

SUPPORT RAISING

We are so excited that you will be a part of our team this summer, and are looking forward to traveling with you. Our desire is to help you grow as much as possible through the entire experience, and also to help you be ready to go home after the trip and maintain the momentum you gain in your walk with God.

One of the biggest concerns of Short Term Missions is raising the money needed. However, we have seen God work in amazing ways to provide for needs over the years. We can have confidence in God because He has promised in His Word to supply our needs.

“And we have the confidence which we have before Him, that if we ask anything according to His will, He hears us. And if we know that He hears us in whatever we ask we know that we have the requests which we have asked from Him.”

I John 5:14,15

“And my God shall supply all your needs according to His riches in glory in Christ Jesus.”

Philippians 4:19

PRAYER

The most important thing you can do in raising your support is PRAY. God is concerned about you and is able to meet your needs. He wants you to ask and depend on Him.

ACCOUNTABILITY

We believe that accountability is the key to continued growth in your personal relationship with God. It is helpful to have a “mentor” with whom you can talk about spiritual things as well as day-to-day activities, and who can encourage you in your walk with God. One of the biggest concerns of Short Term Mission Team members is that when they return home, they won’t be able to maintain the growth in their relationship with God and their excitement about living as a World Christian for Him. With this in mind, we would like to ask our Peru Team members to do the following:

- Make a list of people who could serve as your mentor – a godly person you respect
- Pray and ask the Lord for guidance – ask Him to lead you to a mentor.
- Within a week of reading this preparation material, go to the person you’ve chosen and ask if he/she would be willing to help you in this way. A sample letter to a mentor is enclosed with this material.
- Start meeting with your mentor once a week. The two of you can pray together about your support raising and other concerns you may have, and you can work together on the preparation material. Plan to meet regularly after the summer trip, too.

NOTE: The word “mentor” is used here. You may wish to call your partner an “accountability partner” and mutually keep each other accountable.

ACTION

The next step is ACTION. You have two important needs. One is prayer and the second is support raising. If you fall short in either of these areas, it will have negative consequences for you. You are entering into service for the Lord, and into potential spiritual warfare. Short-term participants often say that their support raising was one of the most beneficial experiences of their pre-trip preparation. This is true because it forces you to rely on the power of God and the power of prayer in a situation, which is beyond your control. We trust you also will look on this aspect of trip preparation as an opportunity to see your own faith grow and be strengthened by seeing God at work!

Prayer & Financial Support Raising Guidelines

Recommended Steps to Raising Support

- Step One:** Commit this task to prayer. Our confidence is in the Lord and He has promised to meet our needs. Specific prayers bring specific answers. Pray that you'll see God work beyond your own dreams in providing the necessary resources for this mission trip. Read over Philippians 4:10-19, Jeremiah 2:27, and ask the Holy Spirit to guide you.
- Step Two:** List as many names of people you think would have even the slightest interest in what you are doing. Ask the Lord to bring people to mind that you should approach for support.
- Step Three:** Read thoroughly all the material you have been provided so that you are as familiar as possible with the aspects of the trip.
- Step Four:** Send a letter asking for prayer, financial support, and a return envelope. Make sure the envelope you enclose is addressed to your home address!
- Step Five:** Phone or personally talk with seven individuals each night until you are through with your list. (Actual conversations, not messages left.) It is extremely important not to rely on written letters alone to obtain support. You need to speak with people on the phone or in person! Tell them:
- **What you are doing** and it's potential impact for the Kingdom of God & the Church.
 - **Why you are doing it**, and that you are hoping God will use you for His Glory, bring the Gospel to lost people, and to strengthen the national church. Your supporters will share in the eternal fruit of this endeavor.
 - **What you are asking:** them to prayerfully consider being part of your support team – **both in prayer and in financial support**. You may want to suggest an amount with some people. With others, you may just leave it open ended. Pray about this before each call.
- Step Six:** Send a thank you note to the people who have made a commitment to pray or support you. This is not only appropriate, but will also serve as a reminder to them of their commitment. Update them by e-mail while you are serving on the trip. Send them fresh prayer reminders as needs arise.

Additional Notes and Considerations

What should you contribute financially to this trip?

The answer is, “something”. We are not going to lay a dollar amount or percentage on you here. People have differing abilities to pay. King David said in 2 Samuel 24:24 however, the king said to Araunah, "No, but I will surely buy it from you for a price, for I will not offer burnt offerings to the LORD my God which cost me nothing." So David bought the threshing floor and the oxen for fifty shekels of silver.

Notice that King David, already serving God as king of Israel, wanted to give personally in terms of financial sacrifice. Although everyone will have different incomes and expenses, everyone can sacrifice something. You can give up items of entertainment and other non-essentials in order to be able to set aside money for the trip. You can put off purchasing items you were planning to buy. Some of you may have to write 100 letters and make 100 phone calls to make this happen. Consider your sacrifice as an offering to the Lord.

Is there a provision of financial help or scholarships from Grace Church? We have a limited amount of scholarship money to help those who have exceptional needs. If you need financial help after doing all you can to raise your support, please contact Jeff Anderson (janderson@atgrace.com).

How should donor checks be handled?

On the envelope that you include in your letter to your potential donors, put your personal address at which you receive your mail! It is important that you collect the checks personally, and see that they are delivered to Nancy Runksmeier in the Pastoral Offices on the Balcony Level. This will help ensure that you receive credit for all the funds that have been sent to you.

If people send checks into “Grace Church” they often forget to designate whom the check is for, and it may not be credited properly to your account. Put your checks together and mark them as being for you, and we will make sure they are credited to you. Send them in small batches. Do not wait until the end, as there are cut off periods where certain amounts of money are due.

NOTE: Some people will want to know how soon you need the support. Give them the deadlines you have for your particular trip.

WRITING A FUND-RAISING LETTER

When writing your fund-raising letter, keep the following guidelines in mind:

- Keep your letter to one page.
- Make your letter warm and personal. Use the sample letters as a guide, but be sure to use your own words and style. Visualize the face of the person to whom you are writing.
- Answer the questions: “Why do you need the money?” and “Why do you need the money now?”
- Ask for their gift; don’t command them to give.
- Suggest a specific amount or range that each donor could give to help you meet your goal quickly.
- Ask them to return the donor card and the gift to **you** to process.
- Explain how they can make a gift, possibly in the P.S.
- Include a self-addressed return envelope.

Never apologize for writing or calling a person who you wish to involve in helping you meet a need. You are providing them with an opportunity to be involved in a spiritual ministry through his resources. When you apologize, you end up appearing to be a beggar rather than a child of the King!

Don’t ask for a general amount and no time frame in which to take action. You should challenge people to give a specific gift, or within a specific range. If people want to support you but can’t give what you have suggested, they will let you know and not be offended.