Thank you for the great support you give to our Veterans with the booklets you provide to the Charles George VA Medical Center in Asheville, NC. Throughout the week, I have to restock the literature racks where we keep the materials."

—C Garland Vance

Inspiration for **One.** Inspiration for Many.

With one booklet, one copy of *Guideposts*, one audio download, one dynamic partnership, one Facebook connection and one personal visit, we delivered the power of faith, practical help for life's challenges,

and fellowship to more than 3,300,000 people through an array of *Guideposts* publications.

<u>Guideposts</u> Complimentary

<u>Publications</u> pursues every partnership, and brings spiritual guidance for the specific challenges faced by men and women of all ages and from

all walks of life. As always, we looked and listened and tailored our offerings to deliver maximum spiritual help in the most efficient way.

Our 2017 annual booklet, always eagerly anticipated, was again in high demand. Almost 45,000 copies of *Living Longer, Living Better* were delivered to seekers nationwide, who found a rich resource for improving lives through faith. Our 2017 Military Outreach booklet, *Healing and Hope* brought just that to 45,542 military personnel and those who serve them. Our Spanish language annual booklet, *Fortalecido por la Fe* was delivered to nearly 31,000 grateful recipients. Our Facebook page reached 19,700 people, expanding its audience by 13,000.

The power of partnership reached the many we might not otherwise have been able to serve. We continued our fruitful relationship with Refreshing Hope Ministries (RHM) distributing 40,000 digital booklets through the

RHM website. We served many blind and sight-impaired seekers through our partnership with National Federation for the Blind, whose followers enjoyed 46,000 digital audio editions of *Guideposts* magazine. 1,600 Digital Booklets were made available through Salem Web network, plus our own OurPrayer and Outreach e-blasts. We partnered with Truckstop Ministries with more than 80 locations nationwide. And we traveled, distributing booklets at several Conferences and rescue missions.









"I received 100 booklets of *Joy* — gave to friends, family and put out at church. The response was unbelievable! I have less than 10 copies left."

—Joyce

42,000 annual digital distribution

3,300,000 people reached through outreach publications

1,400,000 outreach booklets distributed

Comfort for **One Child**. Comfort for Many.

Each one of over 20,000 children and their families has known your generosity, your compassion and your love. Thanks to your

help, combined with the power of so many caring donors like you, we've distributed 20,760 <u>Comfort</u> <u>Kits</u> this year, a 3% increase over last year, and the need keeps growing. More than 185,000 Kits have been distributed in the ten short years of this

critical Ministry. Children and their families in 38 states nationwide have found the love, peace and happiness that have eased the anxiety, pain and suffering of our nation's beloved children and their families.

We have many milestones to celebrate together. We added 77 new accounts

to our growing roster of hospitals and treatment centers. Our Comfort Kit Facebook page attracted 70,000 followers

and the Instagram continues to build a loyal following.

The power of each and every one of you — your contributions and prayers -- was present at a Comfort Kit 10th anniversary party at Kamp Courage in Adair, OK. More than 80 children

suffering from life-threatening illnesses gathered to sing *Happy Birthday* to Sparkle, the Comfort Kit mascot, eat cake and take pictures. One 18-year-old girl, who had received her Kit when she was hospitalized 10 years ago, is doing well now and will return to Kamp Courage as a counselor next year.





20,000 sick and injured kids were positively impacted through Comfort Kits

77 new accounts were generated resulting in a 38% increase

"My daughter is 9, so the little booklet allowing her to write down her feelings was very helpful. Also she loved the box as she had plans to take it home and fill it with other treasures. Thank you!"

One Family.

Those simple words speak volumes for Bob and Phyllis Leatherman. Their steadfast financial commitment to Guideposts Foundation and its several Outreach Ministries helps ensure that no one in spiritual need who calls on the Ministries for spiritual relief will ever be forgotten. Their personal ministries of caring touch the lives of many who might otherwise never know the power of love and faith.

"We have always felt we belonged to the warm and welcoming Guideposts spiritual family," Phyllis says. That belongingness translates to a lifetime of service for this devoted couple that includes membership on the Guideposts National Cabinet, the Guideposts Foundation Board, and continuing financial support.

"When we heard about the launch of Guideposts OurPrayer Ministry, now serving millions of people in urgent need of prayer support, we were inspired," Phyllis says. Their response was immediate in the form of a substantial planned giving commitment to the Capital Campaign foundational to OurPrayer's early success. Recently they have taken out a Gift Annuity in Phyllis's name that will help provide for the Ministries, she says, "after I am gone."

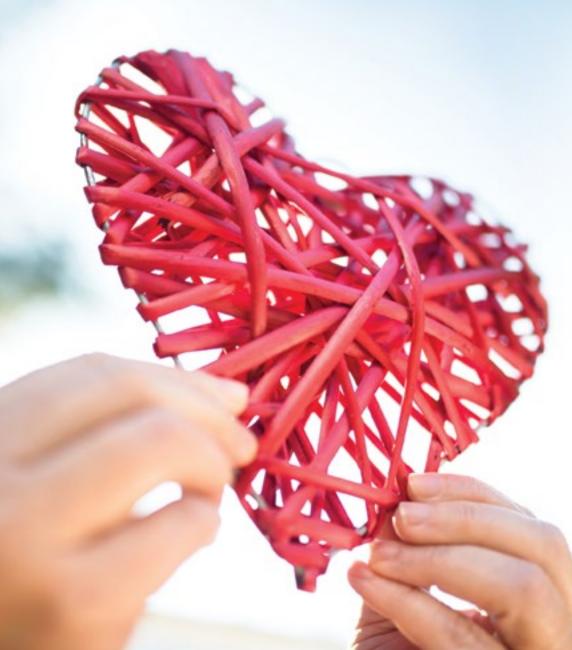
In their own active faith-based lives. Bob and Phyllis Leatherman leave no spiritual stone unturned. They continue to offer free Guideposts booklets for patrons of the restaurant they own, and local hotels are supplied with copies of *A Prayer for Every Need* and the condensed version of *The Power of Positive Thinking*. The couple was instrumental in introducing Guideposts Comfort Kits to local hospitals, and they distribute inspirational cards produced by Guideposts designed to fit in a man's shirt pocket. The Leatherman's speak lovingly of their own four children, 12 grandchildren and seven great-grandchildren, all of whom have been gently enfolded into the Guideposts' family of love, comfort and abiding faith. "This is guite a group to carry on our love for Guideposts," Phyllis says."We've been at this a long time," Phyllis and Bob say. "It's a part of our lives and will always be. Guideposts has been such an inspiration for us, we want to share the joy we've known in ensuring that these important Ministries will go on."

"Guideposts has been such an inspiration for us, we want to share the joy we've known in ensuring that these important Ministries will go on."

—Bob and Phyllis Leatherman



Leatherman Family



One Donor.

Our deepest thanks go to everyone who has been moved to support Guideposts Outreach Ministry programs in whatever way they can.

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We would like to extend our deepest thanks to the following individuals for their extraordinary generosity. The members of the Guideposts Founders Society have cumulative lifetime giving of \$25,000+ in contributions and funded planned gifts.

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† Deceased

Mrs. Georgetta Woodson Ms. Gwynne Workman Ms. Bonnie Wright Ms. Sandra L. Wright Ms. Victoria N. Wyder Ms. Dorothy Wygant Mrs. Rufus R. Wynn Ms. Nancy E. Yarbrough Mr. and Mrs. Ronnie Yates Mr. and Mrs. Ronnie Yates Mr. and Mrs. Kent J. Yoder Mrs. Gloria York Mr. and Mrs. Benton D. Young Johanna Zepp Mr. Jeff L. Zimmerschied Zion Lutheran Church

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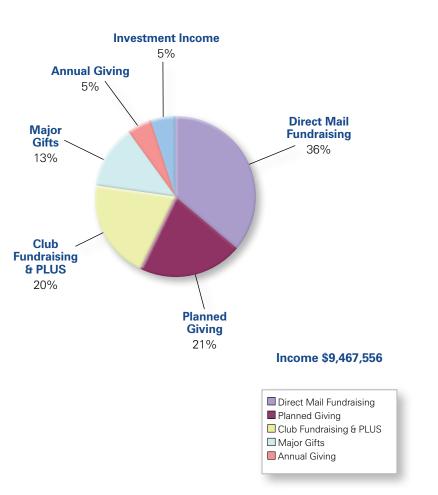


Income

FOR FY 2017 JULY 1, 2016 — JUNE 30, 2017

GUIDEPOSTS FOUNDATION INCOME

Total	. \$ <mark>9,467,556</mark>	100%
Investment Income	\$436,225	5%
Annual Giving	\$515,732	5%
Major Gifts	\$1,234,395	13%
Club Fundraising & PLUS	\$1,890,136	20%
Planned Giving	\$1,999,324	21%
Direct Mail Fundraising	\$3,391,744	



FOR FY 2017

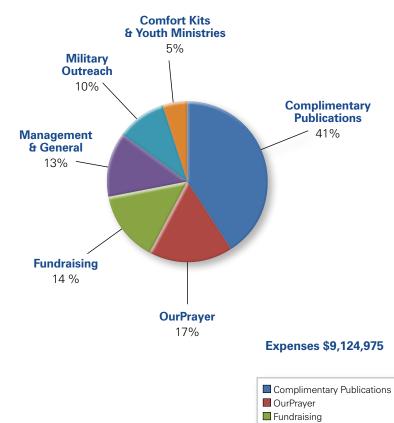
Complimentary OurPrayer Fundraising Management & Military Outreac Comfort Kits & Y TOTAL.

Expenses

JULY 1, 2016 — JUNE 30, 2017

GUIDEPOSTS FOUNDATION EXPENSES

	\$9,124,975	
Youth Ministries	\$489,729	5%
ch	\$903,060	10%
General	\$1,190,868	13%
	\$1,300,839	14%
	\$1,513,983	17%
Publications	\$3,726,496	41%



- Management & General
- Military Outreach
- Comfort Kits & Youth Ministries



One Legacy. **OUR FOUNDERS**

GUIDEPOSTS was founded in 1945 by Dr. Norman Vincent Peale and his wife, Ruth Stafford Peale. Dr. Peale was one of the foremost motivational speakers and ministers of the 20th Century. He wrote 46 books, including the inspirational bestseller, The Power of Positive Thinking, first published in 1952. More than 20 million copies of this acclaimed book have been sold. Mrs. Peale led the ministries at the Peale Center for Christian Living, now merged with Guideposts, and served as Chair of the Board of Guideposts. Exemplifying the Peale philosophy that Positive Thinking is faith in God and belief in oneself, Guideposts moves forward in its mission of helping people from all walks of life achieve their maximum personal and spiritual potential.

Through magazines, books and digital assets, Guideposts communicates positive, faith-filled principles for people everywhere to use in successful daily living.

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Retirement Plans: Retirement plans may create a large income tax problem for children or other heirs. Since charities do not pay income tax, leaving this sum to Guideposts may offer a tax savings to your estate. All you need to do is to name Guideposts as a beneficiary of some, or all, of your retirement plan.

Gifts of Securities: Appreciated securities are an excellent way to give to Guideposts' Ministries. Through a precise process, you may transfer shares to Guideposts. This may allow you to bypass capital gains tax and increase your charitable deduction. It is important to follow the process exactly, so please contact us, and your financial professional, for further information.

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