Some thoughts on coming up with money for youth ministry

Howard Culbertson
Ever feel like this?
Goal for this seminar: Take the fear out of fund raising
Effective fund-raising

- Appealing cause
- Defined goal
- Invested youth
- Approaching deadline
- Keeps donors abreast of progress
Avenues

Events
Avenues

z Events

y Concert / Dinner theatre / Church talent show w/food and drink sales
y 5K Run / Walk-a-thon / Serve-a-thon
y Pancake breakfast or dinner
y Charity auction
y “Free” car wash
y Restaurant fundraiser
Events

1. Consider recruiting “corporate sponsors”
2. Caution: Lots of man-hours needed. ROI may be less than hoped-for.
Avenues

- Events
- Selling something
Avenues

- Events
- Selling something
  - Baked goods / other food items
  - Product sales
  - T-shirts
  - “Slave days”
  - Garage sales
  - Discount cards
Avenues

- Events
- Selling something
- Crowd-funding on social media
Avenues

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- Events
- Selling something
- Crowd-funding on social media
  - Facebook with PayPal account
  - GoFundMe.com / GiveForward.com
Avenues

- Events
- Selling something
- Crowd-funding on social media

Notes:
- Raising money on social media will be a lot of work.
- Credit card companies get a percentage.
Avenues

- Events
- Selling something
- Crowd-funding on social media
- Approaching individual donors
Why people will give to you

- They want to serve the Lord
- They are generous
- They like what you are going to do
- You articulate your vision well
- You are facing a challenge with great courage
Avenues

- Events
- Selling something
- Crowd-funding on social media
- Approaching individual donors
- Giving campaign
Avenues

- Events
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- Long term: Getting it in “the budget”
“I hate asking people for money.”
Then, don’t ask for money.
Then, don’t ask for money.

Ask for prayer that God will provide the “x” amount needed.
Don’t view yourself as begging for money.
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You are simply offering people opportunities to do what God has called them to do: Give.
Think relationships . . . .
Not checkbooks

- Don’t focus on money (or your lack of it).
- Focus on creating a network of prayer supporters for your ministry.
Share the spiritual needs, your vision, your passion

You are friend-raising, not fund-raising.

“There’s no shortage of donors. The shortage is of passionate, thrilling vision.” – Unknown
Key thoughts:

Make “raising money” mean creating a network of prayer supporters (rather than just getting the necessary money)
Key thoughts:

Your own volunteer ministry multiplies the dollars people give to Kingdom purposes.
You are not begging for money.

You are allowing people to do what God has already called them to do: *Give.*
This PowerPoint presentation is available along with related materials and other PowerPoint presentations at http://home.snu.edu/~hculbert/ppt.htm