TE8.01 Raise Personal Financial Partners (12 hours)

Apprentice:	Trainer:	Completed:
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1. Why do fundraising during MTS Training?

- To learn to talk to people about their giving to ministry
- It is an aspect of leadership training
- We need to learn to raise funds if we are to grow new ministries
  - The buck stops with the minister
  - To help grow the training fund

2. Overcoming obstacles

- Selling myself and my ministry
- It feels like begging for charity
- It is a private and sensitive issue
- The scholarship is underwritten
- It is a low priority
- General disorganisation of life

3. The Economics of Ministry in the Bible

Work out some clear principles from these passages:

- Matthew 25:31-46
- Luke 10:1-24
- Acts 18:1-4
- Romans 15:23-29
- 1 Corinthians 9
- 2 Corinthians 8-9
- Galatians 6:6
- Philippians 1:3-5; 4:10-20
- 1 Thessalonians 2:1-9
- 2 Thessalonians 3:6-10
- 1 Timothy 3:3; 5:17-20
- 1 Peter 5:2

#1

#2

#3

#4

#5

#6

4. People Raising

We know that ministry to people is the priority and that money follows ministry. This puts fundraising in Christian perspective. We will raise funds for ministry through teaching the grace of Christ in the gospel. Our priority is always people's salvation and progress in the faith, not the funds they can provide. This perspective keeps us from manipulative and dishonest approaches. It also helps us to be confident and unapologetic in seeking funds, knowing that we are encouraging gospel generosity.

5. Why do People give to one Ministry over Another?

- Relationship with the person
- Confidence in the vision and integrity of the ministry
- Quality of contact

6. Developing a value proposition

Benefits

Costs

7. The Seven Step Plan

1. List all possible partners
2. Communicate the vision and need
3. Make the request
4. Provide a simple mechanism
5. Follow-up
6. Track response
7. Quality contact

See attached table overleaf

Possible Partners	Communicate	Request	Mechanism	Follow-up	Response	Contact