



► **faith-reliance & inter-dependence**

*Foreign funding is a short-term solution;
Local funding is the long-term solution*

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Speaking Hope to the World



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We still seem to have some time between God's promise to Abraham in Genesis 12:3

"...in you all the families of the earth shall be blessed ..."

And Revelation 7: 9-12

"After this I looked, and behold, a great multitude that no one could number, from every nation, from all tribes and peoples and languages, standing before the throne and before the Lamb, clothed in white robes, with palm branches in their hands, and crying out with a loud voice, "Salvation belongs to our God who sits on the throne, and to the Lamb!" "Amen! Blessing and glory and wisdom and thanksgiving and honor and power and might be to our God forever and ever! Amen." (ESV)



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Which part of the bicycle is your ministry?

Cycling in the same direction and to the same destination:

- Front wheel: “on the ground” ministry – Local Partners
- Rear wheel: sending/providing ministry
- Bicycle chain: connecting mechanism



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The wheels were not meant to be permanent.



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Cycling in the same direction and to the same destination:

- Front wheel: moves to Rear wheel as new disciples take front wheel to go further into their culture and beyond
- Bicycle chain: connecting mechanism now between “reached” and “new disciple”
- Previous “Rear wheel”: is adapted for new terrain



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Envisioned Success: Revelation 7:9/10

Arrival at Destination

Mission is complete; Jesus is praised

Mission: Reaching the Unreached

Vehicle: The Great Commission

Cyclist: The Bride of Christ; the Church

Powered by: The Holy Spirit



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Typically our goals have been product goals; Process goals take a different kind of planning.*

The Energy of “cyclist” - the Church:

- God is the source of power and introducing Him, the point behind Mission
- “Making Disciples” is the Mission but we are not told “how”. Perhaps because the message needs to be culturally adapted and directed in the power of Holy Spirit.





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Typically our goals have been product goals; Process goals take a different kind of planning.*

- “The ultimate goal goes beyond mere independence to the unfinished task of evangelism and building the body of Christ.”*
- Therefore, enabling the multiplication of disciples in inter-dependency is the key, as modeled in Paul’s missionary work.



*J.E.Plueddemann; EMIS Beyond Independence to Responsible Maturity ©1983





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- **Challenges I found in Europe:**
- **Every country completely different with a few general commonalities regarding faith-reliance:**
 - Church leaders rarely talk to their congregations about money, even regarding the basic joy and discipline of tithes and offerings.
 - Few business leaders in the Christian community; in fact, a distrust of business people or people with money



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- **Every country completely different with a few general commonalities regarding faith-reliance:**
 - Without discipling in the area of money, Christians found to be asking “Who has the most money?” instead of, “What does God want me to give?”
 - Therefore, “poor” people not asked to give
 - faith-reliance could work elsewhere but not in their country



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- **Every country completely different with a few general commonalities regarding faith-reliance:**
 - Little psychological ownership of the funding process for their ministry
 - Distrust, yet reliance, on foreign funds and personnel with an attitude of bemused toleration



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- **Every country completely different with a few general commonalities regarding faith-reliance:**
 - Preoccupation with own situation; Little vision for reaching the “Ends of the Earth
 - Looking for the “silver bullet”; foreign funding is sought before local funding



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Ideal inter-dependence

“Every Country a Receiving and Sending Nation”
We assist and learn from each other as equally important wheels until the task is completed and the world is reached with the Gospel





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Essential Local Elements

1. Local entity “owns” the Great Commission
2. Local entity understands and teaches the joy and discipline of giving
3. Local entity “dis-owns” materialism, excessive debt and/or culture of corruption
4. Local entity learns practical fundraising fundamentals.



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Essential Foreign Elements

1. Foreign entity sees the local partner as the “owner” and follows local, Holy Spirit-driven plan, including an exit strategy for foreign dependence.
2. Foreign entity does not usurp God’s place as the great Funder and Leader of His ministry
3. Foreign entity serves as link to foreign sources and participation



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Biblical Fundraising is a Spiritual Ministry!

“Giving is a transaction between a disciple and God.”
(Dr. Rob Martin)



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Why do Christians (anywhere) give?

Faith, Hope, Love

EgoCentric
Fear, Shame, Guilt

SocioCentric
Recognition,
Social Responsibility

TheoCentric
Obedience,
Worship



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Source: www.stewardshipcouncil.net



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Planning your Funding Mix to get the best ROI

Who will
pray the
most for
your
ministry?



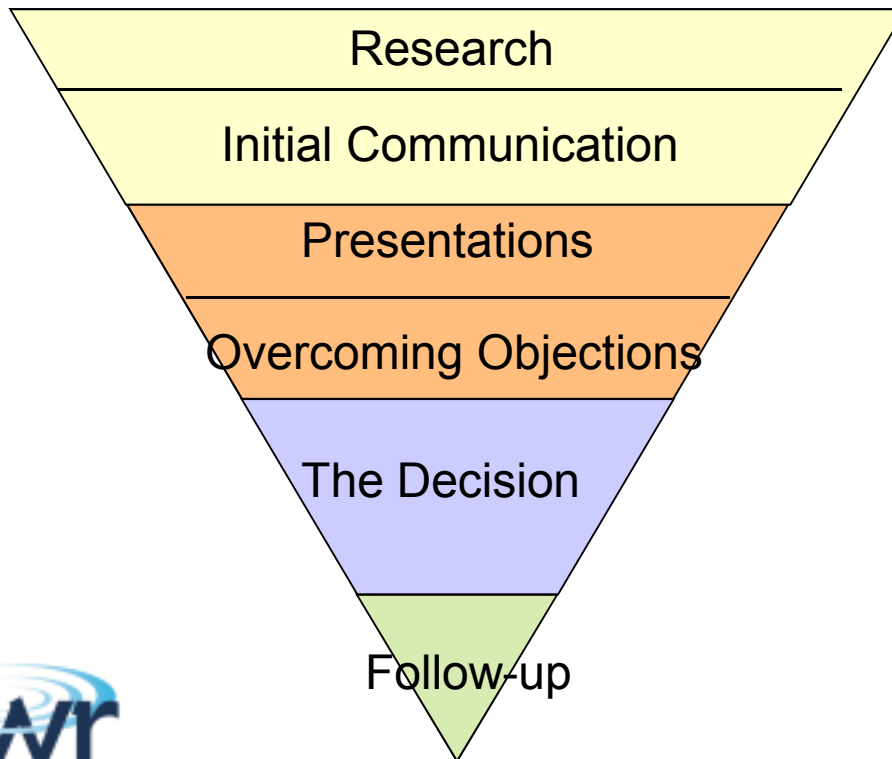
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The Donor Process Funnel



Your job:

Educate

Ask Questions

Understand & Listen to
get on *their* agenda; let
them do the talking

Be grateful, not
judgmental

Say "Thank You"

Be Accountable

Active Listening in your culture: What are the signs?



- Eye Contact
- Expressive reactions; smile with your eyes!
- Affirming feedback
- Leaning forward
- Ask sincere questions
- Not interrupting
- Take mental notes of key points; immediate written notes for follow-up



What is your “brand”? What do you have?

(Not – What do you need.)

- You are communicating a message; building trust
- What is in your hand? Just *use it!*





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Focus on creating plans for one type of donor at a time

	Type of Communication				
Donor:	Leaflet	Letter or e-mail	Event	Face-to-face	Other
Individual					
Church					
Organisation					
Government					





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The question that you want to prepare to answer, even if it's not being asked:

What would it look like for the organisation, church or individual to be part of your ministry?



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