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

1. They want to serve the Lord
2. They are generous
3. They have been waiting for someone to do what you are doing
4. You articulate your vision well
5. 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.
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)

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