

**"THE GIVER NEEDS TO GIVE
FAR MORE THAN ANY CAUSE
HAS NEED TO RECEIVE A GIFT."**

II Corinthians 9:6-15

Raising financial support to go on a mission trip can be somewhat daunting. However, thousands who have raised support with fear and trepidation have had the privilege of seeing God provide for their needs in ways they would have previously never imagined. This process will cause you to trust God in ways you haven't had to before and enable you to grow in knowing God as a provider for all of your needs (Philippians 4:19). As you prepare for the challenge of raising your financial support, getting time off work, and getting the support of family and friends, Christ promises that He is with us and will never leave us or forsake us (Hebrews 13:5). So be encouraged that Christ will be with you as you plan, pray, prepare, raise your support, and go! He is able to do immeasurably more than all we ask or imagine (Eph. 3:20).

BIBLICAL BASIS

All through the Old Testament, the Levites were supported by the other tribes of Israel (Numbers 18:21; Deuteronomy 14:27). In the New Testament there are many examples of support raising. Jesus taught that "the laborer is worthy of his wages" (Luke 10:7). Paul compliments the Philippians for giving (Philippians 4:14,16). He also says "that those who preach the gospel should receive their living from the gospel." (1 Cor. 9:14). 3 John 7, 8 states, "For they went out for the sake of the Name, accepting nothing from the Gentiles. Therefore we ought to support such men." (CCC's support raising material).

Also see the two page article entitled, "Afraid of Raising Support"

BENEFITS TO THOSE PARTNERING WITH YOU

1. People want to invest their money in things that yield a high return. Giving to your trip enables someone to invest their money eternally where no person or circumstance can take it away (Mt. 6:19-21). You're giving someone an opportunity to invest their money eternally.
2. God has promised to bless them as they give of their financial resources (Malachi 3:10; II Corinthians 9:6; Luke 6:38).
3. Supporting you will allow individuals to personalize their giving. They will know how their money is being spent and see their investment pay off.
4. A person's heart naturally follows where they invest their money (Mt. 6:19-21). By asking someone to support you, you're giving them an opportunity to develop a deeper love for people in global cities and God's work in and through his church.
5. People will be challenged to consider going on a short term trips themselves. They will also learn about other global cities through you and be challenged to use their resources to further God's Kingdom in NYC and beyond.

6. In the apostle Paul's mind, supporting God's work was an honor and privilege. "For I testify that according to their ability, and beyond their ability they gave of their own accord, begging us with much entreaty for the favor of participation in the support of the saints..." (II Cor. 8:3,4).

BENEFITS TO YOU

1. Your relationship with God will be enriched as you pray and trust God to supply your needs.
2. You will develop a prayer base for your trip. You will also inadvertently develop a prayer base for the church you're serving overseas.
3. You will be accountable to those that invest in your life, as you believe God to do great things in and through you as a result your participation on the trip.
4. Raising support is Biblical. Both the Old and the New Testament support the concept of financial giving to support the work of the Lord. 1 Timothy 5:18 says, "A laborer is worthy of his wages". 1 Corinthians 9:14 sums up several verses referring to financial support by saying, "So also the Lord directed those who proclaim the gospel to get their living from the gospel". Also see II Corinthians 8,9; Philippians 4; and Malachi 3:10.

How to develop a team of financial supporters:

There are multiple ways to raise financial support. Some will want to follow this strategy point by point. Others will feel more comfortable approaching support raising by another avenue. Regardless of the method, remember, you're responsible to raise the money to go on the trip. The following support raising strategy can be summarized in four words:

1. Namestorm
2. Write
3. Call
4. Thanks

1. NAMESTORM

Start by developing an initial list of potential ministry partners. As with brainstorming, in namestorming there is one cardinal rule--anything goes. No name is unqualified. Don't decide for an individual whether or not he or she is interested. If you limit yourself to those you feel will or can give, you may prematurely disqualify those whom God wants to become ministry partners. Later you will need to prioritize whom to contact first, but for now, don't disqualify anyone.

You may be thinking you could never generate more than a handful of names, but research has shown the average individual has a personal network of at least 400 friends and acquaintances. So, you should easily be able to develop a list of at least 25 potential ministry partners.

For instance, If you've ever had a toothache or a cavity, you know a dentist. If you've ever been sick, you've probably been to a doctor. There are also many potential supporters you might know through fellowship groups and various volunteer opportunities you have participated in at Redeemer. Another potential list could be developed from contacts in your Outlook account.

As you namestorm, associate various professions, businesses, your church, and places, with any friends and acquaintances they bring to mind. To aid you, we have provided a list to help you get started. (see next page).

Take plenty of time to mull over these categories. Pray and push yourself...see if you can come up with at least 75-100 names.

Namestorming List

Advertising agencies	Doctor's nurse	Newspaper
Apartment manager	Dog groomer	editor/writers
Architect	Downtown businesses	Office building directory
Attorneys	Editor of local paper	Parents
Auto dealer or mechanic	Family attorney	Parents' associates
Avon lady	Farmers or ranchers	Parents' employers
Baker	Fast-food restaurants	Pastors
Basketball team	Florist or jeweler	People you have led to
Bank president	Former customers	Christ
Barber	Former employers	Pharmacist
Beautician	Former college	Phone operator
Bible bookstore owners	professors	Pilots
Bible studies/prayer	Former high school	Plumbers or electrician
groups	teachers	Policeman
Boat dealers	Former salesmen	Printers
Bottling companies	Foundations	PTA organization
Boy/Girl Scout leader	Fraternity brothers	Real estate agent
Brothers	Friends of parents	Real estate developers
Building contractors	Garbage collector	Referrals
Butcher	Geologists	Relatives
Chamber of Commerce	Government employees	Restaurant managers
directories	Grocery store owner or	Retired people
Children's teachers	manager	Rotary Club
Christian businessmen or	High school/college	Sales people
women	friends	School annuals
Christmas card lists	High school/college	School principals
Church choir director	profs.	Secretaries/receptionists
and members	Hospital chaplains	Self-employed
Church directories	Hospital personnel	Servicemen
Church friends	Insurance salesman	Service representatives
Church missions	Kiwanis Club	Service station manager
committee	Jaycees	Shoe salesman
Church-related	Labor union	Sisters
publications	representatives	Sorority sisters
Church staff	Mailman	Sunday School classes
Civic clubs	Mayor and other civic	Tax accountants
Coaches	leaders	Teammates/YMCA
Community leaders	Military personnel	friends
Computer programmer	Milkman	Telephone directory
Corporate executives	Missionary societies	TV/radio stations
Dentist	Morticians	Veterinarian
Dentist's nurse	Neighborhood watch	Wedding list
Dermatologist	Neighbors	Women's clubs
Dermatologist's nurse	Neighbors at former	
Doctor	residences	

2. WRITE

You can see much success by writing a personal letter to present your needs. After each person has received your letter, call the potential ministry partner to ask him or her to join your team.

It's important to individualize each letter by making sure there name appears in the salutation and a very brief handwritten note at the bottom of the page.

The body of the following sample letter should contain personal elements tailored to each person you are writing, and a “generic” section which can be used for everybody. You can easily use this sample as the generic section for all your letters. You will simply need to adjust the paragraphs for your specific project and background. Your letter should be kept to one page or less.

1. Give your letter a specific date.
2. Your greeting should be personalized. (i.e. “Dear Helen,” instead of “Dear Friend”).
3. Acknowledge your relationship with the reader. What can you say that will help the person identify with you? Refer to your last visit or letter, business concerns, sports interests, known struggles, hobbies, etc., to help him say, “I know who you are.”
4. Bring your reader up to date on what you’re doing.
5. Educate your reader. Share how you became interested in this trip and why you feel it would be beneficial to go.
6. Explain your need. The purpose of your letter is to give your reader an opportunity to help. Make sure you explain exactly what you need.
7. Involve your reader by asking him for specific action, based on the needs you have shared. This can include challenging them to help cover part or all of the cost of your trip, which includes training materials, lodging, meals and transportation. State the deadline by which you need the money.
8. Acknowledge your relationship again with an emphasis on thanks, appreciation, gratitude, partnership and commitment. This ties your opening acknowledgment to your request.
9. Close the letter and sign it.

Two Things to Avoid When Writing Support Letters:

1. Never apologize for writing or calling a person whom you wish to involve in helping you meet a need.

You are providing them with an opportunity to be involved in a spiritual ministry through their resources. As Paul spoke to the Philippians about their giving, “Not that I seek the gift itself, but I seek for the profit which increases to your account.” (Philippians 4:17) When you apologize you end up appearing to be a beggar rather than a child of the King.

2. Never ask for a general amount or without a time frame in which to take action. You should challenge people to give a specific gift, or at least give them a specific range. The specific challenge of \$100, \$200, \$300 or more has been included in this material. Never ask for less than this challenge. If people want to support you. but cannot give \$100, they will let you know and will not be offended by your request.

3. CALL

The degree of your success in the letter-writing strategy sometimes depends on your follow-up phone call. The follow-up phone call is critical for three reasons:

1. Most people suffer from information overload. Consequently, mail and e-mail is easy to ignore or forget.
2. Your time frame. You have a lot of money to raise in a short period of time. A follow-up phone call will help you get decisions as quickly as possible. The best suggestion is to call one week after you've dropped the letter in the mail.
3. Courtesy to your ministry partners. Many people will want to help you but won't unless you call to answer any questions and to get their decision. Your phone call takes the burden of response off them and puts it on you.

Follow-Up Phone Conversation:

Be sure to establish a specific time in the letter to get their decision.

When you ask for a response, do so directly. Then remain quiet until the person responds, even though this may feel uncomfortable. Talking more at this point will distract them from making a decision. When you call, if your potential ministry partner has not made a decision, set another time to call within a day or two.

1. Introduce yourself.

"Hello, Mr. _____. This is _____ calling. How are you?" Let them respond. Take a few moments to establish rapport, but be brief.

2. Refer to your letter and explain your summer plans.

"As I mentioned in my letter, I am planning to go to Sao Paulo to help a church plant by using my background in the financial world."

3. Share what you hope to see God do as a result of your time this summer.

4. Be very specific to ask for a definite response.

- "In my letter I asked if you would be in a position to support me financially for this mission trip. Have you had a chance to think about that?" (wait)
- Be sure they know the date you need the donation by.
- If you arrange to have them send you a check and it doesn't come or if they plan to give online and they don't, you will need to follow up with a phone call to see what happened (e.g. check lost in mail, etc.)
- Remember, all checks must be made payable to Redeemer Presbyterian Church.

How to Get Additional Contacts

You can continue to add names to your list of potential ministry partners. Ask everyone you contact to give you names, e-mails and telephone numbers of people they know who might be interested.

1. **Who to ask for additional contacts:** Ask everyone you contact. Both those who join your support team and those who are unable will want to help you complete your team.

2. **When to ask for additional contacts:** Don't ask anyone for contacts until they have first made a decision about supporting you. If you don't wait, your request for referrals will distract them from making their decision. But do ask everyone at the time they give you their decision, whether their decision is yes or no. If you get a decision on the phone, you will ask

for contacts right then over the phone. If you get a decision while on an appointment, ask for contacts right then in person.

3. **How to ask for additional contacts:**

A. Get your pen out and be ready to write.

B. Say, "Mrs. _____, what are the names of your friends who have a heart for reaching people for Christ?"

C. Assure the individual that her friends may not be able to help financially, but they may know others, and they will hopefully be encouraged to hear about your mission project. This gives the individual more freedom to refer you to others.

4. THANK

Send a thank-you note the same day the ministry partner gives you her decision. Be sure to keep a record of this so you'll know to whom you've sent one and so you'll not send two to the same person. This thank-you letter is an important part of developing a relationship with your ministry partner. This should be a personal, handwritten note or letter. Do not print or copy a form letter. Always include something personal in your note to show specifically how you and Christ's cause have been benefited by their generosity. You owe them a good thank-you note.

Send a newsletter / thank you note out within two weeks of returning from the trip. Let your supporters know what you did through stories and pictures. Other ways to keep your partners informed are: mailing a postcard from the destination city, buy a very small gift for them, distribute maps of the country as a way for your supporters to pray for your trip, etc