



# Personal Support Raising

*Equipping the 'senders' with the  
'go-ers' so that there can be a  
PARTNERSHIP IN MINISTRY*

**A missionaries guide  
to  
prayer and financial  
support raising**

## WELCOME!

I'm glad you are here taking this personal support-raising course. As I have taught this information before, I have rarely found someone who is fully funded in the ministry, so if you feel overwhelmed and under funded, then you ARE NOT ALONE!

With God's grace and a little time, we can see our budget met and our lives and ministries blessed in a new way. Hang in there with God as you enter this journey. Remember, it is about relationships, and connecting the senders with you the 'go-er'. *It is **not** about getting money, but about developing relationships that turn into partnerships.* It is an exciting ride indeed!

This course is just the starting point. I'd suggest you take a personal support refresher course at least once per year and read some of the good books on personal support raising in between.

God richly bless you as you trust Him, and serve Him with your life!

  
Eric Spady  
YWAM Staff / IHOP Staff

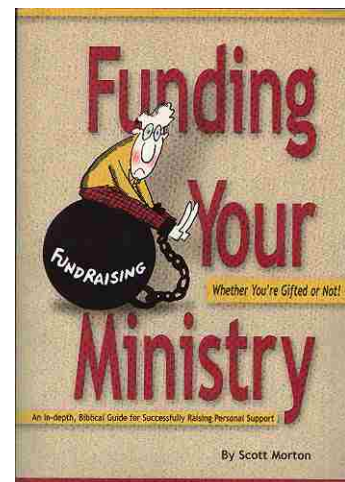


Check out the resources with these notes at:  
[www.FundingYourMinistry.com](http://www.FundingYourMinistry.com)

### Special Thanks to:

I want to say a special thanks to **Scott Morton of the Navigators** and for his book “*Funding your Ministry (whether your gifted or not!)*.” This manual uses several of the cutouts from his book, as well as some illustrations. I strongly suggest getting this book and reading it all the way through. It is one of the best books I have read on the subject.

I am also in debt to *Campus Crusade For Christ* for their invaluable teaching on the subject, and the use of their materials. Their ‘home party’ ideas have been a blessing to many. Special thanks for the TntMPD program by Troy Wolbrink of Campus Crusade has been one of the most powerful tools around.



# SECTION 1

## *Introduction to Personal Support Raising*



Though normally courageous, missionaries often lose heart in face-to-face appeals.



# Personal Support Raising

Notes:

Five Misconceptions:

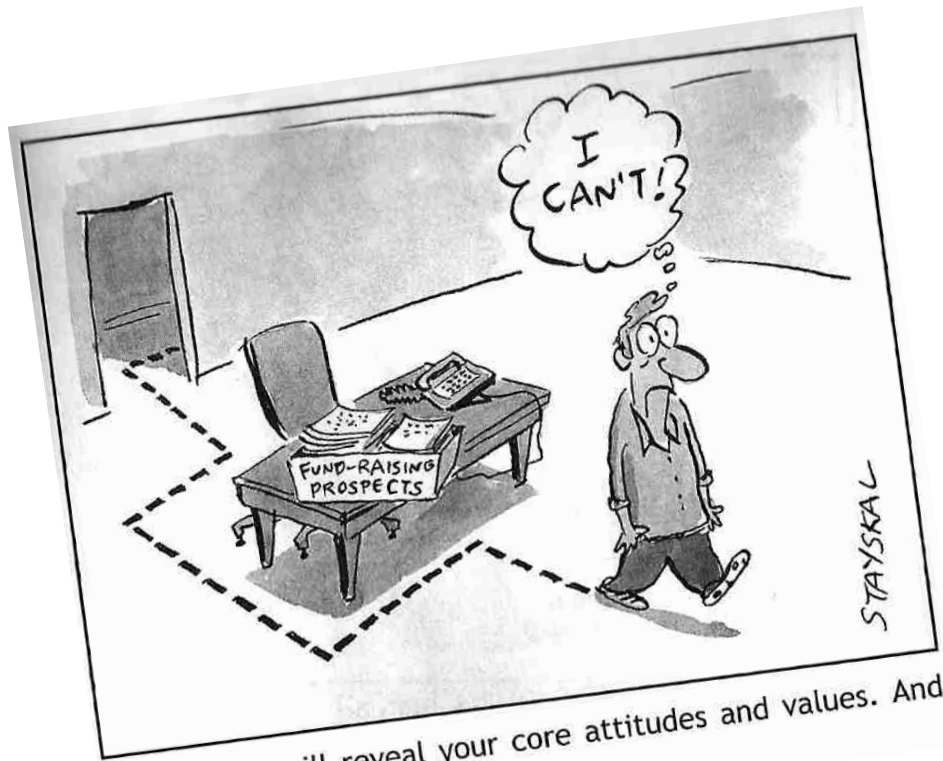
1. it's about asking for money
2. it's almost impossible and is only for the few
3. others can do it but not me
4. people will think I am begging
5. people will feel that I am using them when I ask

We must see them as people – individuals – not masses  
To the degree that we:

- get to know them
- care for them
- include them
- respect them
- appreciate them

We will enlist them and keep them as friends and partners in ministry

**o u r b a s e m o t i v e . . .**



Fundraising will reveal your core attitudes and values. And you may not like what you see!



Notes:

## III. Raising Personal Support

### A Biblical Approach to Fund Raising

#### Key Questions

- Matt. 10:9-10 – ‘Provide neither gold nor silver nor copper in your money belts, 10 nor bag for your journey, nor two tunics, nor sandals, nor staffs; for a worker is worthy of his food.’
- Luke 10:1-7 – ‘...the Lord appointed seventy others also, and sent them two by two before His face into every city and place where He Himself was about to go.’
- Luke 22:35-36 – “When I sent you without money bag, knapsack, and sandals, did you lack anything?” So they said, "Nothing." 36 Then He said to them, "But now, he who has a money bag, let him take it,...NKJV

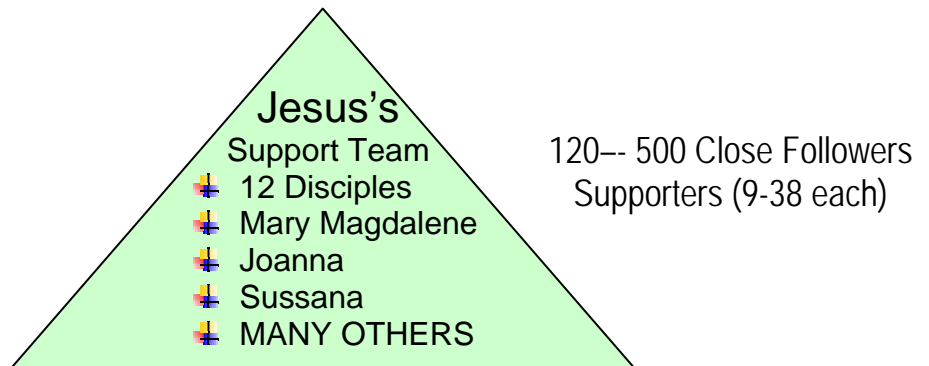
#### How was Jesus supported?

If it were wrong to be supported by others, Jesus would not have permitted it in his own ministry. Although Jesus turned water into wine and multiplied loaves and fishes, he chose to be supported by others.

#### How were the Apostles supported?

- II Cor 9:12 – ‘For the administration of this service not only supplies the needs of the saints, but also is abounding through many thanksgivings to God, NKJV

The Biblical basis for a Christian worker being supported by others.



#### Luke 8:1-3 NKJV

Now it came to pass, afterward, that He went through every city and village, preaching and bringing the glad tidings of the kingdom of God. And the **twelve** were with Him, 2 and certain women who had been healed of evil spirits and infirmities--**Mary called Magdalene**, out of whom had come seven demons, 3 and **Joanna** the wife of Chuza, Herod's steward, and Susanna, **and many others who provided for Him from their substance.**



Notes:

## IV. Biblical basis for Appealing

- **Romans 15:24-27** ‘...whenever I journey to Spain, I shall come to you. For I hope to see you on my journey and to be helped on my way there by you...’
- **II Cor 8:1-5** – ‘...according to their ability, yes, and beyond their ability, they were freely willing...’
- **Phil 4:10-19** – ‘....17 Not that I seek the gift, but I seek the fruit that abounds to your account...’

Notice Paul’s caring attitude toward givers and his faith. Also notice two phrases:

- **Phil. 4:10-19** – “...you have been concerned, but you had no opportunity to show it...”
- **Phil 4:18b** – “...I am amply supplied, now that I have received from Epaphroditus the gifts you sent.”
- **3 John 5-8** – Church’s responsibility to “SEND’ – “We therefore ought to receive such that we may become fellow workers for the truth.”
- **Neh 2:1-8** – *Prayed to God for need, and then asked the King for the provision*

Note: two things Nehemiah did:

- Nehemiah prayed before asking (GOD FIRST)
- He asked specifically (not afraid to make the details known)



The more we see God as the source of our funding, the more we will depend on Him in prayer.



# Personal Support Raising

Notes:

## V. Historical Precedent for Raising Support

- **George Mueller** – never asked for money for orphanage, but it was on main street and everyone knew his need
- **Hudson Taylor** – Missionary to China – Make ministry opportunities known, but did not ask for money directly
- **DL Moody** – asked for money
- **Loren & Darlene Cunningham** - YWAM's Model - they pray and ask God what to do (Word of the Lord)

Faith and Finances – God's Will for You

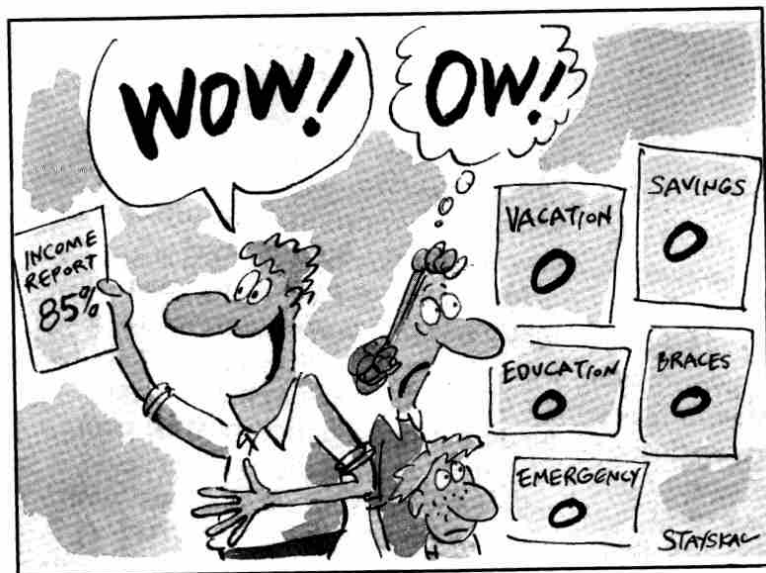
- Israel, a model of God's heart - **Deut 28**
- **Matt 6:25-33** – 'Seek First His Kingdom & Righteousness'
- **2 Pet 1:3-4** – "...as His divine power has given to us all things that pertain to life and godliness..."

What God Expects of You

- Planning  
**Luke 14:28-30** – "...not sit down first and count the cost, whether he has enough to finish it-..."
- Providing  
**Prov 13:22a** – "A good man leaves an inheritance to his children's children..."

**1 Tim 5:8** – "But if anyone does not provide for his own, and especially for those of his household, he has denied the faith and is worse than an unbeliever."

- Prospering  
**Matt 25:14-30** – *Parable of the five talents*  
**Deut 28**



You may be able to "get by" on only 75 to 85 percent of your budget, but it won't feel so good in the long run.











# Personal Support Raising

## A Case Study: A real sample of a Partner History

<b>Sample; Partner History</b>													
Partner	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Anderson	90			90			90			90			\$360
Jones	25	25	25	25	25	25	25	25	25	25	25	25	300
Gruber	10	10	10	10	10	10	10	10	10	10	10	10	120
Hanson	50		50		50		50	50	50		50	50	400
Carlson	20	20		20		20		20	20				120
Hedlund	20	20	20	20	20	20	20		20	20			180
Rosh	50	50	50	50	50	50	50	50	50	50			500
Klepps	30	30	30	30	30	30	30	30	30				270
Smith	30	30	30		30	30		30	30	30			240
Thompson	25	25	25	25	25	25	25	25	25	25			250
Adams	30	30				30							90
Green	35	35	35	35		70	35	35		70			350
Larson	50	50	50	50	50	50	50	50	50	50	50		550
Burns	1000												1000
Grumond	100			100			100					100	400
Bell												1500	1500
Chapman	25	25	25										75
Wright	50	25	10	10									95
Mason									30	30	30	100	190
Roseen								50	50	50	50	50	250
Freeman								100	100	100	100	100	500
Paine									60				60
Hill									2000				2000
Johnson									50	50			100

## Donor Record / Prayer Card

(use as a sample template for a written file of your supporters)

Donor name:		
Address:		
City:	State:	Zip
Phone (home)	Work	
Email:		
Personal History (notes)		
Children Birthdays		
Job(s)		
Prayer Requests		

➤ Better to do this by computer. Easier to track and see information. We will talk about this in the coming sections

# Personal Support Raising

Sample Budget template from IHOP Sacred Trust dept.

## Budget Worksheet

Please fill out this budget as it applies to your specific needs. We strongly encourage you to put considerable thought into your projected financial needs.

	MONTHLY	ANNUALLY
<b>Taxes</b>		
Federal		
State		
Social Security		
Local		
<b>Shelter</b>		
Rent		
Insurance		
Mortgage		
Taxes		
Gas		
Electricity		
Water		
Garbage		
Phone		
Maintenance		
Repairs		
Furniture		
Other		
<b>Transportation</b>		
Payment		
Gas		
Insurance		
Maintenance/Repair		

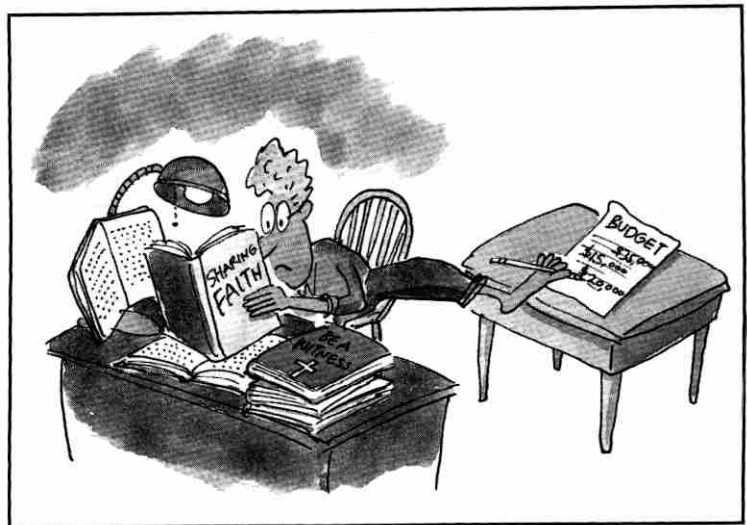
	MONTHLY	ANNUALLY
<b>Extras</b>		
Tithe/Offerings		
Gifts		
Christmas		
Entertainment		
Misc Cash		
Pets		
Vacations		
Cable TV		
Health Club		
Newspaper		
Emergency Fund		
Other		
<b>Debt</b>		
Home Equity Loan		
Credit Card		
Credit Card		
Credit Card		
Other		
<b>Investments</b>		
Savings/Investments		
Retirement Plan		
Contributions		
Education		

*(Continued on next page)*

# Personal Support Raising

	Add'l vehicle				Other		
	License/Registration				<b>Ministry</b>		
	Other				Mailings/Newsletter		
<b>Essentials</b>					Airfare		
	Food/Groceries				Room/Board		
	Clothing				Tuition		
	Personal Supplies				Meals out		
	Life Insurance				Hotel		
	Medical Insurance				Gas		
	Dental Insurance				Other		
	Disability Insurance				<b>Other</b>		
	Medicine/Prescriptions						
	Child Care						
	Other						
					<b>TOTAL EXPENSES</b>		

- ✚ Use this form to prayerfully think through all the areas of your life and ministry.
- ✚ Personal Support raising is about you being able to do ministry, not have to be 'begging' and trying to make ends meet – always worried about where the money will come.
- ✚ A Budget is about planning (Prov 6:6-8). God is our ultimate supplier in all!
- ✚ Ask the Lord for help in sorting out what are your true needs, verses what your wants are. Both can be budgeted, but the needs become the minimum that needs to be raised. It is the minimum that you will need to do life and ministry.
- ✚ Update this budget every six months as your needs change, family size etc,



"Doing" your ministry is not more spiritual than funding your ministry.

## VII. A Simple method for keeping you on budget

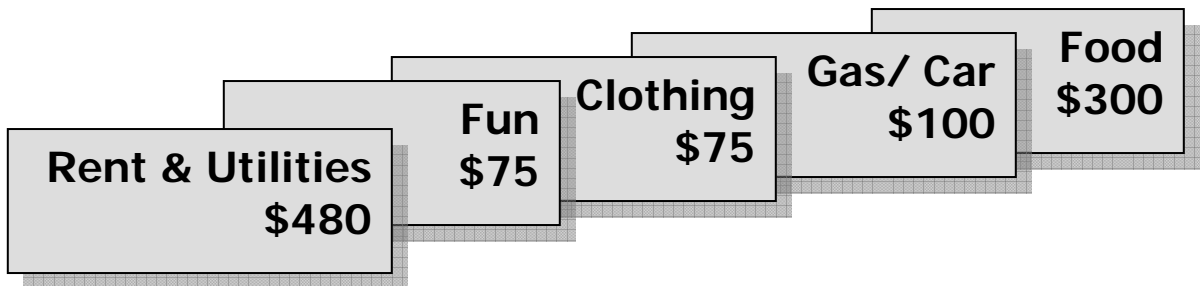
### The Four A's of Cash Management

#### 1. Accounting

Use a computer program like Quicken, Money or others that help you keep track. Don't have a computer, then use the old fashion method of a paper ledger.

Use the 'Envelope system'

Divide your income into separate 'CASH' envelopes, and stick to it. If you need more money in a category, and want to borrow from another, DON'T. Wait until the next pay period, and what is left over in different envelopes can be used as extra later.



*Envelope System*

What other 'envelopes' would you need to make your budgeting and cash flow system better each month?

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# Personal Support Raising

Notes:

## 2. Analysis

Analysis boils down to reviewing the situation once you have accounted for all your income and expenses. You will almost invariably find yourself with either shortfall or a surplus.

One of the key elements in analyzing your financial situation is to look for ways to reduce your expenses. This can help to free up cash that can either be invested for the long term or used to pay off fixed debt.

For example, if you were to reduce restraint expenses (the 'Fun' envelope) or spending on non-essentials personal items by \$100 per month, you could use this extra money to prepay the principle on your mortgage. On a \$130,000 30-year mortgage, this extra \$100 per month could enable you to pay the house off 10 years earlier and save *thousands* of dollars in interest payments.

## 3. Allocation

Allocation involves determining your financial commitments and priorities and distributing your income accordingly. One of the most important factors in allocating is to distinguish between your real needs and wants.



While you don't want to be guilty of "hoarding," saving for anticipated needs or emergencies is a biblical concept.

## 4. Adjustment

Adjustment involves reviewing your income and expenses periodically and making changes that your situation demands.

For example, as a new parent, you might be wise to shift some assets in order to start a college education fund for your children.

*Using the four 'A's is an excellent way to help you monitor your financial situation to ensure that you are on the right track to meet your long term goals.*



# Personal Support Raising

Notes:

## Debt Repayment

To repay this **\$6,104 debt** in 6 years time (at \$150 each month – reducing the debt by \$1,800 per year). **It will cost you \$ 7,485 (total in 6 years)** (which includes average annual interest of \$680)

## Savings Potential Chart

*If you saved \$1,000 each year at 6% compounded annually for 15 years*

\*\*\* After 15 years of saving \$1,000 annually, you could start withdrawing \$2,000 each year from the account. At the end of 20 years of withdrawing \$2,000 a year, you would still have more on the account than you originally had the first year.

Year	Amount	Interest Earned	Ending Balance
1	\$1,000	\$60.00	\$1,060.00
2	\$1,000	123.60	\$2,183.60
3	\$1,000	191.02	\$3,374.62
4	\$1,000	262.48	\$4,637.09
5	\$1,000	338.23	\$5,975.32
6	\$1,000	418.52	\$7,393.84
7	\$1,000	503.63	\$8,897.47
8	\$1,000	593.85	\$10,491.32
9	\$1,000	689.48	\$12,180.79
10	\$1,000	790.85	\$13,971.64
11	\$1,000	898.30	\$15,869.94
12	\$1,000	1012.20	\$17,882.14
13	\$1,000	1132.93	\$20,015.07
14	\$1,000	1260.90	\$22,275.97
15	\$1,000	1396.56	\$24,672.53

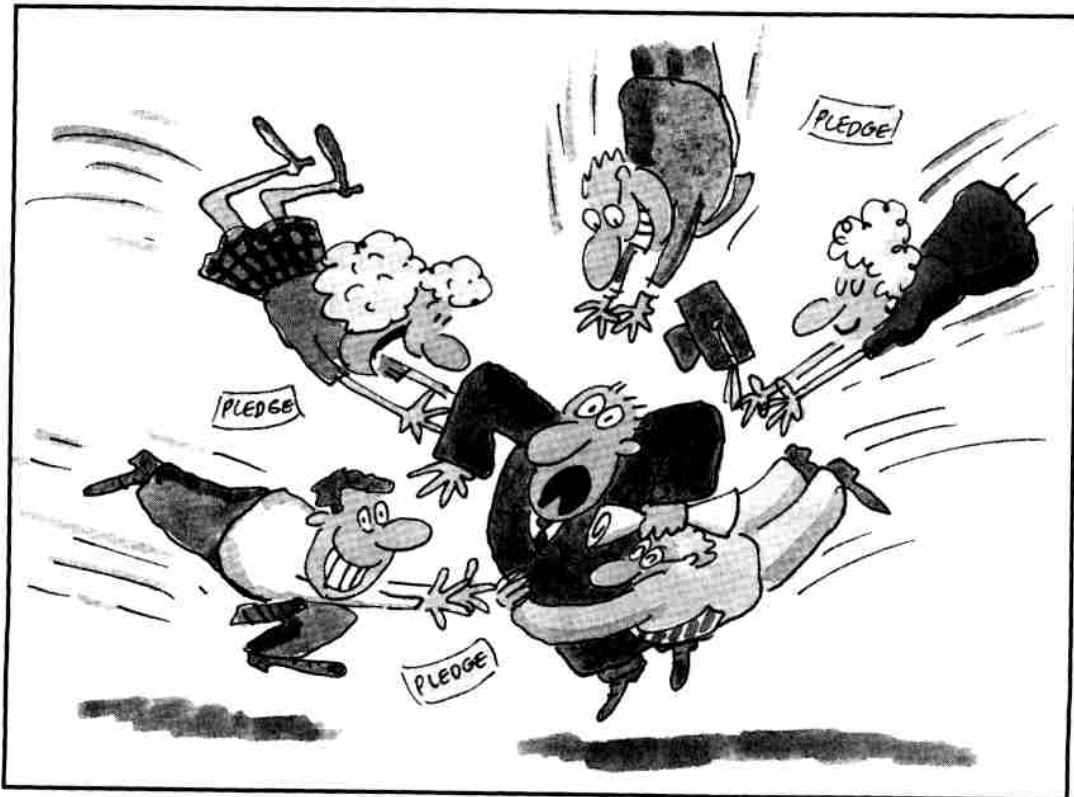
*But if anyone does not provide for his own, and especially for those of his household, he has denied the faith and is worse than an unbeliever.  
- 1 Timothy 5:8*





## **SECTION 2**

# *The Practical "HOW TO's" of Personal Support Raising*







# Personal Support Raising

Notes:

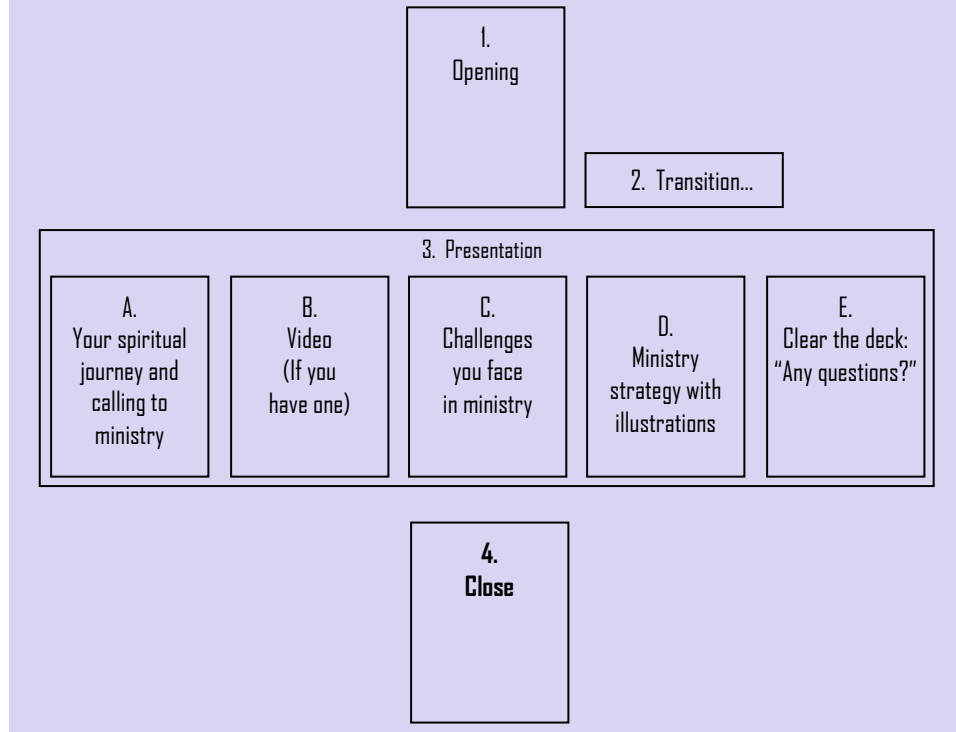
## How to Make a Personal Appeal

Phoning guidelines (to make an appointment)

- Mention money when you call
- The goal is to get an appointment, not a decision
- Plan your outline before calling
- Expect to get the appointment (PRAY!)

Go to the APPENDIX (R) FOR A SAMPLE PHONE SCRIPT

### The Four Elements of a Personal Support Interview



**\*USE A PRESENTATION BOOK!**



# Personal Support Raising

## Direct Mail (Newsletters & Personal Letters)

### Who do you send mail to, what you send and how often?



Your ability to raise and keep donors is directly related to your communication skills

Direct mail is the primary tool of ministries in communication.

A successful direct mail operation needs.

- Good software/hardware
- Time (it's your ministry too!)

### Understanding the Mail Cycle

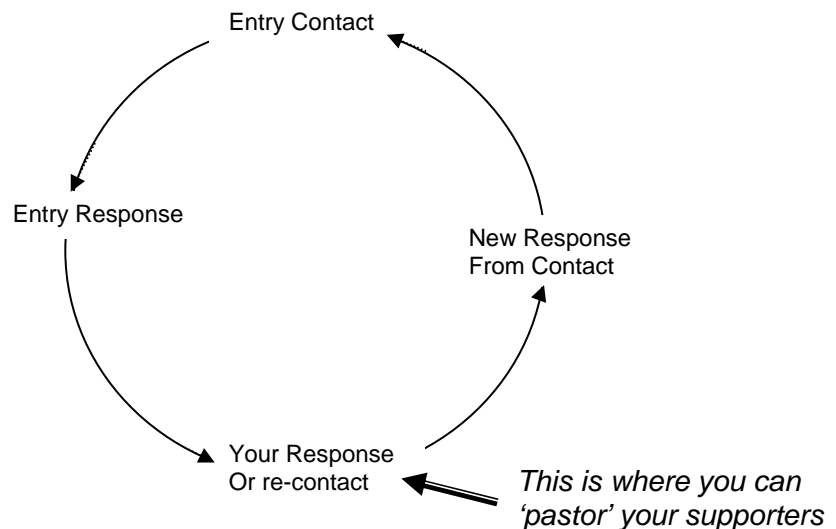
#### Suggested Correspondence cycle

<b>Jan</b> <i>Newsletter</i>	<b>Feb</b> <i>Newsletter</i>	<b>Mar</b> <i>Personal</i>	<b>Apr</b> <i>Newsletter</i>	<b>May</b> <i>Newsletter</i>	<b>June</b> <i>Personal</i>
<b>July</b> <i>Newsletter</i>	<b>Aug</b> <i>Newsletter</i>	<b>Sept</b> <i>Personal</i>	<b>Oct</b> <i>Newsletter</i>	<b>Nov</b> <i>Newsletter</i>	<b>Dec</b> <i>Personal GIFT! Thanks</i>

### Understanding the Cycle

The cycle

- Contact with prospect
- Response or inquiry from prospect
- Response back from you to prospect
- New response or inquiry from prospect





# Personal Support Raising

Notes:

## The Personal Letter

Personal letters are not supposed to be pretty or attractive. The “art” of a letter should not stand out or it will detract from the message.

The total purpose of the letter is to be read.

Any design should enhance readership. If an artist decides on the look of a letter, they will usually ruin it.

### No-no's of a personal letter

- Using glossy or “loud colored paper
- Using colored ink
- Using pictures
- Using long paragraphs
- Putting “newsy” information or anything other than letter copy on the back side of a letter

## Vital elements of an effective letter

### Checklist

- Tasteful letterhead
- Name and address
- Date (A letter is a personal message written at an exact point in history requiring a timely response.)
- Personal greeting
- Lead sentence and paragraph must be grabbing and interesting and must involve the reader
- Testimony or story
- Proposition (What do we want?)
- Body copy which supports the proposition
- Signature (use signature blue)
- Postscript (This must create an intrigue and draw people into the letter. This is usually read before the rest of the letter.)

## SUMMARY of Newsletter vs. Personal Letter

Newsletter: **is news**  
**is color (if possible) and fun and photos**  
**is not at all personalized**  
**NEVER ask for money** (asking for support, but can  
'update people on financial goals and genuine prayer requests)

### Personal Letter:

is a letter (best if hand written, or at least personalized & typed)  
really personal (written to a person)  
has no photos (can include as separate insert)

**DON'T COMBINE THE TWO – THEY ARE VERY DIFFERENT AND HAVE DIFFERENT PURPOSES.**







# Personal Support Raising

Based on these four criteria, who are your best prospects? List them categorically.

1.

2.

3.

4.

5.

6.

7.

8.

9.

10.

11.

12.

13.

14.

15.

<b>Pray and Ask</b>	
<b>Name</b>	<b>Amount</b>
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____

<b>By Prayer Alone</b>	
<b>Name</b>	<b>Amount</b>
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____



# Personal Support Raising

Notes:

## Individualize your appeals (the pledge card)

One-on-one visits enable you to individualize your appeal. How would this person like to be approached?

### Communicate urgency

- Why do I need supporters?
- Why do I need supporters now?
- Give people a deadline (reasonable, but not open)



A pledge card is your silent representative, reminding people of your need and instructing them how to give.

*Be as specific as you can to help them know what you are asking for and how they can respond straight away.*

## USING THE PLEDGE CARD (see appendix C)

Have pledge cards returned directly to you if possible

*Rules on physical format of the reply device:*

- Make it a separate piece from all other parts of the mailing.
- Make it a contrasting color from the rest of the package (but not an eye sore).
- Size it to fit comfortably into the return envelope.

**The reply device should include the following:**

- Name and address of your organization (where to send the money)
- Statement concerning financial reputation of the organization
- Tax deductibility directions
- Restatement of appeal in a headline form
- Action sentence: "Yes, I want to help with a gift of \_\_\_\_."
- Name and address of donor, if possible
- Space to check off fill-in dollar amount with space for "other"
- Any other information requested: prayer requests, survey response, etc. This is called "hitch-hiker format" and can increase responses by touching more than one need or motivation. It also serves in ministering more completely to your partners.



# Personal Support Raising

Notes:

## Growing and Maintaining Your Support Base

Many people have trouble developing enough contacts to provide their support base...one thing that might help...

The 'Small Dinner' approach from Campus Crusade for Christ (see Appendix L - M)

Why?

## Regional "Partner Pockets"

The banquet approach

Why?

Why not?

\*Remember the effectiveness ladder!!

**REFERRALS!! - People of like mind heart as your partner**



Short on contacts? Ask friends and donors for referrals—but don't say, "Any referrals?"









# APPENDIX

## Index for Appendix

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## Resource Page

I have made and maintain a webpage for missionary support with links to all sorts of tools, samples, and free programs, plus links to other great resources. Check them out at:

[www.FundingYourMinistry.com](http://www.FundingYourMinistry.com)

- Or check out a site by Josh Hawkins & Shawn Blanc

[www.supportraisingmaterials.com/](http://www.supportraisingmaterials.com/)

Included on my site are materials demonstrated in this teaching session, and the following samples and programs

### *Currently available*

- **Class Notes** (The notes in your hand)
- **TNTMDP Software (download & instructions link)**  
(One of the best free database software that you can use for tracking supporters, addresses, giving, thank you's and so much more. It sinks with Outlook too)
- **Picture Prayer Card Sample**
- **Handwriting font**
- **Sample Presentation Book**
- **Sample of Specific Fundraising Letter**
- **Sample Pledge Card**
- **Personal Support Database** (Microsoft Access Database)
- **Sample Partner Brochure**
- **Sample support mini folder**
- **Sample Host Party Letter**
- **Sample Newsletters**
- **Sample Budget**
- **Sample PowerPoint presentation** (template)
- **Audio Links**

### *Helpful Articles*

- Why We Raise Support (interview w/ Loren Cunningham)
- How to Increase your support
- Not Enough Support? - Two strategies to get your income where it needs to be (Betty Barnet)

# Personal Support Raising

## Actual sample Monthly Budget Goal


			My Budget
<b>Income</b>			
	Monthly Support		\$2,977
<b>Expenses</b>			
	Housing	Rent	500
		Utilities	125
		Food	100
		<b>TOTAL HOUSING</b>	<b>725</b>
	Travel	Airfare	80
		Visa/Vaccinations	20
		<b>TOTAL TRAVEL</b>	<b>100</b>
	Vehicle	Payment	250
		Insurance	60
		Gas/Maintenance/Rpr	90
		<b>TOTAL VEHICLE</b>	<b>400</b>
Partner Communications		Postage	65
		Stationery/Printing	60
		Telephone	50
		<b>TOTAL COMMUNICATIONS</b>	<b>175</b>
	Personal	Books & Music	10
		Miscellaneous	20
		Entertainment	15
		Medical/Dental	40
		Eating Out	60
		Clothing	60
		<b>TOTAL PAYMENT</b>	<b>205</b>
	Savings	Emergency	100
		Retirement	100
		<b>TOTAL SAVINGS</b>	<b>200</b>
	Taxes	Taxes	536
		Social Security	238
		<b>TOTAL TAXES</b>	<b>774</b>
	Giving	Tithe	298
		Offerings/Gifts	100
		<b>TOTAL GIVING</b>	<b>398</b>
<b>TOTAL EXPENSES</b>			<b>2,977</b>

# Personal Support Raising

## SAMPLE PLEDGE CARDS

**With thankfulness!**

We cannot say thank you enough for partnering with us. It is because of YOU we can do the ministry we do. Please let us know what we can pray for and do for you on the back of this card!




Here's my regular gift of \$\_\_\_\_\_ and will continue every:

Month    every other month    Quarter    Year    When able

I / we would like to give a special gift for Eric's Brazil Airfare of: \_\_\_\_\_

I / we would like to give a special gift for whatever you need of: \_\_\_\_\_

 Please make all checks payable to **YWAM**. For tax deduction purposes, our name should not appear anywhere on the check. All contributions can be sent to: Spady's, 10714 Saint Catherines Lane, Kansas City, MO 64137  
IN EUROPE, Financial gifts can be sent to our account in Sweden. Plusgiro (Nordea) number is 622 70 42-6

Back side of same card

Thanks for partnering with us! Let us know how we can pray for you too.

Name: \_\_\_\_\_

\*\* These should fit easily into a number 9 envelope (#9). Don't fold these to fit them into other envelopes. Get the right sizes the first time, and it will make a big difference in your presentations later.

## Sample Newsletter



### In this issue

- **Evangelism**
  - Australia (pg 1)
  - Kansas City (pg 2)
- **Unconventional War - Film impacts Midwest with Fusion Ministries**
- **Eric teaching twice for a DTS in Arkansas**
- **Key Prayer points and needs for the family (pg 2)**
- **Spady's want to return to Sweden this summer (pg 2)**



To contact us:

Phone: 816-765-4272  
Email: [Spady@htmin.com](mailto:Spady@htmin.com)  
[www.spadybunch.com](http://www.spadybunch.com)

**Home/Family Address**  
10714 Saint Catherine's Ln  
Kansas City, MO 64137  
USA

## The good things God has done

*We are overflowing with praise for Him as we meditate on all that He has done so far this year. It gives us great joy to share with you some of what the Lord is doing.*

### Fusion



So much has been happening within Fusion Ministries, and the office here, that it is hard to know where to begin. We have been showing the latest transformation video by George Otis Jr. called 'An Unconventional War.' The film is about the African nation of Uganda (Produced by The Sentinel Group). **An Unconventional War** documents how effective prayer and church-state cooperation have contributed to the wind-down of a vicious 20-year-old insurgency in northern Uganda. George Otis, Jr. says this is the most intense and emotional story that The Sentinel Group has ever documented. This video documents God's intervention through answered prayer in a variety of haunting and remarkable situations. We in the Fusion office are responsible for 'Video Premieres' here in the Midwest, and it has been amazing to see churches and whole communities respond to the message of the film. So many are hungry for transformation and want to see this kind of unity and prayer in their own city – which is what Fusion Ministries is all about. For more info on this film and Fusion Ministries, see the website at [www.Fusionministry.com](http://www.Fusionministry.com).

I (Eric) was not able to go to Denmark this past January as I had planned. Rhonda (Fusion leader) decided not to take a team with her then, so I will get my opportunity later this year.

### Evangelism

Now onto campaigns and evangelism. I am still actively a part of YWAM and am therefore the link between what is happening in YWAM and the evangelism campaigns, and the 24/7 House of Prayer (IHOP) in Kansas City. I am helping connect the prayer movement with the mission's movement. Just imagine with me a large room full of intercessors, worshippers and prayer leaders focusing on and praying intently for missions and the 'Impact World Tour.' This is making such a difference in the campaigns and the fruit that we see. Two years ago, I was in Perth, Australia training a group of campaign coordinators, many of whom just finished up a major thrust of evangelism on the west coast of Australia with the Impact World Tour. IHOP has been praying for these outreaches, and we can see and feel the difference. To read one of their stories and testimonies from the tour, go to our website at: <http://spadybunch.com/news/iwt/> for the latest news and pictures from Australia.

### Training

Another area of impact into people's lives took place a few weeks ago. I recently returned from teaching a DTS (YWAM's Discipleship Training School) in Ozark, Arkansas. I had the privilege of going down there to teach the first DTS there and loved it. I taught one week on the 'Father Heart of God', and last week I hosted the DTS here in Kansas City, teaching on 'Transforming Your World'. Soon these students will travel to Cambodia for their outreach to minister there for 3 months.



YWAM OZARK - Discipleship Training School

(Continued on page 2)

## **Sample Partners In Ministry Fundraising Dinner Banquet**

Jan17, 1999 @ Grace Baptist Church

- 5.45 Greeters at the doors and Usher Briefing  
Food is ready for serving and background music is playing
- 6.00 Opening prayer and greetings by Pastor Roger
- 6.05 Dinner is served
- 6.20 Special Music (Pastor Dave and Carol) while guests finish eating
- 6.25 Pastor Roger begins Program with people standing and greeting each other.  
Then explains what the evening will entail including financial opportunity.
- 6.30 Worship with guests standing (Joe and Jackie) Pastor Roger intro's
- 6.40 Testimony/Endorsement (Bruce Jensen) Pastor Roger introduces
- 6.45 Pastor Roger introduces Derek
- 6.50 Derek (ushers pass out Derek's newsletter to new people – hands raised)
- 7.10 Video
- 7.20 Financial Appeal/Interview – Pastor Roger/Derek
- 7.30 Pledge Cards explained (ushers pass out and collect per speaker's directions)
- 7.45 Closing Prayer – Pastor Roger (laying on of hands)
- 7.50 Guests dismissed – Pastor Roger

## Interview Question Samples

What is your greatest need?

*Prayer partnership and financial partners*

**How could we pray for you?**

*Different ways – some pray daily like I'm one of their kids – others pray off monthly prayer calendars.*

**How could we help you financially?**

*2 needs now*

- *Debt \_\_\_\_\_ (vehicle primarily) hard to get caught up when not at budget*
- *Monthly partners currently at \_\_\_\_\_ of \$1460 budget Average supporter is \$40 per month so some can only do \_\_\_\_ some can do larger...*

**Why is monthly supporter so important?**

*Prayer goes with the monthly gift and enables people to give smaller frequent amounts – less of a burden for the giver  
– provides a level of accountability for me...*

**What can those who partner with you in prayer or financially expect in return?**

*Monthly communications and prayer (especially as partners send in their prayer requests and pastoral care from a distance☺ Investment in 1000's coming to Jesus*

**Why is the financial are so important?**

*Tonight if I can eliminate debt and get monthly support up to this minimal budget I can really focus on evangelism for the next 24 months which I believe are going to be critical, as well as having the foundation for a career path or lifetime calling in missions work.*

**Could you give some giving examples?**

*A day a month partnership – 2 time gift examples – give a week*

# Personal Support Raising

## Sample Brochure

**INTERNATIONAL HOUSE OF PRAYER**

**Brian & April Pendleton**  
INTERCESSORY MISSIONARIES

"My house shall be called  
a house of prayer for all nations."  
- Isaiah 56:7

**Our Mission**  
To partner with Jesus Christ, the Eternal Intercessor, through worship, prayer, fasting, and outreach, so that the love of Christ and the Kingdom of Heaven will advance on the earth.

**Endorsements**  
The Great Harvest needs to be supplied by continual prayer and fasting. Intercessory ministries like the International House of Prayer in Kansas City are vital for the fulfillment of the Great Commission.

- Loren Cunningham,  
Founder of Youth With a Mission

...you are helping fulfill a desire of God's heart for His presence to be enthroned night and day upon a people that love Him. What you are pioneering at the IHOP Missions Base has huge significance for all who labor to reach the nations. May your lamp of worship and prayer continue to shine!

- John Dawson,  
President of Youth With a Mission

The Church today needs to be mobilized with continual prayer and fasting to release the harvest of souls waiting to be garnered from the nations. Mike Bickle's reliable ministry at his missions base in Kansas City is helping to answer a great need in this hour.

- Bill Bright,  
Founder of Campus Crusade for Christ

The Great Commission needs to be fueled with fiery continual prayer with fasting. Our greatest effectiveness in reaching millions of souls will be seen only as our work is bathed in prayer and fasting. Prayer ministries like Mike Bickle's in Kansas City are important for the completion of the Great Harvest.

- Jack Hayford,  
The Church on the Way

"Missions exists because worship does not" - John Piper

Brian and April Pendleton  
2000 Wood Street  
La Crosse, WI 54603

"Then He said to His disciples, The harvest truly is plentiful, but the laborers are few. Therefore pray the Lord of the harvest to send out laborers into His harvest."

- Matthew 9:37, 38



## Our Destination

International House of Prayer Missions Base in Kansas City (IHOP-KC). IHOP-KC is a non-profit organization that has sustained a 24-hour, citywide, interdenominational prayer ministry since 1999. The House of Prayer is structured into 84, 2-hour prayer meetings a week, each staffed with musicians, singers, and intercessors. It is committed to Prayer (intercession, worship, healing, prophesying, etc.), Fasting (covering 365 days a year), the Great Commission (proclaiming Jesus to all nations), and the Forerunner Ministry (preparing the Church for the End-times). They are also committed to equipping and sending missionaries as dedicated intercessors and evangelists working to see revival in the Church and a Great Harvest among the lost.

Biblical Example: The Tabernacle of David - King David financially released 4,000 musicians and 988 singers to minister to God.

For more information see: [www.ihop.org](http://www.ihop.org)

*"Your kingdom come. Your will be done on earth as it is in heaven." Matthew 6:10*



## Our Calling: Intercessory Missionaries

**WHAT IS AN INTERCESSORY MISSIONARY?**

An Intercessory Missionary is one who is dedicated to causing change in the lives of people in all nations through prayer, worship, fasting, and outreach. One Biblical example of this is Anna found in Luke 2:36-38.

## Our Story

Those of you who have known us for years know we have both felt called to full time ministry. As we look back, we can see that God has been preparing us for this step. We've served in or led several different types of ministries: children, youth, twenty-somethings, women, married couples, and short-term foreign missions. Brilliantly, God has always led us back to the importance of prayer and worship. He has shown us that prayer and worship is an invitation for God appointed things to occur.



The year 2004 brought with it a great sense of mobilization. We both sensed the Lord was leading us to sell belongings and to become debt free. In April of that same year, we became aware of an internship with IHOP-KC. After looking into it, we realized it was exactly the step we needed to take. So in February of 2005, we headed to Kansas City and found that being part of a House of Prayer not only lined up with our gift mix, it confirmed in us that we were created by God for this purpose. We don't know the whole plan for our lives, but we are confident that being part of a House of Prayer is where we are to direct our efforts. We anticipate that our time in Kansas City will be just long enough to have maximum exposure to its workings so that in coming years we can be part of teams going out and planting Houses of Prayer around the world.

"Let worship be the fuel for missions flame" - Matt Redman

## Our Commitment to Our Partners

1. To pray for you, your family and other special requests.
2. To send you personal & ministry updates.
3. Open invitation to visit, view, and participate in the House of Prayer. Come and be refreshed by the Lord.
4. To live a simple lifestyle based on God ordained principles



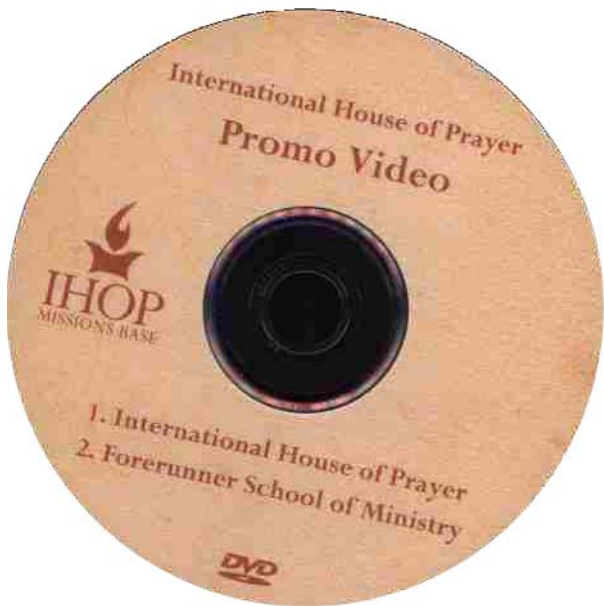
## Our Invitation

We humbly request your participation in what God is calling us to do. Many of you have been called by the Lord to work in the marketplace or in your own home and we would like to partner with you in praying for your calling. God's desire is that we rally around each other and together fulfill the Great Commission. No matter what part we each play, together we can cause a greater impact in the nations. We believe so strongly in the power of prayer that we are eager to invest our lives in it. However, we need your involvement to make that happen. We invite you to pray and ask the Father if joining us in this work of intercessory missions is something He is calling you to do.

# Personal Support Raising

## Personalized Stamp's (Zazzle.com)

The screenshot displays the Zazzle.com interface for creating personalized stamps. On the left, a preview of a stamp sheet is shown with a photo of a family and the text "Love from the Spady's". The stamp is valued at 39 cents and includes a QR code. On the right, the "Stamp Info" and "Customize It!" panels are visible. The pricing section shows a sheet of 20 stamps for \$16.99. Below the pricing, there are buttons for "Save", "Email", and "Publish", along with an "Add to Cart" button. The price \$16.99 is prominently displayed in green.



**Tools you need as an IHOPER – 2CD's AVAILABLE IN FORERUNNER BOOKSTORE**

## THE HOME PARTY

### SUGGESTIONS FOR DINNER HOSTS

Thanks for the extra help you are giving to us by inviting your friends to dinner to learn about our ministry.

1. Invite 2 to 4 couples or an equivalent number of singles to attend. They should be close Christian friends.
2. A mid-week night might be best for your friends' schedules. The dinner could begin around 6:30-7:00 and should end by 9:30.
3. Phone to invite them just as you normally would invite them for dinner.

The following may be helpful as you think through what you will say to your friends when you invite them:

- You are inviting a few friends over for dinner.
2. The purpose is to meet a Campus Crusade staff member whom you support and who is special to you.
3. You would like them to meet the staff member and learn about their exciting ministry.
4. As you may know they have to raise their own financial support:
  - A. Which can be a real faith stretcher. (I sure wouldn't want to have to do it).
  - B. They will tell about their need, but there is no pressure or asking you to make a decision at the dinner.
  - C. No hands raised.. . no pledge cards turned in.
  - D. They will just like to phone you a few days later to see if the Lord lays it on your heart to help support them.
5. Can you check your calendar to see if you are free on (day) evening the (date)?

### SOME THOUGHTS ABOUT THE ACTUAL DINNER

1. **To save you preparation time** . . . We could slip in and prepare the dinner or help in other ways.
2. **When the guests arrive** . . . it would be helpful as you introduce us to give us a little of their background such as what they do, number and ages of children, etc.
3. **During the dinner itself** . . . It may seem a little unusual but it's been helpful and fun when the host asks a couple of questions for each person around the table to answer. Examples: What do you like best about your work? What involvements occupy your spare time? What is a favorite hobby or special thing you enjoy?
4. **After dinner and before dessert** . . . This is when we would like to adjourn to your family/living room for our presentation. We would appreciate your reintroducing us and explaining to your friends why you believe in us and our ministry
5. **After our presentation** . . . Invite everyone back to the dining room for dessert and coffee. This is a nice way to end the evening together.
6. **Clean up** . . . Count on us to clear the table, do the dishes and whatever else we can to help.
7. **Last but not least** . . . We would appreciate your giving us your guests' home and work phone numbers. We will then phone them three or four days after the dinner to see if God leads them to be a part of our support team.

We love children, but at the dinner they can be distraction. If some of your friends have young children, here are some ideas:

- They use their own babysitter.
- All the kids go to one of your friend's home and one sitter watches them.
- They all come to your home but are fed and taken care of by a sitter who watches them in a separate area of your house.
- We, of course, would gladly pay for the babysitter.

# Personal Support Raising

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SAMPLE OF PARTNER HOME PARTY LETTER # 1 (Invitation letter for people to host you)

Tom & Judy Livingston

9034 Manning Avenue  
Kansas City, MO 64138

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June 13, 2006

Dear Bob & Joan,

[2-3 personal paragraphs]

The Lord has been gracious in meeting our needs, but we need to take some time to raise some additional support. Over the last year our need has become significant due to a number of things. We have had and will continue to have regular monthly medical expenses. We've lost support from some of our ministry partners who have lost their jobs. We've been trying to live at only 50% of our needed budget over the last year, so even some of our regular and housing expenses have piled up. We are confident that the Lord will rise up the \$1200 per month that we need.

You have been such a blessing to us by supporting and praying for us. But there is another way that you can be a great help to us. What we really need is to be able to meet some new people to whom we can present the excitement and impact of our ministry and see if the Lord leads them to support us. A very effective way to do that is through a small dinner. Would you be willing or have a dinner for us to introduce us to two to four of your Christian friends? We know that this is asking a lot from you.

Our ministry has found that meeting people in this kind of atmosphere is a great way for us to be introduced. We want them to know before they come that we will be sharing about our ministry and asking for support. But they will not be asked to make a decision that night.

We are planning to be in town and would ask you to consider one of those evenings. Tom and I would be glad to provide or help you make dinner.

We would appreciate your considering this. We'll give you a call in a few days to see if you will be able to help us in this way.

Yours in Christ,

# Personal Support Raising

## SAMPLE OF PARTNER HOME PARTY LETTER #2 (Give to those willing to host)

### Tom & Judy Livingston

9034 Manning Avenue  
Kansas City, MO 64138

June 13, 2006

Dear

Thanks for the extra help you're giving us by inviting your friends to your home to learn about our ministry. Raising support is the hardest thing we have to do and we appreciate your help.

Here are some guidelines for you as a Dinner Host:

1. Invite 2-4 Christian couples or an equivalent number of singles to attend.
2. The dinner could begin around 6:30 – 7:00 and should end by 9:30.
3. Phone to invite them just as you normally would invite them for dinner. Because of busy schedules, a follow up or "reminder" call a day or two before the dinner would be helpful.

The following may be helpful as you think through what you will say to your friends when you invite the:

1. You are inviting a few friends over for dinner.
2. The purpose is to meet YWAM missionary whom you support and who is special to you. ☺
3. You would like them to meet the staff member and learn about their ministry.
4. As you may know, they have to raise their own financial support:
  - a. Which can be a real faith stretcher. (I sure wouldn't want to have to do it).
  - b. They will tell you about their need, but there is no pressure or asking you to make a decision at the dinner.
  - c. No hands raised . . . no pledge cards turned in. They would just like to phone you a few days later to see if the Lord lays it on your heart to help support them.
5. Can you check your calendar to see if you are free on (day) evening the (date)?

We have some thoughts about the actual dinner. We appreciate you doing this, and want to make the evening as easy as possible for you.

- To save you prep time, we could slip in and prepare the dinner or bring carry out. (At our cost)
- When the guests arrive, it would be helpful as you introduce us if you would give us a little of their background such as what they do, number and ages of children, etc.
- During the dinner itself, it would be helpful if you, as the host would keep conversation flowing. Discuss their hobbies, work, etc.
- After dinner and before dessert we would like to "adjourn" to the living room or family room for our presentation. We would appreciate you reintroducing us and explaining to your friends why you believe in us and our ministry. *We'll need a TV and VCR to show a video.*
- After our presentation invite everyone back into the dining room for coffee and dessert. This is a nice way to end the evening together.
- Count on us to clear the table, do the dishes and whatever else we can do to help.
- Last, but not least, we would appreciate your giving us your guests' home and work phone numbers. We will then phone them in three or four days after the dinner to see if God leads them to be a part of our support team.

Again, thank you for going the extra mile for us to help us with our task of support raising. We'll have a great time together, and trust the Lord for the results.

Love in Christ,

Tom & Judy

# Personal Support Raising

## SAMPLE SPECIFIC FUNDRAISING LETTER

{Date}

Dear <<salutation>>,

**Hope this letter finds you doing well and pressing into God.** I believe that 1999 and 2000 are going to be a critical transition years in people coming to Christ in the USA, as well as for us to grow closer to God as believers. I'd encourage you if you are not already, to begin pursuing God unlike you ever have. Also, I would appreciate additional prayer this year for an unusually fruitful ministry as we partner together to see thousands come to Christ this spring and fall!

**As you probably noticed on the front of this envelope, I have a special request for you to prayerfully consider.** I have some fairly major repairs needed on my vehicle (a 90 Nissan Maxima with 114,000 miles). Because my life and ministry require a lot of vehicle travel, I really need a dependable vehicle. Since my current support levels do not afford me the luxury of extra finances to cover unexpected repairs, I wanted to make you aware of this need. **To repair my vehicle (including exhaust and transmission work) so it's good for a couple of more years of dependable travel will require about \$2,000.**

**Also, I have a partner who will give me an unusually good deal on a vehicle 5 years newer, with 40,000 less miles.** This would require about \$1,800 in additional gifts towards my vehicle upgrade, and would probably be a better stewardship of funds. Either way, I am going to simply put this need before you and God and take whatever step I can with what is given.

I hope this kind of a 'financial ask' letter is not to foreword. Actually, **I am committed to my partners to only have one special financial request letter per year**, so that I am not always asking for money. People like you have been very faithful to me over the past 5 years as I have taken this step into voluntary missions, and through you God has been faithful to meet my needs. I'd simply ask you to prayerfully consider this need and do your best.

**If each person who I have communicated this need to would give a gift of \$50 -\$100, the majority of the cost of the car repair or upgrade would be covered.** Since not everyone will be able to give a gift of this size, if you have the means could you prayerfully consider a larger gift to cover for those who can't afford a gift of this size at this time.

Thanks **for your faithful friendship and partnership in ministry.** Together we are making a difference in the lives of many people across the U.S., and now around the world as well.

**Thank you for your prayerful consideration of this need.**  
**God's Best!**

**PS** - Please use the enclosed envelope and pledge card to let me know either way within the next 2-3 weeks as I am going to have to do something soon. Also - **If you would like your gift to be tax deductible please make checks out to: YWAM. - THANKS!!**

# Personal Support Raising

## SAMPLE PRAYER CARD (Refrigerator size)

Please pray for  
**Derek Vaksdal**  
serving with  
**IMPACT**  
world tour  
A Ministry of Youth With A Mission

Derek Vaksdal  
4121 B. NE Port Drive  
Lee's Summit, MO 64064  
(816) 795-1500  
E-mail: derekv@impactworldtour.com

*7 Years in Missions !!*

## SAMPLE PRAYER CARD (Business card size)

The Rummage family  
International House Of Prayer KC  
www.Rummagefamily.net  
703.473.8783

## SAMPLE OF NEWSLETTER (Black & White)



Glenn & Kari.

Impact World Tour.  
1121 B. NE Port Drive.  
Lee's Summit, MO  
64064. USA  
WK: (816) 795 1500  
Cell: (816) 506 1412  
Home: (816) 763 1774  
Email:  
lenas@impactworldtour.com

February 10 2003

Dear Fairfield Missions Committee,

### **“Did 28 of 28 Girls Really Get Healed of Deafness in India?”**

A Follow Up from last month's newsletter By Jason Nowland

Glenn mentioned to me that a number of people had been voicing this question to him since his last Newsletter, and thought it would be worthy of a third party checking into it. My first question was, “Could I talk to one of the people that was at the school where the girls were healed?” He said yes, so I made a phone call and this is what I found out.

I talked with Ted DiBiasi, a former pro wrestler who was used as one of the evangelists in India. Ted had never experienced anyone getting healed after His prayers and one of his private requests to God was, “I want to see you heal so I can tell people back home about your power.” I asked him to describe what happened at the school and this is what he said. “Every morning when we would gather in worship, we would hear stories coming from villages of people being healed, of demons manifesting during the Jesus Film presentation, and of God moving in power. That's what I wanted to see, but I was committed to preaching every night at the crusades.”

Later in the week some guys from Team Xtreme asked me to join them on a day trip to a deaf school so I went. The school was made up of girls from 7-15 yrs old, all of whom were deaf. We didn't go there with the idea of healing them, but at a certain point in the visit one of the Team Xtreme members asked if we could pray for the girls. We were in a small auditorium and the instructors lined the kids up in front of the stage. I went up to one of the girls and started to pray for her. As I was praying for her I felt the Lord encourage me to pray like you believe I can do it! At a certain point in the prayer one of the instructors, standing behind the little girl, said something to her. The little girl turned around. She did the same thing again, with the little girl's back turned and she turned around again. She was hearing what the instructor was saying! Tears were running down the instructor's face! I was crying. As I looked around the same thing was happening as the other guys were praying. God was opening up their ears! The instructors began to put the girls who were healed on the stage. When we finished praying all 28 girls received their hearing. All 28 girls were on the stage healed by God. It was a moment I will never forget!”

So did it really happen? Yes. How do we explain it? I think it's simple, God is still in the business of amazing us.

**“Why does God heal 28 of 28 kids in India, and we don't see anybody getting healed here in America.”** You will need to read next months newsletter!

### **Smithsons to Double within 40 days!**

It's a scary thought that in about a month there will be four of us running around instead of two. Scary to the world because in about 4 years there could be a little Glenn and Glennette trying to organize a preschool Gospel crusade somewhere in the greater Kansas City area. Scary to me because the responsibilities of fatherhood are so great, and so unknown.

Please keep us in your prayers. Kari has been doing very well, but we're still monitoring everything closely. We're going to have some significant health costs with the delivery, so if you have time please remember us in your prayers and in your giving.

Thank you so much for being part of our ministry.

We love you

Glenn and Kari Smithson

Ps. Fairfield Missions Committee, please fill out the back of the prayer card and send it, so we can pray diligently for you.



# Personal Support Raising

## SAMPLE COMMITMENT FORM

Campus Crusade for Christ

### THE COMMITMENT.

I invite you to make a commitment:

Would you join with me as a partner in ministry by pledging \$50, \$75, \$100, or some other amount, in monthly support?

\_\_\_\_\_  
Name  Mr.  Mrs.  Miss \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone Home \_\_\_\_\_ Work \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_  
\_\_\_\_\_

Could you begin your support this month by making out your first check today?

An option that is available for your convenience is to give by automatic transfer. Would this fit into your way of giving?

- Amount pledged \_\_\_\_\_
- Check attached
- Automatic transfer filled out and voided check attached
- Date will pick up \_\_\_\_\_
- Date will be sent \_\_\_\_\_



All gifts are tax deductible if you itemize.  
Please make your check payable to Campus Crusade for Christ.



# Personal Support Raising

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## The Magazine

(This is for you who will do larger magazines and publications in the future)

### Purpose

- To give information that will create interest in and give credibility to you and your ministry
- To minister to your donors, to teach, to sell a product, or to advertise/promote

### Elements to incorporate into a magazine

#### Checklist

- Lead story
- Letter from ministry head
- Testimonies
- Teaching(s)
- Schedule
- Product Advertisements
- Promotions/Opportunities
- Book Feature
- Needs (sometimes)
- Table of Contents (if magazine is extensive)
- Credits
- Ministry Address and Phone

**Common Myths about Magazines** - Missions organizations cannot do full color magazines because people will think they are wasting money.

#### Mailing Frequency

- Monthly
- Quarterly/seasonally
- By semester
- Annually

#### Typical format guidelines for a 12-page magazine:

##### Cover:

- "people" photo
- magazine title
- tab or subject tease

##### Back:

- mailing label
- ad or promo

##### Inside Back Cover:

- personal note from ministry head
- offer related to letter or testimonies

#### Keys to the success of a magazine

- lots of photos, especially of people
- simple maps, graphs, charts
- eye-catching layout

#### Avoid the following

- large blocks of words with no break
- "busy" covers (Often a photo of a single persona or crowd is most effective.)
- pages without photos or graphics (They will not get read.)

## Sample Phone Outline

- **Greeting**

"Hello! Is this \_\_\_\_\_ . . . May speak to \_\_\_\_\_ ?

'This is (your name), from (your agency)."

- **Chat briefly, exchange pleasantries**

"Jim, do you have a minute to talk? Is this a good time?"

- **If bad time**

"Could I can you back - . . . in a few minutes? In an hour? Tomorrow?"

- **If good time to talk**

"As you know, I'm on the staff with (your agency) in the Kansas City area. We're in our tenth year of ministry and are excited about what the Lord is doing."

- **If on mailing list and relationship is casual to distant**

"Have you been receiving our newsletters? Great! I hope you like them."

'This month I'm working on a special project. I'm in the process of developing my financial support team. Part of my ministry is to develop a group of friends who will join us in prayer and finances."

"As I thought about whom I'd enjoy having on my team, your name came to mind!"

- (Chance for humor here!)

"I wonder if there would be a time within the next week or two that I could stop by for about 45 minutes? I have a ministry video and an update of our ministry I want to tell you about. Then, sometime during our time together, I'd like to personally invite you to join our financial support team."

- **Or**

"You have shown a significant interest in our ministry in the past through your gifts and prayers. And we are grateful."

"I wonder if there would be a time within the next week or two that I could stop by for about 45 minutes to an hour? I have some information and pictures I'd like to show you, and I'd also like to update you on our financial goals for the coming year."

- **If they hesitate**

'There is no obligation whatever. I would consider it an honor to tell you about our ministry and be able to catch up face to face."

"Do you have a VCR? I have a 12-minute video that is excellent, and I'd like to show it to you!"

- Confirm appointment date, time, and directions to their home (or meeting location).

- If "no"

"I certainly appreciate your willingness to consider this, Jim. Maybe we could talk again in a year or two. Perhaps things will be different then..." (pause)

"In the meantime, I'll continue to send our newsletter for prayer. Our major prayer request is...When you think of us, that's the prayer need. Thank you!"

# *Personal Support Raising*

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end of notes