

# **Some thoughts on raising support for volunteer ministry**



**Southern Nazarene University  
Howard Culbertson**

**You're Not Going Anywhere  
Until You've  
Raised Your  
Support**



# Let's take the fear out of fund raising



# Why people will give to you



- They want to serve the Lord
- They are generous
- They have been waiting for someone to do what you are doing
- You articulate your vision well
- They think you are facing a challenge with great courage

# **Relationships will be the focus of your missions experience memories**

- You'll bring back lots of memories.**
- Make relationships -- not getting money -- the focus of what you do before you go.**

# **Think relationships -- before as well as during your missions trip**

- **Don't spend pre-trip time focused on money (or your lack of it).**
- **Focus on creating a network of prayer supporters.**

# **Share your vision, dream, and call**



**You need to be *friend-raising*,  
not fund-raising.**

**“There’s no shortage of  
donors. The shortage is  
of passionate, thrilling  
vision.”**

# **Creating the network God will use to provide your financial support**

- 1. Confess your dependence upon God.
- 2. Make a long list of addresses
  - | Friends and family members
  - | Church and district leaders
  - | Anyone interested in you and/or the lives of those you'll touch



# Coming up with your financial support



- 3. Create a mailer in which you share your dream
  - | Be specific
  - | Put a photo of yourself on the letter
  - | You need not ask for money outright, but tell them of your financial needs.
  - | Ask them to join you in prayer for your finances. Tell them where money should be sent. These gifts are tax-deductible if channeled through a church.

# Coming up with your financial support



## ■ 4. Follow up

- | Give God time to work. Don't start strong and then give up right away.
- | Use the phone
- | Offer to speak briefly in Sunday services, in Sunday school classes, in weeknight services

## **Key thoughts:**



**Make “raising support”  
mean creating a network  
of prayer supporters (and  
not just getting the  
necessary money)**

## **Key thoughts:**



**Your volunteer ministry  
increases the effectiveness of  
every missions dollar.**

**Be a vocal supporter of the  
Nazarene World Evangelism  
Fund.**

**Don't view yourself as  
begging for money.**



**You are allowing people to do  
what God has already called  
them to do:**

***Give.***

# **Some thoughts on raising support for volunteer ministry (end)**



**Southern Nazarene University  
Howard Culbertson**