

A. Vision of Partner Development

- a. **Hard work doesn't take the place of faith or joy in Gods provision**
- b. Allow consistent spending to met by consistent income
- c. God wants you to succeed
 - i. You are not being selfish. God called you to this.
- d. Perspective shift on partner development
 - i. Worth the income
 1. Most common jobs
 - a. Retail salespeople-\$24,630 (2052/mo)
 - b. Cashiers- \$19,030 (2052/mo)
 - c. Office clerks- \$27,700
 - d. Fastfood managers make between \$18,000
 2. You are encouraging, changing, and saving peoples live, that job deserves more than minimum wage
 3. PERSPECTIVE LEADS TO ACTION
 - a. MPD is 90% perspective: Without the proper perspective we will not enter into this ministry with any clarity, confidence, or conviction.
 - b. If we believe that:
 - i. Partnership is biblical...
 - ii. Asking is biblical...
 - iii. And the laborer is worthy of his wages... Then we will do MPD with confidence.
 - c. 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.
 - d. 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.
 4. Explain why your calling deserves an income
 5. What it is not?
 - a. Not fund-raising with a temporary relationship
 - ii. What it is
 1. *Also see MPD Doc on website*
 2. Support raising takes **relationship** and relationship require time, investment, and work
 - a. Casual support relationships causes casual income
 - b. Think of building a ministry team, or recruiting DTS staff etc
 - c. It's not about technique it's about relationship. More about relationship than donors.
 - d. Long term healthy relationship
 - e. Rooted in love
 - f. Every decision and communication is always:
 - i. Plumb-lined by love

- ii. And submitted to the Holy Spirit
 - g. God is going to get his house built. He cares intensely on how it gets built and the relationship between his workers as it gets built
 - h. Conversation between 2 stewards seeing if there stewardship overlaps.
- 3. Spiritual benefits.
 - a. Prayer base around ministry. Where your treasure is there your heart will be also. You want to work with a team
 - b. Creates on ramp for believers to get into missions. For many you will be there primary connection to global missions. Creates platform for message.
 - c. The process trains you for ministry.
- 4. 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.
 - a. **(Phil 4:10-18 NIV)** 10 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...14 Yet it was good of you to share in my troubles...16 for even when I was in Thessalonica, you sent me aid again and again when I was in need. 17 Not that I am looking for a gift, but I am looking for what may be credited to your account. 18 I have received full payment and even more; I am amply supplied, now that I have received from Epaphroditus the gifts you sent.
- 5. It is the ministry to developing partners — the missionaries' initial & ongoing ministry to the partners who pray for and invest into their ministry.
 - a. **(2 Cor 9:11 NKJV)** 11 If we have sown spiritual things for you, is it a great thing if we reap your material things?
- 6. Jesus did it
 - a. **Luke 8:1- 3 NASB** 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, 2 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, 3 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.
- iii. Develop worldview on money
 - 1. Thoughts have consequences. You won't do what you believe.

2. Thoughts >attitudes>actions
 3. It doesn't her really happen bc Our worldview doesn't include partnership
- e. 3 Critical aspects to Develop Partners
- i. Right Master
 1. Cannot serve 2. Not just greed. But who is calling the shots? Jesus or checkbook.
 2. We dismiss what we think is the will of God bc not enough money. Bottom line of checkbook does not necessarily indicate the will or favor of God. We hear will of God, don't see how financially then that dies within us. Still obey Bible. No debt etc
 - ii. Confident in calling
 1. Clarity is confidence. You cannot communicate it simply bc it's not yet clear in your thinking. That confidence imparts confidence to others. Wrestle with assignment for razed sharp clarity. You can change their impression of missions, finance and young people. Comes down to confidence. People will draw back if you are unsure. People give to faithful servants before they will the organization. Wrestle to get vision
 2. Shift from needs-focus to vision-focus.
 3. Not desperate. But am on an assignment. We don't partner w need. W partner w vision.
 4. Vision- understanding w clarity and my responsibility and role. Does t have to be big and epic.
 5. If you don't have clarity and conviction about what Gods asking you to do you will not press through rigors of partnership development.
 6. If you don't have vision you will have nothing to invite them into.
 7. Write a clear paragraph of your calling and how what you are doing fulfils that calling
 - iii. Giving requires asking.
 1. Generosity is prompted by an ask. Usually respond to given opportunities
 - iv. Common barriers to raising support
 1. Lack of knowledge
 2. Lack of tools
 3. Ineffective and inconsistent efforts
 4. No team building plan not take internet offerings
 5. Overly spiritual and overly narrow view of finance in missions
 6. Pride
 7. Fear
 8. Lack on our own Personal giving -You will never be poor own enough or have too big assignment to give
 9. Insecurity
 10. Wrong motives

11. Lack of passion. If assignment seems like prison. Won't give
- v. Facts
 1. Thousands of missionaries already doing it 250,000
 2. People need to give and need to give somewhere
 3. Invitation to e apart of team to accomplish something together
 4. PD is part of ministry not means to do ministry
 5. Is testimony of Gods faithfulness to us. He's more committed to the assignment than we are.
 6. God has given all time and resource we need to build team
 7. About good stewardship and trusting God as provider
 8. Walking in 2nd commandment love not just asking when in need.

B. Implementation of Partner Development

- a. 4 things to be successful
 - i. 1. Faith 27:00
 - ii. 2. Requires strategy- not floating
 - iii. 3. Diligence- only you can do this. it's not a fleece. Pressing through 100 people to find 35 requires diligence
 - iv. 4. Improvise- be open to it
- b. Name-storming-**
 - i. Come up with giant database of names
 - ii. Use template online for full info
 - iii. Don't assume you know who will give, just write down names
 - iv. Use categories on MPD sheet
 - v. Facebook
 - vi. Email contacts
 - vii. Phone Contacts
 - viii. Past DTS staff and students
- c. More personal the better**
- d. Inspire**
 - i. Everyone
 - ii. Not about \$
 - iii. What- What God is doing through you
 1. Capture, by asking people what God did in their life in worship etc... responsibility to supporters
 - iv. short, upbeat, popcorn praise
 - v. Consistently, everywhere
 - vi. Lifestyle
 - vii. Mailchimp, Facebook, Instagram, Twitter
 1. Write down quotes of what God did while I was ministering
 2. Dig the gold out
 3. Keep track of peoples info
- e. Inform**
 - i. Smaller amount of people
 - ii. Give God an opportunity to speak about giving before you even ask
 - iii. Prayer Request

- iv. not about \$
- v. person, problem, situation, solution
 - 1. Start with a name
 - 2. Afghan story, we want to take this to South Africa
- vi. Can use mailchimp
- vii. Chalkline.org \$1.13 (can use return envelope)
- viii. Let information and faith be clear, let asking for \$ be clear
- ix. Do you have a story that is exemplary of your ministry?
- x. 5 minutes to jot down some ideas for Inform letter**

f. Invite

- i. Before you get to invite, you are giving them an opportunity to talk to God about being apart
- ii. Am I a go-ers, pray-ers, give-ers
- iii. They are already are inspired and informed
- iv. Send a photo of yourself in an invitation size envelope
 - 1. Don't throw it away
- v. Handwritten (not broadcasting, interacting)
 - 1. Attach 3x5 card
 - 2. Dear George to go on this outreach I need \$300, would you join me at \$100?
 - 3. Could even scan hand-written
 - 4. picmonkey.com is a tool

vi. Be very clear and direct

1. Don't beat around the bush

- vii. Or Face to face- **did, doing dreaming** (stories)
 - 1. Start with a name
 - 2. Afghan story, we want to take this to South Africa
- viii. very clear ask at the end
- ix. Ask a yes or no question
- x. Give options of giving

g. Involve

- i. Follow up to invite ASAP after they have read the invite
- ii. Face to face or phone call (not FB or email)
- iii. Ask if it's a good time to talk
- iv. Catch up with them first, show you care
- v. Ask question, and let it hang
 - 1. \$100 or similar amount? then shut up
- vi. Don't be needy, If you say you know who is going to give, your making them the provider and not God

h. Work backwards from your needed amount.

- i. Take the total- maybe \$6,000
- ii. The average gift is \$150 so on average you need 40 givers.
- iii. Maybe half of those you ask will give. So we need 80.
- iv. Will probably not get a hold of everyone so double that to 160. Name-storm 160 names and inform, invite and involve them.
- v. This allows for 120 people to not give.
- vi. This gives you the freedom to have someone say no.

- vii. This makes it easier for you to not pressure and manifest insecurity on them giving. You can truly happily hear a no and feel fine.
- viii. Don't assume someone should or needs to give. GOD IS THE PROVIDER
- ix. You are giving people a chance to be apart of missions in a financial way.

i. YWAM Kona giving

i. Missions account

j. General Thoughts

- i.** Actually say what you mean - So that everyone understands (even that haven't been to a service or your culture) Whats the impact when worship isn't happening? (FTF)
- ii.** Look like you care.
 - 1. People would be more likely to give to a suit then homeless
- iii.** Wide and deep- both e-blasts and personal
- iv.** Special outreaches are one-time gifts are opportunities to get monthly supporters
- v.** Prayer Request about money are awkward
- vi.** If \$150 is average gift, triple the amount of people you ask so half of them can say no
- vii.** If you say you know who will give, you could be trusting in people as opposed to trusting in God

k. Stages

- i. DTS Could go in stages. First 200 letters are for everything. Next 100 in January are for the outreach.
- ii. spokeo digital phonebook

l. THANK YOU'S

m. Come up with plan and deadlines