

STRATEGY FOR FUNDRAISING

I. SELF-SUPPORT-PERSONAL SACRIFICIAL GIVING

- A. Before asking for support from anyone else, ask yourself what you **will sacrificially** give to your own support. You cannot ask others to sacrifice financially if you are not willing to do the same.
- B. As you begin to think about your own sacrifices, consider what you can alter in your lifestyle that would provide money for the mission project.
 1. Give up eating out.
 2. Give up movies.
 3. Give money usually spent on clothes.
 4. Gsk for the trip instead of Christmas or birthday gifts.
- C. God might call you to take a part-time job to help support yourself. Short-term jobs, such as babysitting, housecleaning, mowing lawns, etc., can bring in funds.
- D. You may have money saved that could be contributed. Again, do not ask others to give from their savings if you are not willing to do the same.

II. INVOLVING OTHERS IN FUNDRAISING

- A. It would be wise if the student would enlist a team of supporters for prayer and finances. Support teams are a means of accountability. Students who have other people investing in their lives tend to be more accountable for their time, attitudes and service while on a mission project. No one owes you because you are volunteering for mission service, but God may impress upon His people to accept responsibility for your commitment as their representative. Be sure and consider your responsibility as well as (and before) the responsibility of others.
- B. Because students are accountable, they are urged to send thank you cards and also a report of their mission experience after they return home.
- C. Support Team
 1. **Family.** Before asking others, find out if your family will be able to contribute to your mission trip. Approach not only your immediate family but extended family members as well.
 2. **Prayer teams.** One suggestion is to recruit five prayer teams of five people each. Each team would commit to meeting and praying for you once a week for at least 15 minutes. Each time the team meets, they bring \$2 per person. Over a 10-week period, each person would contribute \$20.00. Five teams of five each would raise \$500. Have a designated team leader that will call the group to collect the money.

Keep each group posted on specific prayer needs. Suggested groups to ask about being a prayer team are:

Sunday School class

Bible study group

Fraternity/sorority/campus club

Co-workers

Hallmates

Friends

Faculty/staff

Church staff

Parents' friends

3. **Support letters.** An effective way to receive both prayer support and financial assistance is through the sending of support letters. Begin by using the attached Prospect List Worksheet to complete a list. Do this in two phases. Phase one is **creative**. During this phase don't analyze or evaluate the names you think. This stifles creativity. **Simply write down every name you can possibly think of as the Lord brings them to mind!** The second phase is analytical. Think about each prospect—pray about them and eliminate the names of those you have no freedom to visit or write. But don't eliminate names too casually—the Holy Spirit may lead some of your most unlikely prospects to give.
4. **Frequent-flyer miles.** Many people accumulate frequent-flyer miles that they do not, or cannot, use before the miles expire. Ask your friends, family and church congregation if they would like to donate frequent-flyer miles to support your mission endeavor. Be sure to have the donor check with the airline to ensure that miles can be donated to non-family members. Also, be sure that the airline for which the miles are to be used flies to the country in which you will serve. If you must fly without your team because of your frequent-flyer ticket, be sure that you can arrive on the field on the date your missionary supervisor specifies and/or the same day your mission team arrives.
5. **Community-service sponsorship.** Some mission groups choose to do community service (cleaning litter off of streets or graffiti of walls, etc.) and ask for financial sponsorship by the hour as a lump sum in return for their work. The donors receive the double bonus of having a cleaner community and assisting God's work internationally. Check with your local law enforcement about community service projects for your group.
6. **Corporate sponsorship.** Many companies set aside money for philanthropic activities. Check with local companies about using some of this money to sponsor you and/or your team on your mission project. One or two companies may underwrite your entire mission project, allowing you to minister internationally and giving you an opportunity to minister in your community by sharing your stories when you return home. When preparing to meet with, and when actually meeting with, prospective supporters, follow the guideline in the sections "Scheduling appointments with support-team prospects" and "Meeting with support-team prospects."

Keep in mind that you do not have to solicit financial support from just Christians,

for the Lord can also use nonbelievers. Remember in Exodus 12:3-5 how the Lord used the pagan Egyptians to supply the needs of the Israelites.