

Fundraising Seminar for the Northeast Region

I. PERSONAL STORY OF CHURCH PLANTING

II. THE BIBLICAL FOUNDATION OF FUNDRAISING

#1 The Full- Time Worker Deserves support

- Luke 10:7
- 1 Timothy 5:17-18
- 1 Corinthians 9:7-14

#2 PEOPLE ARE BLESSED THROUGH GIVING

- Acts 20:35
- 2 Corinthians 9:6-11

#3 SCRIPTURES THAT SUPPORT THE FULL-TIME WORKER

- **Levites** Numbers 18:24
- **Jesus' Example** Luke 8:2-3
- **Jesus' Teaching** Matthew 10:9-10
- **Paul's Example** Acts 18:4-5
- **Paul's Teaching** 1 Corinthians 9:1-18

SPIRITUAL FORMATION:

- Learn to hear the voice and nudge of God more clearly. This is just as much about your faith and obedience than the people you are asking.

III. STRATEGY

CAST A COMPELLING VISION

Elevator Speech sharing your vision in 90 seconds: enough time to get from the 1st floor to the 6th floor

Practice and Report back

Personal Investment: How do you support the vision God has called you to? Do you give/ tithe/ sacrifice more than anyone else? I am not meaning your time but your finances

Clarity of Vision: Understanding the Vision that God has called you to: this was something that you should have already worked through: as a team, presenting to the CMT and Church Board, working with your Core Team.

Clarity is everything!

Elevator Speech:

NOTES:

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People Support the Messenger:

- Recognizing people are supporting YOU more than any vision you lay before them.
Donors
Church that is sending you out/ District

Identifying Potential Partners

- People in your life who have supported you and believed in your ministry.
- Pray for the persons' God is going to use to support the ministry.
- Understanding that the people you think will give most likely won't and the individuals who support you the most you WILL be surprised by.
- Consistently process through the span of your influence.
- Ask God to make you aware: nudge you to those people who will support you.
- Keep Track of people and gifts.
- Always thank those who support you.

Know Your Audience:

- One-on-one
- Small Group
- Large Setting- Sunday Morning or Special Event

One on One Meeting's

- Set up the appointment
- Be prompt and professional
- DO NOT FORGET or Reschedule
- Inform the potential donor why you are meeting
- Share your heart: vision and passion
- Communicate the support of Mother Church, Core Team and District (if C&MA)
- Allow for questions, comments, feedback
- Pray together and inform them that you will contact them as a follow-up
- Do not take No personal! Our relationships are not based on whether a person supports the ministry financially

What Partner's Are Giving To:

- General Budget: The main vision of the Church (BE CLEAR)
- Specific Needs
- Matching Gifts
- Create a Team
- Ownership: Get whole Core Team to participate
- Develop different approaches: one-on-one, small groups, large group setting
- District and Home Church
- Say Thank You

NOTES:

Fundraising Seminar for the Northeast Region

Bench Marks: Have a strategy of Benchmarks; this allows you to have measures of success!

Teach/ Equip/ Preach on Stewardship: It is imperative that Stewardship is a priority. Otherwise you will learn the hard way and be disappointed.

Celebrate!!!! Celebrate every gift that is given! Every ask and every give is a reason to celebrate.

Back to the Drawing Board: Celebrate!!!!
Continue the process until you reach the goal that is needed.

IV. PITFALLS

Fear: we don't ask because we are afraid of rejection; people not supporting our vision

Lack of Clarity: people want to here a tight, clear vision of what God has called you to do

Lack of Confidence: If you are not confident in what you are communicating people will not trust the vision you are sharing to them

Swimming in the Same Pond: Need to create new giving pools; too often ministries ask all the same individuals; those individuals become tapped out

Entitlement: Believing that people must give!

Holy Hinting: YOU MUST BE DIRECT

One Method: More ways than One!!!

V. Conclusion: Q&A

NOTES: