

***Intro to MPD: Getting a Biblical Perspective of MPD***

**A. WHAT IS THE MINISTRY OF PARTNERSHIP DEVELOPMENT (MPD)?**

1. It is the **development of ministry partners** — developing a team of people who **partner with you in ministry** by prayerfully undergirding and financially supporting *you and your ministry*.  
*<sup>10</sup> I rejoice greatly in the Lord that at last you have renewed your concern for me. Indeed, you have been concerned, but you had no opportunity to show it...<sup>14</sup> Yet it was good of you to share in my troubles...<sup>16</sup> for even when I was in Thessalonica, you sent me aid again and again when I was in need.<sup>17</sup> Not that I am looking for a gift, but I am looking for what may be credited to your account.<sup>18</sup> I have received full payment and even more; I am amply supplied, now that I have received from Epaphroditus the gifts you sent. (Phil 4:10-18 NIV)*
2. It is the **ministry to developing partners** — the missionaries’ initial & ongoing ministry **to** the partners who pray for and invest into their ministry.  
*<sup>11</sup> If we have sown spiritual things for you, is it a great thing if we reap your material things? (2 Cor 9:11 NKJV)*

**B. MPD STARTS WITH A CONVERSION**

1. To be successful in any type of partnership development, we must first have a paradigm shift from a cultural to a biblical paradigm.
2. Most people do not enter ministry because they like to fundraise, but most discover quickly that raising support is essential if you hope to be an intercessory missionary long-term. If the missionary is “forced” into fundraising because of the financial needs, the whole process is often a negative experience for everyone involved. Fundraising becomes “a necessary evil.” On the other hand, if the missionary becomes involved in partnership development as a spiritual ministry to God’s people, the journey is very fulfilling and fruitful.

“How can I get money for my ministry?” is the **wrong** question. “How can I educate, motivate, and challenge God’s people to be transformed more and more into the image of God, reflecting the generous heart of God?” – that is the **right** question. The process of raising support is about helping believers become more generous – like Jesus.

**C. PERSPECTIVE LEADS TO ACTION**

1. MPD is 90% perspective: Without the proper perspective we will not enter into this ministry with any clarity, confidence, or conviction.
2. **If** we believe that:
  - **Partnership** is biblical...
  - **Asking** is biblical...
  - And the laborer is **worthy** of his wages...**Then** we will do MPD with confidence.
3. Wrong perspective is one of the main reasons why many never enter or stay in full-time ministry. They feel called and have a burden but cannot see how it would be financially viable.

**PERSPECTIVE** (positive & negative) leads to **ATTITUDE**, which determines **ACTION**. You will do what you believe. So, we must have the right perspective concerning partnership development.

**D. FOUR BIBLICAL MODELS FOR MINISTRY PROVISION**

1. **Itinerant** – The itinerant minister travels to different churches and regions to minister where s/he is compensated for each ministry engagement. The provision comes primarily from the hosts of the traveling ministers and secondarily by offerings taken by the hosting congregation. (Luke 10:10-12)
2. **Overseer** – The overseer works for a church/organization who pays his/her salary. The provision comes primarily from the congregation/body to whom the overseer ministers. (1 Tim 5:17-18; 1 Corinthian 9:11)
3. **Tent-Maker** – The tent-making minister works a “day-time” marketplace job in order to fund their “night-time” ministry occupation. The tent-maker uses marketplace skills/talents in order to produce financial provision for ministry. (Acts 20:34, 18:1-3; 1 Corinthians 9:12,15)
4. **Missionary** – The missionary is financially supported by a group of ministry partners who releases and empowers the missionary to minister on his/her “mission field.” (Phil 1:4-5; 4:17)

**Know what ministry you are called to and the means of provision you are called to.**

**E. WHY PARTNERSHIP DEVELOPMENT? (THE CALLING TO BE A MISSIONARY)**

1. God in his infinite wisdom and power could have chosen any number of ways to financially supply for His missionaries, but He chose the giving of His people as a primary means by which these resources should be supplied.

***In all my prayers for all of you, I always pray with joy because of your partnership in the gospel from the first day until now. (Philippians 1:4-5 NIV)***

[ **partnership**: fellowship (*Gr: koinonia*), participation, communication, communion. ]

2. When you are developing partners for your ministry, you are not working to be in ministry – it is a vital aspect **of** your ministry.
3. Because developing partners is ministry, we must prepare our hearts in the same manner and with the same intensity as any other aspect of ministry. We must also prepare our presentation with the same care as a sermon we preach or a book we write.
4. Partnership Development also:
  - ...invites and involves people into the Prayer Movement and the Great Commission.
  - ...frees the missionary from the need to seek out a salary.
  - ...releases more laborers and strengthens the Prayer Movement.
  - ...increases the longevity of the missionary.
  - ...creates long-term relationships & results in an ongoing prayer team for your ministry.

## F. BIBLICAL EXAMPLE OF JESUS' PARTNERSHIP DEVELOPMENT

1. <sup>1</sup> Soon afterwards, He began going around from one city and village to another, proclaiming and preaching the kingdom of God. The twelve were with Him, <sup>2</sup> and also some women who had been healed of evil spirits and sicknesses: Mary who was called Magdalene, from whom seven demons had gone out, <sup>3</sup> and Joanna the wife of Chuza, Herod's steward, and Susanna, and many others who were contributing to their support out of their private means. (Luke 8:1-3 NASB)

### i. Jesus' Partnership Team:

- The 12 Disciples
- Mary Magdalene
- Joanna
- Susanna
- "many others"

ii. Notice that Jesus humbly put Himself in a position of being dependent on other people.

iii. Why did Jesus not keep working part-time as a carpenter? Why does He not supernaturally make bread when He needs it?

iv. We all have a need to give and a need to receive. God has fashioned the Body of Christ as many interdependent parts who need each other (Eph 4:15-16).

<sup>3</sup> "This is my defense to those who examine me. <sup>4</sup> Do we not have the right to financial support? ... <sup>6</sup> Or do only Barnabas and I lack the right not to work? <sup>7</sup> Who ever serves in the army at his own expense? Who plants a vineyard and does not eat its fruit? Who tends a flock and does not consume its milk?" (1 Corinthians 9:3-12 NET)

## G. DEBUNKING MYTHS ABOUT PARTNERSHIP DEVELOPMENT

1. *Myth: "I can't raise enough support to live on."*

**Reality: Thousands of missionaries are doing it already.**

i. If God has called you, you will not exhaust His provision and support.

ii. People need to give:

*But just as you excel in everything – in faith, in speech, in knowledge, in complete earnestness and in your love for us – see that you also excel in this grace of giving.* (2 Corinthians 8:7 NIV)

*Not that I am looking for a gift, but I am looking for what may be credited to your account.* (Philippians 4:17 NIV)

The ministry of partnership development is **providing opportunities for God's people to invest and get involved in God's work**. MPD helps a Christ-follower answer this all-important question: "What do I do with what God entrusted to me?"

2. *Myth: "I don't have enough contacts to raise all of the support I need."*  
**Reality: EVERYONE is a potential partner.**
  - If someone is walking & breathing, they are a potential partner of your ministry.
  - You may run out of family and friends, but you will never run out of contacts.
3. *Myth: "MPD is just fundraising."*  
**Reality: MPD is about partnership!**
  - In fundraising, once the donation has been made, the transaction is done.
  - Girl Scouts fundraise. Football teams fundraise. We develop partners.
4. *Myth: "MPD is a 'Necessary Evil.' People only do this because they have to."*  
**Reality: MPD is a vital aspect of your ministry.**
  - MPD is a ministry, *not* what you to have to do to get into ministry.
  - Your partners are real people with real needs that God has joined to your ministry team, not simply a source of income.
  - MPD is a miracle – walking into a stranger's home or place of business and walking out with their partnership, trust, friendship and prayers is a true act of God.

## **H. THREE KEY INGREDIENTS OF SUCCESSFUL MPD**

### **1. FAITH**

- i. Successful MPD starts with the revelation that God is the one who meets all of our needs, even though he requires us to work hard. Working hard is our act of faith trusting that he will honor and bless the labor of our hands and bring His provision. Faith is rising above discouragement, being sure of your calling, and believing God at all times.

***My God will supply all your needs according to His riches in glory in Christ Jesus. (Philippians 4:19 NASB)***

### **2. STRATEGY**

- i. If you fail to plan, you plan to fail. And if you aim for nothing, you are sure to hit it. ☺ Good strategy will produce clear communication, confidence for effectively communicating to different demographics, and clarity in the partnership process.

***The plans of the diligent lead surely to advantage, but everyone who is hasty comes surely to poverty. (Proverbs 21:5 NASB)***

### **3. DILIGENCE**

- i. The ones who succeed in MPD are the ones who know how to push themselves when they do not feel like it. MPD is a time-intensive ministry that requires diligently doing the right things day in and day out.

***Poor is he who works with a negligent hand, But the hand of the diligent makes rich. (Proverbs 10:4 NASB)***

***The soul of the sluggard craves and gets nothing, while the soul of the diligent is richly supplied. (Proverbs 13:4 ESV)***

## I. FUNDAMENTAL CONCEPTS OF SUCCESSFUL MPD

### 3. *Watch the motivation of your heart*

- i. **Don't look at people as dollars** – God is your provider, not people.

*An overseer must be above reproach... free from the love of money. (1 Tim. 3:2 NASB)*

- ii. Unless we are free from the love of money, it will be impossible to be successful in MPD. Greed and fear of lack will rob us of the faith and joy of trusting God and seeing Him provide.

### 2. *Be confident of your calling*

*Therefore, brethren, be even more diligent to make your call and election sure, for if you do these things you will never stumble. (2 Peter 1:10 ESV)*

- i. People want to give to people who have a clear sense of calling and who are confident in where God's called them to be – people don't want to give to uncertainty.
- ii. If you are impassioned and burdened for what God has called you to, people around you can also be excited for you.
- iii. But you can't fake it – real confidence in your calling will only breed confidence in you.
- iv. If God has called you, it doesn't matter how much you need to raise – He **will** provide.

### 3. *People give to people (but justified by a cause)*

- i. People are interested in you first, and secondarily in an impersonal cause.
- ii. If people's motivation to give is primarily a cause, when they find a better cause, they will give to that instead. But if people are giving because of relationship with you, the more they get to know you and develop a burden for your ministry, the more they are willing to invest.
- iii. So share yourself before you share the cause.

### 4. *Giving Requires Asking*

- i. **People are more willing to give than we are willing to ask.** God tells us to ask, but we are usual more afraid to ask than people are willing to give.

*You do not have, because you do not ask. (James 4:2 NASB)*

*Ask, and it will be given to you; seek, and you will find; knock, and it will be opened to you. (Matthew 7:7 NKJV)*

- ii. Asking people for support is giving them an opportunity to put their resources at the disposal of the Kingdom.

**iii. Barriers to our asking**

- a. *Fear of Rejection* –we are afraid of being rejected so we don't ask or ask in a timid, unconfident way.
- b. *Pride* – we think we are “above” asking for help.
- c. *Insecurity* – we are intimidated and lack confidence to ask boldly.
- d. *Lack of understanding* – we don't know how to ask or why people would want to give

**iv. Do not be afraid to ask repeatedly**

- a. *Deferred gifts* – Principle of sowing now and reaping later.
- b. Ask for multiple causes and needs you may have.
- c. Determine the time frame for the next ask.
- d. It will create increased opportunity for involvement and commitment.

**v. L.E.A.D. them ... as strategic investors**

Lay out the vision

Explain the strategy

Ask them for partnership

Deliver what you promise

**5. Create Lasting Relationships**

**i. Take time to develop trust and confidence with your partners**

**a. Ask questions & listen – find out about their...**

- Story
- Family
- Concerns
- Needs

b. If you take time to care for their needs, they will be more willing to serve yours.

c. As a need arises, take time to minister to them and pray for them.

d. As you sow, so shall you reap.

***Whoever sows sparingly will also reap sparingly, and whoever sows generously will also reap generously. (2 Cor 9:6 NIV)***

**ii. Stay accountable to your partners**

a. Keep your partners up to date with how your ministry is progressing.

b. Treat your partners as co-laborers in the ministry.

- iii. Stay in touch & communicate with your partners regularly
  - Newsletters
  - Blogs
  - twitter
  - facebook
  - Email
  - Phone call
  - Personal visit

- iv. **L.O.V.E.** them ... as friends

Listen to them

Open your heart to them

Value them

Exemplify generosity

6. ***Expressing thankfulness is critical***

- i. The most fundamental key to MPD is the “Thank You” – avoid ingratitude or unexpressed gratitude.

- ii. Key Elements of a “Thank You”:

*a. Acknowledgement*

*b. Appreciation*

*c. Achievement*

*d. Reasons for your partner to keep on giving*

- iii. **L.I.F.T.** them ... as biblical stewards

Listen to them

Invest in them

Faithfully pray for their needs

Thank them often

**J. ASSIGNMENT #1: WRITE YOUR TESTIMONY & MINISTRY VISION**

1. What's your story? **Write out a personal narrative of (1) how you came to Christ, (2) how you got called into the ministry (if applicable), and (3) how you came to be at IHOP-KC.** Target someone that you are newly meeting, and don't assume they know your background.
2. What is the mission, vision and values of IHOP-KC? How does your personal vision fit into the larger corporate vision of IHOP-KC? What is the significance of your future ministry/role at IHOP? Why should a potential ministry partner commit to investing into your ministry? **Write out your ministry vision and how it relates to the greater vision of IHOP-KC.** Share what is on your heart and why it is that you are/becoming a full-time intercessory missionary at IHOP-KC.
3. This will be a key component of your initial meeting with a potential ministry partner.

**K. ASSIGNMENT #2: MAKE YOUR CONTACT LISTS — NAMESTORMING!**

1. **GOAL: Namestorm a list of 200 potential ministry partners.**
2. Start making lists of people who you know and can approach about support. Don't make their decision for them – don't discriminate people because you think they are not able to give or wouldn't want to.
3. Focus on those who profess faith in Jesus (but you can also include family or close friends)
4. Start with...
  - Immediate family
  - Close friends
  - Church members
  - Extended family
  - Co-workers
  - Classmates
  - Social / community groups
  - Friends from ministry/mission trips
5. Other sources of contacts:
  - Local Churches
  - Christian Business Groups
  - Christian Women Clubs
  - Prayer Breakfasts
  - Bible Studies
  - Civic Groups
  - Christian Yellow Pages
  - Christian Magazine Subscription Mailing List



6. **TOOL:** If you have a PC (or a Mac with Fusion or Parallel), you can download TNTMPD ([www.tntmpd.com](http://www.tntmpd.com)), a software package (developed by Campus Crusade for Christ) that helps you track your partners' contact information & giving patterns as well as manage your partnership development process.

## **L. CONCLUSION**

MPD will challenge you to grow as a Christian leader like nothing else. If you are faithful, strategic, and diligent in MPD, it will be an incredibly formative process in developing faith, character, and discipline in your life that will prepare you for many fruitful years of ministry.

## **M. OTHER TOOLS & RESOURCES**

1. *Raising More Than Friends* (Doug Carter)
2. *The Spirituality of Fundraising* (Henri Nouwen)
3. *Growing Givers' Hearts: Treating Fundraising As a Ministry* (Thomas H. Jeavons, Rebekah Burch Basinger)

## **NAMESTORMING A LIST OF PROSPECTIVE MINISTRY PARTNERS**

As you begin the MPD process, one of the first questions you may ask is, “Whom will I ask to support my ministry?” You need to develop a list of prospective ministry partners. This list will include people you know well, acquaintances, and people you may not know well at all. Your objective for this assignment is to develop a list of 200 contacts.

To do this, we use a process similar to brainstorming. In brainstorming, the objective is to come up with as many ideas as possible before any evaluation is done. No idea is disqualified. Instead of brainstorming, we call our process “namestorming.” Your objective is to develop a list of names without evaluating their potential for supporting you. Don’t decide for an individual whether or not he or she is interested or is even in a position to support you. If you limit yourself to those you feel will or can give, you may prematurely disqualify those the Lord has called to be apart of your ministry partnership team. Later you will need to prioritize who to contact first, but for now, don’t disqualify anyone.

Your assignment is to namestorm a list of 200 potential ministry partners.

- Before you start, pray for wisdom, insight, and remembrance. You will be surprised how many people you know and how many people the Lord will bring to memory...
- To begin this process, write down all the spheres of influence with which you are and have been involved (eg. family, school, work, church, youth group, mission trips, etc.). Start listing people you know in each sphere of influence. And don’t discriminate – write down everybody that comes to mind.
- Then, go through the categories on the next page to help you think of potential contacts in other spheres and write down everybody that comes to mind.
- Enter these names into the TntMPD database (or an Excel spreadsheet). If you have their contact info or can find it, include it too.

## CATEGORIES FOR NAMESTORMING

Accountant	Doctor	Parents
Advertising agencies	Doctor's nurse	Parents' friends
Apartment manager	Dog groomer	Parents' employers
Architect	Downtown businesses	Pastors
Attorney	Editor of local paper	People you have led to Christ
Auto dealer / mechanic	Elementary school friends/teachers	Personal trainer
Avon lady	Farmers or ranchers	Pharmacist
Baker	Fast-food restaurants	Phone operator
Banker	Florist or jeweler	Pilots
Barber	Former customers	Plumbers or electrician
Beautician	Former employers	Policeman
Bookstore owner / employees	Former college professors	Prayer group
Bible study	Former high school teachers	Printers
Big Brother/Sister program	Former salesmen	PTA
Boat dealers	Foundations	Real estate agent
Bottling companies	Fraternity brothers	Real estate developers
Boy/Girl Scout leader	Garbage collector	Referrals
Brother's friends	Gardener	Relatives
Building contractors	Geologists	Restaurant managers
Butcher	Government employees	Retired people
Campus ministry	Grocery store owner / manager	Rotary Club
Chamber of Commerce	High school clubs / activities	Roommates
Childhood friends	High school counselor	Sales people
Children's teachers	High school friends	School annuals
Christian businessmen/women	High school teachers	School principals
Christmas card lists	Home owner association	Secretaries / Receptionists
Church choir director/members	Hospital chaplains	Self-employed
Church directories	Hospital personnel	Servicemen
Church friends	Insurance salesman	Service station manager
Church missions committee	Kiwanis Club	Service organization
Church-related publications	Jaycees	Shoe salesman
Church staff	Labor union representatives	Sisters' friends
City government officials	Landlord	Small group members
Civic clubs	Lawn mower	Sorority sisters
Coaches	Mailman	Spa friends
College friends	Mayor	Student government
College professors	Military personnel	Sunday School classes
College student organizations	Milkman	Teachers
Community leaders	Mission trips	Teammates
Computer programmer	Morticians	TV/Radio Stations
Congressman / Senator	Neighborhood watch	Veterinarian
Corporate executives	Neighbors	Wedding list
Dentist	Neighbors at former residences	Worship team members
Dentist's nurse	Newspaper editor / writers	Women's clubs
Dermatologist	Office building directory	Youth group