



WELCOME TO MISSION SERVICE CORPS SUPPORT DEVELOPMENT



We are excited about the steps of faith that you have taken to become Mission Service Corps missionaries through the North American Mission Board to help reach North America for Christ. As you know, all MSC personnel are self-supporting and many have the privilege of trusting God to develop their financial support through developing a team of ministry partners. What God will teach you through the support development process is absolutely essential for your success as a MSC missionary.

Ministry Partner Development (MPD) is a process to involve other Christians in the fulfillment of the Great Commission. You are asking people you have a relationship with to enter into a partnership where they commit their financial resources to God for you so you will be able to commit your time and skills fully to introducing people to the Savior. It's as if you are climbing down into a cavern on a rope held by your ministry partners who are standing at the top. Ecclesiastes 4:12 says, "A cord of three strands is not quickly broken."

During MSC Support Development School you will spend approximately twenty-four classroom hours learning principles which will enable you to raise your personal and/or ministry support for a life time of service through Mission Service Corps. The training is a mixture of lectures with hands-on practice and workshops. There are also "homework" activities each evening.

After you complete your MPD training you may engage in developing two categories of support. The first is monthly support. This covers your salary, housing expenses, benefits, social security and various on-going ministry expenses. The second is special needs, which covers large one-time expenses such as moving, conferences, etc.

But before you come to MSC Support Development School, you will need to accomplish some essential preparatory work. **You have six assignments you must complete prior to arriving at the training.**

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| 1 | Read over the Position Focus for New MSC Personnel Sheet . | 11-12 |
| 2 | Complete the Bible Study God's Promise and Plan for the World | 13 |
| 3 | Read over Questions and Answers . This covers some common questions and objections that are sometimes raised about raising support. | 14-15 |
| 4 | Write out a Your Calling Testimony . You will use this at the beginning of each support appointment. | 16-19 |
| 5 | Set up a database for your MPD contacts | 20 |
| 6 | Namestorm a list of 200 potential ministry partners. | 21-23 |
| 7 | Raise all of your special needs to cover your Support Development School and Orientation expenses. | 24-36 |

When you come to MSC Support Development School, please bring the following with you:

- 1. Your written Calling Testimony (see Assignment #4).**
- 2. A list of 200 contacts that includes their phone numbers and addresses (see Assignments 5&6)**

In Assignment #7 you are asked to raise the money as needed for your Basic Training and Support Development School expenses if this is needed. A strategy is provided to help you accomplish that objective. Before you come to the training you are to focus on raising these special one-time gifts, not monthly support. There are a number of reasons for this. One very practical reason is that there are some special skills about raising monthly support that you will learn at support school, but can't be adequately communicated to you now. Of course, if someone offers to support you monthly, go ahead and have them begin to do that.

As you enter this new and exciting phase of your life's journey you will begin to see that Ministry Partner Development is a big task. But you will also see the hand of God at work to provide for you.

During Ministry Partner Development, remember:

Trust in the Lord with all your heart, and do not lean on your own understanding. In all your ways acknowledge Him, and He will make your paths straight.

Proverbs 3:5-6

We're looking forward to seeing you at Mission Service Corps Support Development School.

Yours in Christ,



Sending Missionaries Team
North American Mission Board

Philosophy of Ministry Partner Development (MPD)

In any field of endeavor, certain words evolve which take on special meaning. On the surface, it would seem that the aim of the training is to help you learn how to raise money for your ministry. But that is not wholly accurate. Our aim is broader. It is to help you become steeped in **development philosophy** and skilled in that field's techniques.

Development is a technical term applied widely to the profession and task of fund-raising.

Webster defines development-”to cause to grow gradually in some way; to cause to become gradually fuller, larger, better, etc.” Thus development has become a popular synonym for fund raising because it implies much more than “getting the money and running.” In this context, development refers to the process of gradually growing relationships that will yield on-going financial support. Its primary focus is on friend raising, and fund-raising is the secondary result.

This is consistent with Jesus' commitment to the infinite value of human life. He saw not only masses of humanity, but individuals. He saw a world of mothers, fathers, sons, and daughters.

Mission Service Corps' support development training is committed to the infinite value of the individual. Thus, we call those who support our ministry financially, “ministry partners.”

Realizing that you are in partnership with those who support you is critical to your development success. Your philosophy (your way of looking at the fund raising process) will ultimately shape your actions. Therefore, a foundational principle underlying our training is that we must learn to love our partners and use their money, rather than loving their money and using them.

Few tactics could be more strategic for Satan than to confuse your thinking and resultant actions in this vital area. If Satan could keep you and others from being effective at MPD, he could literally halt the forward march of God's army by choking off its supply line of financial resources. Consequently, no ministry challenge could be more strategic, and therefore more taxing emotionally, intellectually and physically than your on-going battle for financial support. *“For though we walk in the flesh, we do not war according to the flesh.”* (2 Cor. 10:13). The initial training will equip you with practical suggestions, which, if applied in the power of the Holy Spirit, will help you successfully win your friend-raising battle.

From the perspective of the North American Mission Board, ministry partner development is a Spirit-driven, relational endeavor which should always focus on the network of relationships – family, friends, and related churches – that God has given an individual over their lifetime (in preparation for such a time as this?). It can also include an ever-expanding network of personal referrals which those relationships open up and make available based on their personal interest in the mission and your particular ministry. MPD for Mission Service Corps missionaries or candidates should never involve cold-call approaches (in person, by telephone, or by mail) to people or churches who are not known to the missionary. Not only has this (cold calling) been proven to be ineffective in its results, it also compromises the integrity of Mission Service Corps in its charter from the Southern Baptist Convention and can lead to a detrimental impact on the joint channels of mission support in North America – the Cooperative Program and the Annie Armstrong Easter Offering for North American missions which provide the essential infrastructure for all MSC missionaries. The process of ministry partner development for MSC personnel is intended to complement and extend the impact of these two channels and not compete or detract from them. Thus it should always be stressed that support of missionaries via MPD is to be above and beyond regular tithes and offerings to the local church and in addition to giving through these joint channels.

MPD: A BALANCE BETWEEN FAITH, WORK AND COMMUNICATION

Success in Ministry Partner Development requires wisdom in three areas: faith, work, and communication.

Faith refers to the biblical perspective on trusting God. **Work** refers to effort and leadership principles.

Communication refers to truths about the process of exchanging ideas and feelings between people in order to create a response (i.e., how to write and speak effectively).

It would be wrong to place our trust in “Madison Avenue” communication techniques instead of God, our ultimate provider. And it would be wrong to become obsessed with the worldly “workaholic” success formula that causes marriages and families to be sacrificed on the altar of career advancement.

But it would be equally wrong to rationalize a poor support situation with an unbiblical view of faith. It is just as incorrect to say that a lifestyle of monastic self-denial demonstrates more faith, is less materialistic and ultimately more pleasing to God than having full support. This satanic view **almost** sounds right, as does any good counterfeit.

John R.W. Stott clarifies the balance we need to have between trusting God, working hard, and communicating effectively with people. His comments specifically apply to communication:

(From **Christian Mission in the World**, John R.W. Stott, p. 127)

“Some say rather piously that the Holy Spirit is Himself the complete and satisfactory solution to the problem of communication, and indeed that when He is present and active, then communication ceases to be a problem. What on earth does such a statement mean? So we now have liberty to be as obscure, confused and irrelevant as we like, and the Holy Spirit will make all things plain? To use the Holy Spirit to rationalize our laziness is nearer blasphemy than piety. Of course, without the Holy Spirit all our explanations are futile. But this is not to say that with the Holy Spirit, they are also futile. For the Holy Spirit chooses to work through them. Trust in the Holy Spirit must not be used as a device to save us the labour of biblical and contemporary studies.”

Trust in the Holy Spirit should neither be used as a justification for not aggressively raising money (as some justify not aggressively sharing their faith). If it's hard for you to ask people for money, then God may have you right where He wants you. If ministry partner development is your area of greatest insecurity, perhaps God can use it more than any other life experience to make you grow in faith.

Proper balance between faith, work and communication in no way negates the fact that God is our ultimate provider. However, it does clarify one of our responsibilities as Christ's ambassadors and stewards before God. Part of our job is to master principles in all three areas in order to raise money effectively. When we ask others to help fund the fulfillment of the Great Commission, we should do so with excellence. We should ask not only with grace, but also with godly competence because development success is such a critical step toward fulfilling the Great Commission.

The central role fund-raising has often played in God's plan through the centuries is illustrated in 1 Chronicles 29. David was used to focus the wealth of the people on building a physical testimony to the Lord, a temple. Today we have the privilege of establishing a human testimony to the Lord—men and women won to Christ and nurtured in their faith. Like David, we are responsible to ask others to give of their material possessions to support our ministries.

Apart from discipleship and evangelism (which themselves are often hindered by lack of funds), no single activity is more critical to the cause of Christ. Indeed, because raising money is so critical, and because Satan knows it is the Achilles heel to most Christian leaders, it's an area of intense warfare.

Think of the way the battle on the Russian front turned against the German army in World War II. The same freezing weather that froze their supply lines also froze the army's progress.

Satan could choose no better way to hinder the march of God's army against the gates of hell than to cut off the supply line of funds needed to communicate the gospel. So, think of raising your support, not as a diversion from the spiritual battle, but as the very heart of it.

As the Israelites wandered between Egypt and the Promised Land, God chose to miraculously provide manna (bread) from heaven to sustain them. Then, upon entering the land, He expected them to plant and harvest in order to feed themselves. Had Israel continued to expect manna in Canaan, it would have been an affront to God, since His new means of provision was through the land He had given them.

It is certainly possible that God could choose to miraculously meet your support needs through unusual circumstances. However, don't expect money to fall from heaven like manna. Rather, expect God to provide your support as you observe the laws of sowing and reaping in the area of human relationships. God wants us to enlist others as ministry partners by asking for their financial support.

Just as the Israelites had to plant in order to reap a harvest, we must cultivate personal relationships and ask in order to raise support. This is simply part of our stewardship responsibility as Christian leaders. And as wise stewards, we must ask effectively. The training you receive will help you ask with grace and excellence.

BIBLICAL PERSPECTIVES ON MPD

Biblical Basis and Attitudes

Attitude is the biggest determining factor in successful ministry partner development. No matter how great our expertise with the various support methods and materials, we can expect trials. Only the proper biblical perspective and attitude will enable you to accomplish God's will in your lives through this process. Since our experience has found wrong attitudes to be at the root of most missionary support problems, this entire first section will deal with the subject.

Four Preliminary Questions

Four preliminary questions need to be answered before we can get to the heart of attitude. First, *"Exactly how are many MSC missionaries financed?"* The answer: By taking the initiative to approach people we know and present what we are doing, why we are doing it, and what we need financially to begin or continue our activities.

This usually leads to the second question, *"Is this manner of generating funds consistent with biblical principles regarding financing full-time Christian workers?"* The answer is an unequivocal *"Yes!"*

Throughout history, God has freed up His full-time workers financially to be able to carry out His work. Both Numbers 18:21 and 35 (entire chapter) point out the Israelites' responsibility to use their tithes to fund the work of the Levites (God's full-time workers in the Old Testament). Leviticus 27:30 and Malachi 3:10 reiterate the Old Testament mandate setting aside one-tenth of all Israel's wealth for the Lord's work.

The New Testament teachings are equally clear. Philippians 4 shows that the church at Philippi supported Paul financially and that this pleased God (see verses 10, 14-16 and 18). 1 Corinthians 9 teaches that those who do the Lord's work should be provided for financially. In fact, almost all of 1 Corinthians 9 and 2 Corinthians 8 and 9 is a rebuke to the church at Corinth for not supporting God's people. Read these three chapters to get a feel for Paul's concern that the Corinthians support the Lord's workers. Even Jesus and His friends displayed the truth of 1 Timothy 5:18 (*"The worker deserves his wages."*) by depending on the gifts of friends for their financial needs.

Not only do we, as God's workers, depend upon others for finances, but both the Old and New Testaments show that it is perfectly legitimate to take the initiative and ask for funds. In 2 Corinthians 8:6, Paul not only asks the Corinthians to support God's workers, he actually sends a delegation to make sure they come through on their support pledge. Nehemiah, when returning from exile to rebuild Jerusalem, asked and got the necessary funds from a pagan king (see Nehemiah 2:1-8).

The third question that arises is, *"Why do we use this particular method?"* There are several reasons, but we'll touch here on only two major ones. First, our method allows the rapid growth that is absolutely essential if we are to accomplish our objectives of fulfilling the Great Commission in North America. This allows Mission Service Corps to be in a complementary role to strengthen and extend the mission outreach of our traditional funding mechanisms – the Cooperative Program and the Annie Armstrong Easter Offering for North American Missions. Support of MSC missionaries through Ministry Partner Development is always to be above and beyond tithes and offerings to the local church and giving through the Cooperative Program. Second, this method provides a built-in control that helps maintain the high standards of excellence our work demands. In other words, it helps pare out those who are not truly called to serve as missionaries as well as those who are insincere in their commitment to seeing lives changed through Christ.

A fourth question is *"What are the benefits for me and my ministry partners?"* Some benefits are:

- Your relationship to God will be enriched as you cling to Him and trust Him as never before. Going out on a limb for God will drive you to the Word and prayer.
- Your faith will greatly expand as you see God reach your support goal.
- This time often prepares you for these close-and sometimes demanding-interpersonal relationships that are a part of staff life, as God alters various attitudes and actions.

- Raising support helps develop a prayer base for your ministry as you form personal relationships with your ministry partners.
- This is an opportunity to minister to people who may never be reached for Christ in any other way.
- 100% of the support developed goes to the MSC missionary on the field. NAMB does not retain any of the monies as an administrative/overhead charge. The administrative infrastructure for this is provided for by the SBC Cooperative Program.

Your ministry partners will also benefit from this method as they are allowed to invest in something that has eternal consequences. They can personalize their giving by investing in a specific staff member's ministry. And, perhaps best of all, God promises to bless them for helping you (see Malachi 3:10, Philippians 4:17, Luke 6:38 and 2 Corinthians 9:6). Not only will He bless them financially, but also many of your ministry partners will be blessed by their involvement in your life, by becoming Christians, by understanding the Spirit-filled life or perhaps by being called into full-time Christian service.

We are committed, as a ministry, to emphasize the “whys” of what we do, including our method of ministry partner development. If, for some reason, you still have questions about this method of generating support, contact your ministry supervisor or Mike Riggins at NAMB (mriggins@namb.net) for further explanation and clarification.

God's Call

The key to a successful ministry partner development time is a proper understanding of God's call, His character, and His promises. Of foremost importance is an assurance of God's call. Hebrews 5:4,5 points out that even Christ did not set about His earthly task without being called by the Father to do it. The reign of King Saul over Israel (1 Samuel) underscores the absolute necessity of being called by God. With God's hand of blessing on him, Saul made tremendous strides. But as soon as God revoked the call (1 Samuel 15:26 is the turning point), Saul's refusal to acknowledge that revocation led to miserable failure. We need to ask ourselves why we are serving as missionaries. Is it a Christian graduate school for us? Is it because all our friends are serving? Was it the only job available? Or did God call us to it? Before we ever attempt to develop a ministry team, we must be sure in our hearts and minds that God and only God has called us to be laborers. If we know God has called us, we can be assured of having our needs met. Moses, David, and Joshua, among others, are examples of God miraculously providing the needs of His called ones. If you are called, you, too, will become a living example of this. *“And my God will meet all your needs according to His glorious riches in Christ Jesus”* (Philippians 4:19).

God's Character

But what are the character and resources of this God who promises to meet our needs? First, He is **all knowing**. He knows all your needs (not just financial). He knows who will be on your ministry team and how you are uniquely suited for one another. And He knows your weaknesses, strengths, and bad and good attitudes. Therefore, He can tailor-make your ministry partner development time for you.

God is also **all-powerful**. He can turn the world upside-down if necessary to meet your financial needs. In Genesis 18:14 and Jeremiah 32:27, God asks the question, *“Is anything too hard for the Lord?”* Obviously not! Paul underscores the limitless power of God in his exhortation in Ephesians 1:19-20.

Since God's resources are infinite, He can **abundantly** provide. Psalm 50:10-12 teaches that **everything** on earth is God's and Ephesians 3:20 says that God is able to do infinitely beyond our highest prayers, desires, thoughts or hopes, and far more than we would ever dare to ask or even dream.

The Bible further teaches that God is **immutable**. Both Titus 1:2 and Hebrews 6:17,18 tell us that God can't lie. Numbers 23:19 states, *“God is not a man, that he should lie, nor a son of man, that he should change his mind. Does he speak and then not act? Does he promise and not fulfill?”* God does what He promises.

Proper Attitude

In light of God's call, character and promises, what attitudes should we have toward ministry partner development?

2 Corinthians 5:20 says that we are Christ's ambassadors. First, it is important that we understand who we are: royalty, children of the King of the universe, those who will one day rule the angels (1 Corinthians 6:3); blessed with every spiritual blessing (Ephesians 1:3); holy and blameless before God (Ephesians 1:4); those who have been given all authority to reach the world (Matthew 28:18-20). As we realize who we are, our attitude will reflect these facts, resulting not in brash confidence, but in the quiet, calm assurance and confidence of a representative of the King of kings.

Second, in view of all this, we must constantly have the attitude that **everything belongs to the Lord**. In Psalms 50:12, God says, "...for the world is Mine, and all that is in it." Therefore, we should not be afraid to ask for what is already the Lord's.

Third, our attitude should reflect **the urgency of the time we live in**. Even most secular experts agree civilization seems to be moving toward a climax. At the same time, people have never been so open to the gospel. But history shows that this type of openness won't last forever. Never before has there been such a need for harvesters. Truly, people today are like sheep without a shepherd (Matthew 9:36,37). There is a desperate need for laborers to give these sheep help and guidance.

Fourth, we can **have no higher calling than serving God full time**. Our culture considers accumulating things like power and money the high callings. In our present society, money is not that scarce. However, the rare and priceless commodity is committed, loyal and trustworthy people – laborers for the Harvest (Matthew 9:38). What more significant work could we have than affecting lives for eternity as we serve our King?

Fifth, we need to have the attitude that investing in us is a privilege for our investors. Our emphasis on the lordship of Christ, the ministry of the Holy Spirit, aggressive evangelism, strategic planning and intensive training is being used of God for unprecedented results. Nowhere could an investor get better mileage out of his dollar than by supporting God's work through giving to missions. Our investors have a significant part in seeing people come to Christ; and, to top it off, our immutable God promises to give them multiplied blessings for helping us (Luke 6:38; Malachi 3:10 and Philippians 4:17,19). We can't repay our investors, but we know that God can and will.

Sixth, our attitude must be one of **quiet assurance and confidence** in God's character, promises and call. We must convey to our prospective investors that God will definitely raise our support; we just want to find out if they want to have a part in our lives and work.

The seventh attitude is that of **expecting results**. Remember, God is rich. He desires to abundantly provide for us (1 Corinthians 9:8).

Finally, we need to have the attitude of **trusting the Lord**, rather than our plans and methods. Be flexible to the Lord's leading (Isaiah 55:8,9).

Bad Attitudes

As we get involved in ministry partner development, some bad attitudes and problems sometimes creep in. One is looking at **dollars as the total goal**. When this occurs, we begin to regard support money as an end in itself. This can lead to people vying for the same investor, or even detracting from a fellow missionary's support. In these instances, we need to remind ourselves that we are seeking to involve people in a **total** ministry and to develop personal relationships with these people. Never forget that God will provide for His calling. We need to **graciously** go about finding those He has chosen to be on our team.

A second bad attitude yields an **apologetic image** (i.e., "*I hate to bother you. You don't want to invest, do you?*"). This is basically a problem of poor self-image or a lack of boldness. Recall who you are, who has called you, what you've been called to, who owns everything and the privilege of the investor. To remedy timidity, follow the formula for boldness in Acts 4:5-31: Be sure you are filled with the Spirit (v. 8), spend time with Jesus (v. 13), have the proper perspective concerning who has commanded you to talk to this prospective investor (v. 19) and pray for boldness (vs. 29,31).

One of the most serious attitude problems is an erroneous view of our salary structure. This is the philosophy of getting by on as little as possible. Often accompanied by guilt at presenting our salary structure (especially to those who make less than us), a feeling persists that taking partial salary and no reimbursements is "spiritual." The

real root of this problem is usually an attitude of “**God is on His last dime,**” resulting in shoddy homes, poor dress and other things unbecoming to a royal ambassador of the King of Kings.

We must realize that godly, Spirit-filled men and women have spent long hours seeking the Lord's will regarding our salary structure. It has been set at a level necessary to properly carry on a Great Commission ministry (i.e., housing that is suitable for a ministry profession and can be used as a platform for ministry, dress that reflects well upon the Father and His work, and so forth).

Let's not forget that too little money can make us just as materialistic as too much money. If we are constantly operating on a financial shoestring, our minds will always be dwelling on one subject, not to mention the valuable ministry time that will be wasted as we spend long hours on such things as do-it-yourself repairs on our dilapidated cars, driving all over the city for the best price on toothpaste, etc.

This attitude also calls God a liar. He says that He is rich and that He doesn't want us to just get by, but rather to have an abundance (2 Corinthians 9:8), so we can be generous with others. We might note in passing, the extreme importance of our generosity in cheerfully giving to the Lord's work. We, too, are subject to the law that we “get” in proportion to what we give (2 Corinthians 9:6). Many missionary support problems can be traced to poor giving habits.

Also, recall (especially when talking to those who make less than we do) that God has called each of His children to a different role in life. If we are in His will, we don't have to feel guilty about making more than some of our investors. We need the salary we get to execute God's will for this movement and its missionaries.

Men with families should be aware of the fact that the Bible teaches that an inadequate provider is worse than an unbeliever (1 Timothy 5:8). Our goal before God should be that of financial integrity in all areas, along with developing good financial habits now that will stand us in good stead for the rest of our lives. This will be a great testimony to the Lord, as people marvel at how well we live on such limited salaries. We should be aware that portraying a loser's image—one that hints, “*You should feel sorry for me and help me because I live so meagerly*”—hurts our ministry and support, since people are usually repelled by this negative frame of mind.

Attitude problem number four is an **inferiority complex**. The enemy often accomplishes this by convincing you that you aren't as good as the wealthy prospective investors to whom you talk. The antidote to this is, again, remembering who you are (i.e. royalty, a child of the King, etc.) and recalling the privilege of the investor. Reaffirm to yourself that the prospective investor could not get better mileage from his dollars than from investing in you—yours is a high calling and your work will have eternal impact.

A fifth problem that sometimes appears is the feeling that **we are one more among many worthy causes**. We begin to consider ourselves on the same level as hundreds of charities seeking funds, with the result that we feel we are bothering people and putting another drain on their budget. However, what God has called us to do as His servants and “just another worthy cause” shouldn't be even mentioned together in the same sentence. Our ministry is in response to a mandate from the God of the universe. By the eternal nature of our solution, we will get lasting results that deal with the root of man's problems. Unlike secular organizations, we have God's promise that He will bless those who support our ministry. To refrain from approaching a person to become a ministry partner is to steal from them that opportunity for divine blessing.

The last attitude problem we will touch on is the “**comparison blues.**” This results when you find out that another missionary has generated much more financial backing than you. So, you begin to think that God is unfair or that there is something wrong with you. Perhaps you even wonder if you are in God's will. When this attitude threatens, consider the fact that the clock does not rush God. He is working from and for eternity. His prime concern is your total needs, not just getting you to your assignment. He has tailor-made your support time perfectly for you, including how long it takes. Galatians 6:4 says that we should do the best we can in the power of the Holy Spirit, then we won't have to compare ourselves with others. After all, Jesus Himself taught that it isn't any of our business how He handles others (John 21:21,22). We should concentrate on how He is dealing with **us** and rejoice that He won't allow anything to happen to us that is not in our best interest.

Handling Problems

But no matter how much we concentrate on good support attitudes, problems are going to arise. The question is how should we respond to them. Ephesians 5:20 gives the answer: “...*always giving thanks to God the Father for everything, in the name of our Lord Jesus Christ.*” Everything includes problems that arise during MPD.

The logical question that comes up is, “*Why in the world should we give thanks for the bad things that befall us?*” Scripture again provides some answers. I Thessalonians 5:18 says that we should give thanks because it is God's will. That in itself is enough, but the Word elaborates far more. Philippians 4:6,7 points out that praying and thanking God for problems will result in God's peace that operates independently of circumstances. Also, Romans 8:28 teaches that **everything** (including problems) that happens to us God can use in working for our good.

Perhaps the most encouraging Scripture on the positive results of problems is found in James. “*Consider it pure joy, my brothers, whenever you face trials of many kinds, because you know that the testing of your faith develops perseverance. Perseverance must finish its work so that you may be mature and complete, not lacking anything.*” (James 1:2-4) Note that we are admonished to rejoice when we have problems. Why? Because if we meet our problems head-on in the power of the Holy Spirit (as opposed to squirming out of them), we will be developing those priceless commodities we call patience and strength of character. Never before has there been such a need for people with strong character to provide firm, patient leadership for God's flock. Frankly, problems are the method God uses to provide you with character that is strong, full and complete.

Romans 5:3-5 continues in this same vein, “*Not only so, but we also rejoice in our sufferings, because we know that suffering produces perseverance; perseverance, character; and character, hope. And hope does not disappoint us, because God has poured out his love into our hearts by the Holy Spirit, whom he has given us.*” What a tremendous perspective on problems Paul gives. Not only does he mention patience and strength of character as results, but he gives us a preview of where God is taking us: God is actually using problems in our lives so we can come to the point where we can live totally above circumstances. What freedom God wants us to have—freedom from circumstances! No wonder the Bible commands us to respond to problems by thanking God for them.

Tips on Prayer

In this section, we'll consider three tips on prayer that are invaluable during this time. First, **pray and act as if the support you need is already yours**. Jesus made an outstanding statement in Mark 11:24 when He said, “*Therefore I tell you, whatever you ask for in prayer, believe that you have received it, and it will be yours*” He did not say believe that you will receive, and then your request will be granted. He said that we need to believe that we already have what we are requesting and then we will receive it. Many times a day we should thank God that we already have our support and that it is just a matter of time before the human reality catches up with the divine reality. Not only will this revolutionize our prayer life, but it will also make the actual ministry partner development time a lot more relaxed and joyful, because the only uncertainty is **where** the support will come from, not if it will come in.

Second, our **prayer life needs to be honest**. Too often we tell God what we think He wants to hear, rather than what's really on our hearts. When we are discouraged, we need to tell Him. When we feel He has let us down, we need to express that opinion to Him. This is especially important during support time because of its rigorous and demanding nature. Many times God will be the only one to whom you can pour your heart out, so learn to be transparent with Him.

A last tip is to **refuse to operate without joy**. John 15:10,11 promises that a natural result of obedience is joy. As we obediently go out to develop our ministry team, we can expect a joyful experience because an immutable, all-powerful God promises it. When the enemy steals our joy, ask God to reveal any unconfessed sin (don't introspect). If God clearly puts His finger on something, we need to confess it and appropriate the fullness of His Spirit. Then move out in the power of the Spirit and persistently claim that promised joy through prayer until God blesses us. (See Luke 18:1-7 for a great parable on the importance of persistent prayer.) As we go about our Father's business, that promised joy will come flooding in, making our whole support time a joyful experience rather than a dreadful obligation.

ASSIGNMENT #1
POSITION FOCUS FOR NEW MSC PERSONNEL ON
MINISTRY PARTNER DEVELOPMENT

(Please note that the Position Focus is designed for someone who is in a position financially to commit his or her full time to raising support. We realize that some new MSC personnel have to continue working for a period of time while they begin raising their support. The objective is to raise enough support so that you will be able to quit your job and work on support development full time.)

Purpose of Position: To ensure that all of your monthly and special needs support is adequately developed so that you can report to or fully engage in your mission assignment.

Time Frame: From the conclusion of Support Development School and MSC Basic Training to the completion of raising your initial support.

Reports to: Your ministry supervisor. Also relates to any support coach who may be assigned to you.

ON-GOING RESPONSIBILITIES

1. Maintain your walk with the Lord. Take a day with the Lord when needed.
2. Plan weekly activities to reflect the priority of raising support.
 - a. Your objective is to raise your support within one of the following maximum time frames:

| | |
|---|--------------|
| i. Singles | 9-12 months |
| ii. Married couples with up to 2 children 5 years old | 12-18 months |
| iii. Larger Families | 18-24 months |
 - b. Your week is to reflect the weekly goals that you set at Support Development School. Each support activity will be a reflection of those goals.
 - c. Since MPD will need to be a primary focus during this time, you may need to excuse yourself from any ministry and non-ministry involvements that interfere with your support development activities. For example, if you teach Sunday School, you may need to find a replacement since you may use Sundays to visit various churches for MPD. If you are a Bible study leader, you may need to find someone to take over the leadership.
 - d. Spend a minimum of 40 hours per week in MPD. These activities include:
 - i. Setting up appointments through the phone and pre-call letters.
 - ii. Meeting people in their workplaces or homes to represent Mission Service Corps by presenting your ministry.
 - iii. Securing decisions from people regarding their desire to support you.
 - iv. Collecting the first check from each new ministry partner.
 - v. Correspondence related to Ministry Partner Development.

- vi. Gather referrals.
 - vii. Take one day off per week.
3. If you do not have enough support coming in and need to supplement your income by working another job, follow these guidelines:
 - a. Write out your budget. Determine what your bare-bones expenses are.
 - b. With the help of your supervisor or support coach, determine what level of support you will need to see coming in to ensure that your expenses will be covered. When that level of support is reached (this will not be your full support level), other employment should be discontinued so that you will be able to devote your full energies to MPD.
 4. Wives/husbands without children will accompany their spouse on most MPD appointments. Mothers will go on at least 2 appointments per week.
 5. On Saturday of each week you will e-mail, mail, or call a report of that weeks support activities to your supervisor or support coach. This provides important accountability needed to successfully develop full support.
 6. At least every other week, you will have a standing phone appointment with your supervisor or support coach. In some ministries you may have an additional standing phone appointment with someone on your ministry team that your supervisor appoints.
 7. Cultivate your relationships with your ministry partners by sending them a monthly newsletter.
 8. After 5-6 months into MPD, your ministry supervisor may invite you to take a vision trip to your ministry assignment if you do not already live in that area. In order to take this trip, funds must be developed to cover the expenses.
 9. **Always, as you have opportunity, share your faith.**

ASSIGNMENT #2

GOD'S PROMISE AND PLAN FOR THE WORLD

What is God's promise and plan for the world?

1. Read Genesis 12:1-3. What two things does God promise Abraham, and why did He give these promises?
2. Read Luke 19:9-10. Restate, in your own words, how Christ's coming to the world fulfilled God's promise.
3. Read Matthew 28:18-20 and Acts 1:8. What are some ways these passages relate to those we read in Genesis? What part does He ask us to play in fulfilling the plan?

How does your involvement in Mission Service Corps fit in with God's promise and plan for the world?

4. By answering God's call and committing your life to Christian service, you have more time to make a significant impact for Christ. How do you feel your plans for ministering through Mission Service Corps fit in light of God's promise and plan?

How do others fit in with God's promise and plan?

5. As you prepare to come to work through Mission Service Corps, what are some of the ways in which others can play a part in what you will be doing? (Read James 5:16, Colossians 4:2, Colossians 1:9, Philippians 4:17-19, II Corinthians 8:1-5, Luke 6:38.)
6. Prayer support is essential. Find two to five people who will pray for you regularly as you raise the support needed to attend Support Development School.

ASSIGNMENT #3

QUESTIONS AND ANSWERS

1. **“I feel as though raising support is the same as begging.”**

God’s calling is sacred, and He has called you into full-time Christian service to proclaim His name. This calling is not dependent upon your self worth. He has set you apart from others who are in secular work. The question to ask yourself is, “Is this calling worth raising support for?” The answer is an unequivocal “yes.” Christian workers have no need to beg. We are giving people an opportunity to invest in what God is doing.

- Read 2 Corinthians 5:11-21. What does this verse have to say about who you are? Who are you representing?
- Read I Kings 17:7-16. God sent Elijah to a widow to ask her to supply him with food.

2. **“People get so many requests for money. They're tired of giving. They won't want to help me?”**

- Read 1 Chronicles 28 and 29. What does David want to do? (28:1-2)
- How did the people help? (28:19-21, 26:6-9) People gave time, talents and money. What was their attitude and motivation?
- Read 2 Corinthians 8 and 9. What was the New Testament Church's attitude toward giving money to further the gospel? (2 Corinthians 8:1-4)

3. **“I could never ask a non-Christian for money!”**

- Read Nehemiah 1:1-11. What was Nehemiah's burden? To whom did he turn for help (2:1-8)? What response did he get?

4. **“I just don't feel comfortable asking for money.”**

Many people do not feel comfortable raising support. Your feelings are valid, and you should acknowledge them. But on other hand we cannot be ruled by our emotions. Asking others to participate in the Great Commission by becoming financial partners will take you out of your comfort zone. Any cause that is worthwhile is worth asking others to give to. You are asking people to give to God’s work, not to you.

- Read Matthew 6:19-21. How does Jesus describe the relationship between a person's heart and their wealth?

5. **“Isn't it enough to simply ask God to supply my finances, and then wait patiently for His provision?”**

Many people do not ask others to give because they are fearful they will be rejected. When you share Christ with others, some will say “yes” and others will reject the message. Similarly, many will say “yes” to supporting you, and some will say “no.” That is not a personal rejection. God has not called everyone to support your ministry.

In the Scriptures we find that God provides in both ways, asking and not asking. Some are tempted to say it is more spiritual not to ask. That is simply not true. It takes great faith to ask for support. How can one be willing to ask scores of people to be consider Christ, but are not willing to ask people to consider giving to the most significant thing they could ever give to, helping fulfill the Great Commission?

Mission Service Corps missionaries are called to take the initiative to actively go out and raise their support. Just as we are called to take the initiative and actively go share the gospel.

- Read Nehemiah 1-21. This story occurs 20 years after Ezra brings a remnant back to Jerusalem. Nehemiah learns of the terrible news that the wall of Jerusalem has not been built. Nehemiah both prays and steps out in faith by asking someone else to join his efforts.

ASSIGNMENT #4

WRITE OUT YOUR TESTIMONY AND CALLING TO MISSION SERVICE CORPS MINISTRY

One of the most important things you will communicate on every one of your appointments is how God called you into full time Christian work with Mission Service Corps and the North American Mission Board. You will want to communicate the heart that God has given you to reach people for Christ. You may be assigned to any one of a variety of ministries through MSC, but the heart of our ministry is to help fulfill the Great Commission. Ask yourself, "What is the vision that God has personally given you to help fulfill the Great Commission?"

You can begin writing your personal vision and calling statement by writing out your testimony. Some people have already written out their testimonies, but they most likely have been written for a non-Christian audience. This statement needs to be written for a Christian audience.

Your testimony is your story about how the Lord brought you to himself and gave you a heart to reach people for Christ. There should be a common theme that runs throughout your vision and calling statement. How did God bring you from point A, which is coming into a personal relationship with Jesus Christ, to point B, which is the Lord calling you into full time Christian service so you can help introduce others to Jesus Christ.

Your entire appointment will only be 30 minutes, so keep this in mind as you prepare your testimony. For singles, the testimony should be 3 minutes. For couples, it should be no longer than 6 minutes.

For this assignment to be complete, your testimony should be written out word for word, in verbatim form.

Answer these questions as you prepare it:

1. How did God give you a heart for reaching people for Christ?
2. What happened to cause you to want to go into full-time Christian work through Mission Service Corps?

Note for married couples: Couples often struggle with who should say what in the testimony portion of their presentation. BOTH should share how they came to know Christ. The one who can best articulate your joint call into the ministry should be the one to do it.

Do's and Don'ts of a Personal Testimony

Potential ministry partners will want to know how you came to Christ and how God has led you to be part of Mission Service Corps.

Do

1. Ask the Lord to give you wisdom and guidance as you write (James 1:5,6)
2. Choose a theme: one area of your life that Christ has changed (for example, peace, freedom, unconditional love, power to change lifestyle, victory over bad habit, forgiveness, etc.)
3. Follow a four-point outline:
 - a. Life before knowing Christ.
 - b. How you came to know Christ (be specific).
 - c. Life after you received Christ (changes He has made).
 - d. How God has lead you to Mission Service Corps to become a part of helping fulfill the Great Commission..
4. Emphasize point "C" above, if you became a Christian as a small child.
5. Begin with an interesting, attention-getting quote, anecdote, or rhetorical question and close with a good conclusion, perhaps with a verse of Scripture illustrating your theme.
6. Edit and rewrite as necessary. A 3 minute testimony will be about 2 pages, type-written and double-spaced.

Don't

1. Wing it! Matthew 10:19,20 does not apply here. ("When the time comes, God will give me the words to say") Stumbling over an unprepared presentation will make both you and your potential ministry partners uncomfortable.
2. Use Christian terminology, such as "saved," "born again," "converted," etc., because it may not necessarily communicate what you intend in every situation.
3. Be too wordy, vague, or speak in generalities. Avoid words like "wonderful," "glorious," etc.
4. Mention church denominations, individuals, or groups in a critical or derogatory way.
5. Give the impression that the Christian life is perfect.
6. Spend a great deal of time talking about church activities before your life began to change. Likewise, if you were involved with drugs, immorality, crime or drunkenness, avoid being explicit and sensational.

TESTIMONY WORKSHEET

To help you put together a clear presentation of your personal testimony for potential ministry partners by bringing clarity and organization to the events surrounding your conversion and how the Lord called you into ministry through Mission Service Corps.

I. Before I received Christ:

- A. What was my life like before I accepted Christ? Use an attention getting first sentence. Describe it in a way that communicates well to your audiences. Don't use religious terminology (i.e., "sinner," "saved").

- B. What did my life revolve around? What gave me security or happiness?

- C. How did those areas begin to let me down?

II. How I received Christ:

- A. When was the first time I heard the gospel? Or, when was I exposed to biblical Christianity?

- B. What were my initial reactions, and when did they begin to change?

III. After I received Christ (or gave Him complete control)

- A. Specific changes I have seen in my life (attitudes and actions) since becoming a Christian (include a personal illustration):

B. How long did it take before I noticed changes?

C. Why am I motivated differently? How does my relationship with Christ affect my decisions regarding activities, relationships, future, etc.?

IV. **My call to ministry through Mission Service Corps.**

A. How did God call you to ministry through Mission Service Corps?

B. What motivates you about reaching people for Christ?

V. **Remember:**

A. Write like you speak -- make the testimony yours!

B. Consider your audience (their age, interests, goals in life, etc.)

C. Choose a theme.

D. Practice it over and over until it becomes natural.

E. Time limit should be three minutes for singles and six minutes for marrieds.

ASSIGNMENT #5

Organizing Your Contacts and Your Schedule

Your Contacts

You need a system to organize and manage your contacts. The software program, **TntMPD**, is designed to help you do that. Download it from <http://www.tntmpd.com>. On the left-hand side you will see "Downloads." Click on that to install the program. On **TntMPD** home page under "Downloads" you will see "User Guides." Click here for the user guide, **Exploding TntMPD**, which is in a PDF format. The program will help you organize your contacts using the categories listed below:

1. **Future Contacts** (people you want to contact, but not right now)
2. **Most Likely to Give**
3. **Likely to Give**
4. **Least Likely to Give**
5. **Call Back For Appointment**
6. **Appointment Set Up**
7. **Call Back for Decision**
8. **Send Thank You** (partners you have not sent a "thank you" to)
9. **Partners** (those you have sent a "thank you" to)
10. **Non-Investor** (not giving, but wants to receive prayer letter)

Your Schedule

Purchase an appointment book or PDA for scheduling your MPD appointments.

This is the program that we would like you to use to manage your contacts and ministry partners. You will find this fairly easy to use. Your assignment is to download the program and type your contacts into the database. You will need this program for Assignment #7.

What is TntMPD?

TntMPD is a program for managing your relationships with your ministry partners. It was developed by Troy Wolbrink, a staff member at Campus Crusade for Christ, for use by those raising their ministry support. What's more—it's free!

Features:

- Keeps your address and phone numbers up to date.
- Import contacts from Outlook.
- Synchronize (two-way) with Microsoft Outlook. (for syncing to palm computers.)
- Easy mail merge with Microsoft Word. You don't have to know anything about Mail Merge to use this!
- Pictures (JPEG, BMP) can be stored with a contact. (You see their picture when you call them.)
- Automatic reminders to send thank you letters in response to certain donations.
- Links to auto dialer (if you have a modem).

- Analyze weekly MPD activities to help you fill out weekly updates for your support coach.
- Easily analyze your support situation in a variety of ways.
- Built in reports include: birthdays and anniversaries, 13 month donations, late donations.
- Full support for international names, addresses and phone numbers.

Requirements:

- Windows 95, 98, ME, NT4, 2000, or XP with Internet Explorer 4.0 or newer.
- Macintosh equipped with **Virtual PC**.

ASSIGNMENT #6

NAMESTORMING A LIST OF PROSPECTIVE MINISTRY PARTNERS

As you begin the MPD process, one of the first questions you may ask is, “*Whom will I ask to support my ministry?*” You need to develop a list of prospective ministry partners. This list will include people you know well, acquaintances and people you may not know. Your objective for this assignment is to develop a list of 200 contacts.

To do this we use a process similar to brainstorming. In brainstorming the objective is to come up with as many ideas as possible before any evaluation is done. **No idea is disqualified.** Instead of brainstorming, we call our process “namestorming.” Your objective is to develop a list of names without evaluating their potential for supporting you. Don’t decide for an individual whether or not he or she is interested or is even in a position to support you. If you limit yourself to those you feel will or can give, you may prematurely disqualify those God wants to become your ministry partners. Later you will need to prioritize whom to contact first, but for now, don’t disqualify anyone.

Your assignment is to namestorm a list of 200 potential ministry partners.

- Pray each day that the Lord will bring to your attention names of individuals whom you should contact.
- Create your contact list by namestorming everyone you can think of. Don't count anyone out. The average person knows hundreds of people. Everyone is a candidate! To begin this process, write down all the spheres of influence with which you are and have been involved, such as work, church, Sunday School classes, Bible studies, prayer groups, etc.
- Go through the list on the next page to help you think of potential contacts, and begin praying for those you plan to contact.
- Enter these names into the TntMPD database.

CATEGORIES FOR NAMESTORMING

| | | |
|--------------------------------|--------------------------------|-----------------------|
| Advertising agencies | Foundations | Shoe salesman |
| Apartment manager | Fraternity brothers | Sisters |
| Architect | Friends of parents | Sorority sisters |
| Attorneys | Garbage collector | Sunday School classes |
| Auto dealer or mechanic | Geologists | Tax accountants |
| Avon lady | Government employees | Teammates/Spa friends |
| Baker | Grocery store owner or manager | Telephone directory |
| Basketball team | High school/college friends | TV/Radio Stations |
| Bank president | High school/college profs. | Veterinarian |
| Barber | Hospital chaplains | Wedding list |
| Beautician | Hospital personnel | Women's clubs |
| Bible bookstore owners | Insurance salesman | |
| Bible studies/prayer groups | Kiwanis Club | |
| Boat dealers | Jaycees | |
| Bottling companies | Labor union representatives | |
| Boy/Girl Scout leader | Mailman | |
| Brothers | Mayor and other civic leaders | |
| Building contractors | Military personnel | |
| Butcher | Milkman | |
| Chamber of Commerce | Missionary societies | |
| directories | Morticians | |
| Children's teachers | Neighborhood watch | |
| Christian businessmen or women | Neighbors | |
| Christmas card lists | Neighbors at former residences | |
| Church choir director and | Newspaper editor/writers | |
| members | Office building directory | |
| Church directories | Parents | |
| Church friends | Parents' associates | |
| Church missions committee | Parents' employers | |
| Church-related publications | Pastors | |
| Church staff | People you have led to | |
| Civic clubs | Christ | |
| Coaches | Pharmacist | |
| Community leaders | Phone operator | |
| Computer programmer | Pilots | |
| Corporate Executives | Plumbers or electrician | |
| Dentist | Policeman | |
| Dentist's nurse | Printers | |
| Dermatologist | PTA Organization | |
| Dermatologist's nurse | Real estate agent | |
| Doctor | Real estate developers | |
| Doctor's nurse | Referrals | |
| Dog groomer | Relatives | |
| Downtown businesses | Restaurant managers | |
| Editor of local paper | Retired people | |
| Family attorney | Rotary Club | |
| Farmers or ranchers | Sales people | |
| Fast-food restaurants | School annuals | |
| Florist or jeweler | School principals | |
| Former customers | Secretaries/Receptionists | |
| Former employers | Self-employed | |
| Former college professors | Servicemen | |
| Former high school teachers | Service Representatives | |
| Former salesmen | Service station manager | |

ASSIGNMENT #7
**HOW TO RAISE YOUR SPECIAL NEEDS FOR MSC BASIC TRAINING &
SUPPORT DEVELOPMENT SCHOOL**

Before you arrive for Basic Training and Support Development School you will need to raise all of the support to cover the cost of the training if you do not already have it. The following pages describe three steps to raise these funds.

Attempt great things for God, and expect great things from God.

THREE STEPS TO RAISE SPECIAL NEEDS FOR SUPPORT DEVELOPMENT SCHOOL:

I. **PRAY** - Ask the Lord to help you in all aspects of ministry partner development. He is the one who will raise your support. Your responsibility is to go and ask.

II. **TWO SUPPORT RAISING STRATEGIES**

Letter/Telephone Strategy - This involves writing a letter to send to the people on your list who live in your community and other parts of the country. You will follow up the letter with a telephone call.

Personal Appointment Strategy - For some people it will be best to visit with them to present your ministry and to ask for support.

III. **THANKING YOUR MINISTRY PARTNERS** - It is important to thank your ministry partners for their gifts to your ministry.

LETTER/TELEPHONE STRATEGY TO ASK FOR SPECIAL NEEDS

Writing the letter

The purpose of this letter is to raise special gifts to cover MSC Support Development School expenses. This strategy involves you writing a letter to send to people that you would not be able to meet with personally. After the potential ministry partner receives your letter, you will follow up with a phone call to get his decision. The following is the structure of the letter:

1. Begin with a greeting.
2. Explain how and why you are being led to serve through Mission Service Corps.
3. Give a brief explanation of the ministry of Mission Service Corps as a part of Southern Baptist missions.
4. Mention your upcoming training expenses for MSC Basic Training and Support Development School (a single person should expect to raise approximately \$700-800; a couple without children should expect to raise \$1,000-1,200).
5. Request their financial support.
6. Mention you will call them for their decision.
7. Close the letter.
8. Handwrite a P.S. which says, "I'm looking forward to talking with you."

The following two pages contain two different sample letters. The first one is for a MSC candidate who is still in college and is about to graduate or a recent college graduate. The second letter is for someone who is changing careers to become a missionary through Mission Service Corps.

CARL JOHNSON
423 West Hurst Avenue
Chicago, IL 60521

April 20, 1994

Dear Mr. Marks,

I wanted to catch you up on what is happening in my life. The past four years I have been in school at Northwestern University. During my freshman year I met students and staff members who were involved in a Christian organization called Baptist Student Ministry (or whatever the group was called).

Through these students I came to understand what it meant to trust Jesus Christ as my personal Savior and follow him as a disciple. I became involved with BSM and learned how to share my faith and help new believers grow in their walks with God. It has been exciting to see God use me in helping reach others with the gospel. As I have prayed concerning God's plan for my future, I believe He has led me to pursue full-time ministry through the Mission Service Corps of the North American Mission Board (NAMB).

This ministry is part of the overall mission efforts of NAMB's commitment to making an eternal difference in people's lives. Their objectives are to expose every person in North America to the gospel, to win people to faith in Christ, connect them with a local church for nurture and discipleship, train them for ministry and send them to win and disciple others. Enclosed is a brochure about Mission Service Corps.

I have recently been accepted to serve as a full-time staff member with *XYZ Ministry* as a Mission Service Corps missionary. As part of my initial training, I will attend four days of training and orientation *November 1-5 near Boston, Massachusetts* (whenever and wherever your training is).

Like many other missions organizations, Mission Service Corps missionaries must raise all of their financial support. In order to attend this training, I need to raise \$800 (or \$1,200 for a couple) to cover the cost of training, room and board, materials and transportation. Would you be in a position to help me attend this training by giving a special gift of \$75, \$100, \$150 or some other amount?

To help me know if I have enough funds to attend this training, I will call you in about one week to see what you have decided and to answer any questions you may have. Again, I appreciate you considering my need and look forward to talking with you soon.

Yours in Christ,

Carl Johnson (Hand write name.)

P.S. *I'm looking forward to talking with you.* (Hand write P.S.)

**JOHN AND NANCY CLARK
423 West Hurst Avenue
Chicago, IL 60521**

April 20, 1994

Dear Carl and Martha,

How are you? It's hard to believe how much your children have grown. We enjoyed your Christmas letter catching us up on how your family is doing. I miss the times we all had together as families when you lived here in Chicago. It's hard to believe that our Christie is a senior in high school and will be going to college next year. Tommie is all boy and is enjoying every moment on the soccer team in his junior high school. Sam is in fifth grade and loves school.

During the last two years Nancy and I have been very active in the evangelism ministry of our church. The highlight of the week is when we go out to share Christ with people in different neighborhoods.

We have loved living in Chicago, but we are about to make a big change. Our burden to reach people for Christ has been growing, and we asked the Lord what He wants us to do. Sensing His calling, we have joined the Mission Service Corps of the North American Mission Board to serve full-time in ministry. This will mean my leaving Astro Engineering and relocating our family. We, including the children, are excited about this new direction in which God is leading us.

Mission Service Corps is a missionary component of the North American Mission Board committed to making an eternal difference in people's lives. Their objectives are to expose every person in North America to the gospel, to win people to faith in Christ, build them in their faith through the local church, train them for ministry and send them to win and disciple others. We have been accepted as full-time staff members serving in *XYZ Ministry*. As part of our initial training, we will attend four days of training and orientation November 1-5 near Boston, Massachusetts. Enclosed is a brochure about Mission Service Corps.

Like many other mission organizations, Mission Service Corps missionaries must raise all of their financial support. In order to attend this training, we need to raise \$1,200 (or \$800 if you are single) to cover the cost of training, room and board, materials and transportation. Would you be in a position to help us attend this training by giving a special gift of \$75, \$100, \$150 or some other amount?

To help us know if we have enough funds to attend this training, I will call you in about one week to see what you have decided and to answer any questions you may have. Again, we appreciate you considering our need and look forward to talking with you soon.

Yours in Christ,
John and Nancy (Hand write name.)

P.S. *We're looking forward to talking with you.* (Hand write P.S.)

Following up the Letter with a Phone call to Get a Decision

In about 7 days from the time you sent the potential ministry partner your letter, call them. Calling them at home or in the office is appropriate. Some may feel including a response card in the letter would make it easier than having to follow up with a phone call. However, most people will not return a response card. Because a person doesn't return it does not mean that he does not want to support you. Also, because the response card is more impersonal, it will not yield as positive of results as a personal phone call.

Calling a person back provides the best follow through for a letter. It enables two things to happen. First, and most important, is that you will be able to use that time to build a relationship with that potential ministry partner. People want to know that you are interested in them. We place a strong emphasis upon cultivating your relationships with your ministry partners. The second thing that will happen is that you will get their decision in timely manner.

Use the conversation flow chart on the following page when you call a person back for a decision

Getting the check

After a person gives you a decision to support you, you will need to pick up the check. If you are able, it would be best to pick up the check in person. If not, send the person a thank you note along with an envelope with the address already printed on it. (Put your address on it so it will be mailed back to you.) This will enable you to keep clear track of how much has been received.

Once you receive the checks from your ministry partners, you can send them to the North American Mission Board, Missionary Mobilization office. Make sure your account numbers are on the envelopes. Remember, all checks are to be made payable to "North American Mission Board."

SAMPLE PHONE CONVERSATION: LETTER/PHONE STRATEGY

Introduction:

Hello, Mr. Prospective Ministry Partner, this is (your name). (Chat briefly to build rapport) At the appropriate time say, I'm calling to see if you received the letter I sent you.

Transition:

Has not received it, has received it but has not read it, or has looked it over but can't remember the details:
You need to be prepared to share the need over the phone. **DO NOT SAY, I'll send you another letter.** Have your letter in front of you and briefly summarize it all the way through the ask.

Has received the letter:

Great! Have you been able to come to a decision yet?

Responses to the ask:

Yes/Prospective Ministry Partner is local:

Thanks so much. Your (restate amount of gift) will help me get to Mission Service Corps training. (Make sure you get an exact amount as this will confirm the commitment in his mind and will help you track your progress.) Arrange for a specific time and place to pick up the check by saying Mr. Prospective Ministry Partner, I've found the best way to help my new partners get started is by picking up your gift and sending it in to our national office for you. Would it be convenient for me to drop by on (mention day and time) to pick up your gift?

Yes/Prospective Ministry Partner is not local:

Thanks so much. Your (restate amount of gift) will help me get to Mission Service Corps training. (Make sure you get an exact amount as this will confirm the commitment in his mind and will help you track your progress.) Tell him that you will send him an envelope in which to send his gift to you. If you don't get the check within two weeks, call him to make sure it hasn't gotten lost in the mail.

Has received it but says no:

Close with appreciation and thank him for his time.

PERSONAL APPOINTMENT

Calling a Potential Ministry Partner for an Appointment

The objective of the phone call is to secure an appointment. This phone call is not the presentation. In order for people to make a decision to support you, they need to meet you and hear your story about how you came to Christ and how He called you into ministry through Mission Service Corps. Most likely this call will only be 2-3 minutes.

1. Begin with a greeting and ask them if they have a moment to talk. If someone referred you to them, mention that.
2. Ask if they are familiar with Mission Service Corps. If they are, let them know you are joining with this ministry and what you hope to do. If they are not, briefly explain the ministry of Mission Service Corps and what you hope to do. This should only be two sentences, not more than two.
3. Let them know you are in the process of raising support for your upcoming training expenses. Ask if they would have some time to meet with you so you could share your future ministry and answer any questions. If they are interested, set up the time with them. If they are interested but unavailable to meet with you, send them a letter.
4. Thank them for their interest and conclude the call, reaffirming the date, place and time of your appointment.

On the following two pages are conversation flow charts for calling a potential ministry partner for an appointment. The first one is calling a friend. The second is for calling someone you may not know well or don't know at all.

SAMPLE PHONE CONVERSATION: TALKING TO FRIENDS

Greeting:

Friends who do not know that you joined staff:
"Hello, (friend), this is (your name). (Build rapport). I'm getting ready to leave for Mission Service Corps training! I'll be there for four days with many other new MSC missionaries from all over the country. (If they haven't heard of it, explain) I'm really excited about it!"

Friends who know you are with MSC:
Hello, (friend), how are you? (Build rapport). I'm getting ready to leave for Mission Service Corps training! I'll be there for four days with many other new MSC missionaries from all over the country. I'm really excited about it.

Asking for an appointment:

Before I report to (your assignment), one of the things that I'm doing is meeting with my friends and members of my family to tell them more specifically what I'll be doing and how they can be involved financially in helping me get there. I wanted to get together with you. Would you be able to meet with me on (specify day) at around (specific time) or if would be more convenient, (alternate day and time). Which would work best for you? (Since it is a friend, you may suggest getting together for lunch, or dinner.)

Possible Response:

"I'm not really sure I can help you financially right now..."

Your response: That's fine! There are two things I'm hoping to do. One is to simply tell my friends and family about the exciting things God is doing through the ministry of Mission Service Corps and so they will be more informed about what I'm doing. And second, I'd love for you to consider contributing financial support. But let me assure you there is no obligation at all. I'd count it a privilege just to tell you about what lies ahead for me! (continue to either the yes or no response)

Responses:

Yes

Express thanks and set up a specific day, place and time to meet. Get directions (if you need them) at this point. Close with appreciation and restate time, place and date of appointment.

No

*Express understanding and say, *There is another way you can help. Who are some of your friends who would share our concern for reaching people for Christ?* Whether they give you referrals or not, close with appreciation and perhaps continue the conversation by asking about what is going on in their lives.*

SAMPLE PHONE CONVERSATION: WITH AND WITHOUT REFERRAL

Introduction:

With Referral:
Hello, Mr. Prospective Partner. Mr. Referrer suggested that I give you a call. This is (your name) calling. I work with a Christian movement, Mission Service Corps. Are you familiar with it?

Transition:

Has heard, not presently investing:
*Great! How have you heard of it? From here move right into the body of the conversation with *Well, as you are aware....**

Body of Conversation: **Close:**

With referral:
Mission Service Corps is a missionary sending arm of the North American Mission Board. We reach out to people around North America with God's love. I work with (your ministry) We...(one descriptive phrase). (Mr. Referrer) felt you would like to hear about our outreach and how you might become involved. Since I'll be visiting with people (specify day), I was wondering if I could stop by at (specify time) for about half an hour, or if it would be more convenient, (alternate day and time). Which would work best for you?

Possible response:

"Is this about making a donation?"
Your response: Actually, there are two things I'm hoping to do. One is to simply tell people about the exciting things God is doing through the ministry Mission Service Corps. And second, if individuals share my concern, I'd love them to consider contributing financial support. But let me assure you there is no obligation at all. I'd count it a privilege just to tell you about my work. Would it be alright to stop by at (time) on (day).

Has heard, is investing:
Wonderful, how long have you known _____? (Remain positive with someone who is currently investing. Many people, if just given the opportunity, will support more than one staff member. Graciously give them that opportunity!)

Without Referral
Hello, (Mr. Prospective Partner), this is (your name) calling. I've been visiting with a number of the (civic, business, church, lay, professional, etc.) leaders here in Anytown, explaining my work with a Christian ministry, Mission Service Corps of the North American Mission Board. Are you familiar with it?

Without referral:
As you may be aware, Mission Service Corps is a missionary sending arm of the North American Mission Board. We reach out to people around the world with God's love. I work with (your ministry). We...(one descriptive phrase). I'd like to tell you about our outreach and how you might become involved. Since I'll be visiting with people (specify day), I was wondering if I could stop by at (specify time) for about half an hour...or if it would be more convenient, (alternate day and time). Which would work best for you?

Yes
Express thanks and set up a specific day, place and time to meet. Get directions at this point. Close with appreciation and restate time, date and place of appointment.

No
Express understanding and say, There is another way you can help. If you were in my shoes, who are some other people that you know share our concern for reaching people for Christ? Whether they give you referrals or not, close with appreciation and thanks for their time.

The Appointment

For people that you are able to visit, the personal appointment strategy will work well. Remember to be conscious of their time and keep the appointment to 30 minutes or less. Be sure to dress professionally. Suit and tie for men, dress for women if meeting in an office, otherwise, nice business casual.

Write out a presentation. Just as you would write out a talk ahead of time and practice it, you do the same for a support presentation. This is not a place to wing it. Remember, you are representing the Lord and Mission Service Corps, and you want to come across friendly and professionally.

Here is a brief summary of the structure of an appointment:

1. Build rapport. Ask questions about them (e.g., their church involvement, their familiarity with Mission Service Corps, their family, etc.).
2. Share your personal testimony, what your involvement in Mission Service Corps and/or missions has been (if you were involved), and why you desire to join MSC. It is important to share stories about how people's lives have been changed, and how you believe God has called you to be a part of helping fulfill the Great Commission.
3. Explain that part of the process of joining Mission Service Corps is attending a four day training and preparation time.
4. Explain your financial needs by saying the following,

The biggest challenge I now face is asking others to share in my support. Like many other mission organizations, Mission Service Corps missionaries depend on the consistent financial support of concerned individuals to carry on their ministries.

Contributions from individuals are the only source of income to support my ministry. Mission Service Corps has no central funds for paying our expenses. I must find ministry partners who will contribute to my ministry.

I invite you to make a commitment. Would you join with me as a partner by giving a special gift to help with my training expenses?

5. After you have asked, remain silent and let them answer. Many people are ready to make a decision after a presentation. As a matter of fact, many people make a decision before the staff member even starts the presentation.

6. If a potential ministry partner agrees to support you, say the following,

That is wonderful. Thank you so much. How much would you like to give?

After he answers with an amount ask them if it would be convenient for them to write you a check today by saying,

Could you write a check today? I'll send it into the North American Mission Board for you.

After they answer, say,

Please make your check payable to "North American Mission Board." After I send this in, you will receive a receipt for your tax records.

7. Some people may ask for some time to pray about this and/or discuss it with their spouse. If this is the case, thank them for their consideration and set a time to call them back. It is best to do this within 24 to a 48 hour time period.
8. If the prospective ministry partners are not very familiar with the ministries of MSC and NAMB, you may want to use the MSC Ministry Brochures as a leave-behind piece.

Follow Up Phone Call for a Potential Ministry Partner Who Has Asked You to Call Them Back

The following page is a conversation flow chart for calling someone back after an appointment to get his decision.

SAMPLE PHONE CONVERSATION: CALLING BACK FOR A DECISION

Greeting:

Hello, Mr. Prospective Ministry Partner, this is (your name) with Mission service Corps calling. How are you today? (Response) Great! I'm calling to see what decision you have come to regarding being a part of my financial support team.

We haven't decided yet:

I certainly understand. Thanks again for your consideration. If I called tomorrow night around 6:30 would that give you enough time to make a decision? (Make sure to get a specific day and time!)

When you call back, begin with greeting and proceed directly to column two or three of this chart.

"Yes" Response:

Yes, we'd like to be a part:

Thank you so much. I really appreciate your generosity! What amount have you decided to give?

Picking up the check:

Say, The easiest way I have found to help your gift get processed correctly is to send it in myself. May I drop by your house for a few minutes tomorrow morning to pick up the check, or would some other time be convenient?

Yes, come by and pick up check:

When you see him, be sure to explain contribution process, get the check, ask for referrals, and inform him you will be sending him your prayer letter so he can pray for you.

Can't pick up the check in person:

Tell him you will drop him a note with an envelope for him to send the first check. In the note, explain the contribution process and include a first gift envelope (stamped). If you don't get his check with two weeks after you mail the envelope, call and say *I had not received your investment and was concerned that it was lost in the mail.*

"No" Response:

No, we are not able to help at this time:

Express understanding and appreciation. *I can certainly understand. Thank you so much for your consideration. May I get back in touch with you in six months to see if your circumstances have changed so that you could be involved at that time? If yes, then tell him you will send him your prayer letter.*

No, don't contact me in 6 months:

Say, Well, again, let me say how much I appreciated the opportunity to share my ministry with you!

THANK YOUR MINISTRY PARTNER

Send a thank-you note the same day you receive your new ministry partner's decision. This is an important part of developing your relationship with him. This should be a personal, handwritten note. Do not print or photocopy a form letter.