|  |  |  |  |
| --- | --- | --- | --- |
| Understanding Support Raising | | Section Number | Time to Complete |
|  | |  |  |
|  | **Required Reading:** Read *The God Ask* completely and thoroughly. By registering for SRS Bootcamp you will receive two books: *The God Ask* and *Viewpoints.* Audio and e-book versions are also available for purchase. | *N/A* | *8 hours* |
|  | **Bible Study:** Work through this powerful study made up of questions and exercises that will impact your worldview. | *A-1* | *6 hours* |
|  | **Support Raising Biblical Convictions:** You can edit this in the future but stating your convictions now will impact your ability to meet your goals. | *B-1* | *1 hour* |
|  | **Calling Sheet**: This activity will help ground your beliefs in the Word and help stay spiritually healthy through support raising. | *C-1* | *30 mins* |
|  | **Your Vision:** This activity will prepare you to share your vision for ministry with others during Bootcamp. | *D-1* | *30 mins* |
|  | **Financial Stress Test:** If married, complete this section with your spouse. | *E-1* | *20 mins* |

**Your Bootcamp Prep Checklist**

|  |  |  |  |
| --- | --- | --- | --- |
| Your Budget and Contacts | | Section Number | Time to Complete |
|  | |  |  |
|  | **Monthly Budget:** Create your budget to help establish your financial goals. | *See Excel sheet* | *40 mins* |
|  | **Namestorming Contacts:** Get ready. You are going to compile 200 to 700 names! Narrow the list to your Top 100 contacts by noting that in the spreadsheet, and then rank your Top 20. The spreadsheet is created for you to sort by your Top 100, Top 20, or any column. Later, you can import the contact information to a contact management and email software. See chapter 18 of *The God Ask*. | *See Excel sheet* | *5 hours* |

|  |  |  |  |
| --- | --- | --- | --- |
| Crafting Your Tools | | Section Number | Time to Complete |
|  | |  |  |
|  | **Phone Script:** Craft your calls for appointments. Your scripts will help you practice and will make calling much easier. | *F-1* | *30 mins* |
|  | **Face-to-Face Appointment:** Create your outline, then put together a presentation to either print out and bring with you or use on an electronic device. Include a Levels of Giving chart.  See chapter 20 of *The God Ask* or [www.supportraisingsolutions.org/resources](http://www.supportraisingsolutions.org/resources" \t "_blank). | *G-1* | *2.5 hours* |
|  | **Newsletter:** Find a newsletter you have sent to your supporters in the past. Or if you are just starting out in ministry, create an example of one that you might send. For more information on newsletters, read chapter 29 of *The God Ask* or see a sample newsletter at [www.supportraisingsolutions.org/resources](http://www.supportraisingsolutions.org/resources" \t "_blank). | *N/A* | *2 hours* |
|  | **Role Play:** Practice your initial phone call and support appointment with a trusted friend or colleague who will take it seriously, and give you specific, discerning feedback. | *N/A* | *1 hour* |

|  |  |  |  |
| --- | --- | --- | --- |
| Additional Commitments | |  | Time to Complete |
|  | |  |  |
|  | **Accountability:** Secure someone to be your accountability partner until you get to 100% support (Page 308 in *The God Ask* describes commitment). |  | *Varies* |
|  | **Raise Support:** Raise at least $100 to help pay for Bootcamp. This must be from face-to-face asks from at least two donors, who commit to support your specifically for this training. Donations can be made out to Support Raising Solutions or your organization. |  | *Varies* |
|  | **Prep Commitment:** Commit to at least 24 hours of preparation for your Bootcamp, though it may take 30 to 40 hours. Your fellow attendees are counting on you coming fully prepared. |  | *24-40 hours* |

|  |  |  |  |
| --- | --- | --- | --- |
| What to Bring | |  |  |
|  | |  |  |
|  | **Attitude and Spirit:** Be filled with the Spirit, prayed up, rested, teachable, and motivated for your time at Bootcamp! |  |  |
|  | **Punctuality:  Day One:** Arrive before 8:30 am, and leave no earlier than 5:30 pm. **Day Two:** Arrive before 7:30 am, and leave no earlier than 4:30 pm. |  |  |
|  | **Bring the Essentials:**   * *The God Ask* and *Viewpoints* * Phone and charger * Assignments, especially your conviction sheet, phone script, presentation, newsletter, and top 20 contacts, with phone numbers.   You will give your support presentation at least three times. Please come totally prepared to help yourself and others get the most out of Bootcamp. |  |  |

Bible Study

God: The Owner and Supplier

Go through these passages carefully, recording your observations, interpretations, and applications. As you go, highlight your Bible with three different colors when you observe: 1) When God provides something, or 2) When a donor gives something, or 3) When a recipient receives something.

**A. King David and the Temple**

Carefully study 1 Chronicles 29:1-20.

1. List the resources provided for the temple in v. 2-3.

2. Beyond the physical, what kind of resources were the people asked to contribute? (v. 5)

3. When the leaders gave, why did the people rejoice? (v. 9)

4. In v. 12, what did David say comes from God and is in His hands? How do you think he developed this conviction?

5. In v. 14, the King asked a question. He answered it in v. 16. What was the question and the answer?

6. Study v. 17 and reflect on any connection between giving and integrity.

7. How should knowing that God is the provider of all things influence a person’s generosity?

8. How will this passage, and knowing God is the source of everything affect your personal support raising?

**B. The Apostle Paul’s Perspective**

Carefully study 2 Corinthians 9:5-15.

1. In v. 7, how should a person decide what they should give?

2. Why do you think God takes great pleasure when someone gives cheerfully? (v.7)

3. Find and list all the results of generosity in verses 6, 10-15. Now, break the giving process down into what it produces for the givers; the receivers; and God Himself.

4. From this passage what is the correlation between sowing and reaping?

5. Think of a time you gave: a) reluctantly, b) under compulsion, and c) cheerfully. How did that make you feel each time?

6. Write out v. 8 in your own words. What parts are meaningful to you? How will this truth affect your personal support raising?

**C. Miscellaneous Passages**

Carefully read each verse and record your response to: What is the key thought in each passage related to God being the source and provider of all things?

1. Leviticus 25:23

2. Deuteronomy 8:1-10

3. Deuteronomy 8:11-20

4. Psalm 24:1

5. Psalm 37:25-29

6. Proverbs 3:9

7. Ecclesiastes 5:18-20

8. Haggai 2:6-9

9. Matthew 6:19-21, 24

10. Acts 17:24-28

11. Romans 8:32

12. 1 Timothy 6:6-10

**Summarize:** After studying all the passages on this worksheet, summarize your own biblical convictions about God being your provider. How will this affect the different aspects of your personal support raising?

Examples of Funding Ministry in the Bible

Go through these passages carefully, recording your observations, interpretations, and applications. As you go, highlight your Bible with three different colors when you observe: 1) When God provides something, or 2) When a donor gives something, or 3) When a recipient receives something.

**A. The Levites**

Carefully study Numbers 18.

1. Describe the work of the Levites and how it differed from the other tribes.

2. Describe how God intended to meet the needs of the Levites.

3. How does your understanding of God’s heart to fully fund His Old Testament ministers affect how you view God and His desire to provide for you today?

**B. Nehemiah**

Carefully study Nehemiah 1:1-2:9.

1. Describe how deeply Nehemiah felt about his mission.

2. How did Nehemiah prepare for his appointment with the King?

3. As support raisers, what can we learn from Nehemiah about prayer, preparation, courage, and how to ask?

**C. Jesus**

**Carefully study Luke 8:1-3.**

1. Describe the method in which Jesus and His men were supported.

2. Out of all the ways Jesus could have chosen to fund He and His men’s personal and ministry expenses, why do you think He picked this way?

3. Knowing the Son of God chose to be supported by the ongoing gifts of individuals, how should that affect our perspective and approach in funding our own life and ministry?

**D. The Disciples**

Carefully study Luke 9:1-6; 10:1-9.

1. What did Jesus model in Luke 8:1-3 that would be helpful to the disciples as they were sent out in Luke 9 and 10?

2. Why did Jesus want the disciples to first find a host (to provide them room and board) before they launched out to initiate ministry in the city?

3. In Luke 10:7 Jesus told His disciples to stay put and keep living and ministering from the support and hospitality of their host. The reason? Jesus proclaimed “the worker is worthy of his wage.” What did He mean by that?

4. Jesus believes you deserve to be fully supported. How should that affect how you view yourself and support raising?

**E. Apostle Paul**

Carefully study Acts 18:1-5; 1 Corinthians 9:1-14; Romans 15:20-24.

1. From Acts 18, what was Paul’s preferred mode of operation? Was it to make tents and preach once a week, or to live on support and preach daily? Why?

2. From 1 Corinthians 9, describe the rationale Paul used as to why he and Christian workers deserve to be supported by others.

3. Most Christian workers will just think or pray or consider the option of living and ministering on support. Yet 1 Corinthians 9:14 seems to indicate it is a command from Jesus to do so. How do you interpret this verse and why?

4. According to this Romans 15 passage, why was Paul coming to visit them? How does Paul making a direct and personal appeal to the believers affect your view or approach in support raising?

5. From these passages, list some principles or lessons learned from Paul you could apply to your support-raising convictions or practice.

**F. Others**

Carefully study these verses and record a key thought and application next to each as it relates to your philosophy or practice in raising support.

1. Deuteronomy 12:10-12

2. 1 Samuel 30:7-10, 21-25

3. 1 Corinthians 15:58

4. Galatians 6:6

5. 1 Timothy 5:17-18

6. 3 John 1:5-8

|  |  |  |
| --- | --- | --- |
| **Example** | **Key Observation** | **Possible Application** |
| Levites |  |  |
| Nehemiah |  |  |
| Jesus |  |  |
| Disciples |  |  |
| Paul |  |  |
| Others |  |  |

The Lord funds His ministers in different ways. List a key observation from each of the examples you have studied and then draw an application from it that can help you in your support raising.

**Summarize:** As a result of studying all the passages on this worksheet, what are the specific next “action steps” you will definitely take in the preparation or implementation of your support raising?

1.

2.

3.

4.

Understanding Your Ministry Partners

Go through these passages carefully, recording your observations, interpretations, and applications. As you go, highlight your Bible with three different colors when you observe: 1) When God provides something, or 2) When a donor gives something, or 3) When a recipient receives something.

**A. The Poor Widow**

Carefully study 1 Kings 17:1-16.

1. What are the different ways God provided in this passage?

2. It must have been so hard for Elijah to ask this poor woman for her food. If so, why do you think God required him to ask her?

3. What do you think Elijah, the woman, and her son learned through this whole experience?

4. What can we learn here about trusting God, approaching lower income people for support, or God blessing our supporters for their sacrificial investment in us?

**B. The Wealthy King**

Carefully study Nehemiah 2:1-9.

1. List the questions the King asked Nehemiah. Why do you think he asked each?

2. Nehemiah had crafted a series of requests for the King. He would make request number one, wait for an answer, then make request number two, wait for an answer, etc…Why do you think he used this approach?

3. Who was sitting next to the King and do you think that may have had any bearing on the King’s attitude or decision?

4. Why do you think the King gave him everything (and more) he requested?

5. What can we learn from this passage about approaching potential major donors?

**C. The Extravagant Woman**

Carefully study Mark 14:1-9.

1. Why do you think this woman gave so lavishly?

2. Instead of condemning her like the others did, why did Jesus honor her for the way she chose to use her money?

3. To Jesus, the woman’s extravagant deed was an act of worship. How could asking our supporters to give sacrificially actually be facilitating their growth in worship?

4. How can we help our supporters understand that when they give, it is not to us, or even to our ministry, but to God Himself?

**D. The Struggling Church**

Carefully study 2 Corinthians 8:1-15.

1. What was the financial condition of the churches in Macedonia? (v. 1-4)

2. Why did Paul ask these churches to give, even though they were financially strapped?

3. What are some of the purposes in giving Paul lists in verses 7-15?

4. How should this passage affect which churches (and people) we should approach for support—and the amounts we should request?

**E. The Generous Friends**

Carefully study Philippians 4:10-20.

1. Initially, the Philippians were concerned for Paul, but had not yet given. Why not? (v. 10)

2. In verses 15-16, these Philippian believers gave multiple times so that Paul could go minister in other towns. What implications does this have for workers who raise support in a particular city or country in order to go do ministry in a different one?

3. Paul claims in this passage not to have any needs, and yet he asked the Philippians to give. Why?

4. After studying verse 17, how can we say we are actually doing our supporters a favor by asking them to invest in the work of God through us?

5. In verse 19, how could Paul confidently promise God would fully provide for the generous Philippians?

6. How should knowing God’s heavenly bank account is always full affect our asking, as well as our supporter’s giving?

**F. Others**

Carefully study these verses and record a key thought and application next to each as it relates to understanding your supporters and helping them become teammates with you through giving.

1. Acts 20:35

2. Romans 12:1-13

3. 2 Corinthians 1:15-16

4. Philippians 1:1-7

**Summarize:** After studying all the passages on this worksheet, write out a paragraph explaining how you are going to biblically view and treat your supporters as true ministry partners—given to you by God.

Christlikeness in Support Raising

“God’s work done in God’s way never lacks God’s supplies.”  
Hudson Taylor, missionary to China

Go through these passages carefully, recording your observations, interpretations, and applications.

**A. Obeying Your Calling**

Carefully study these passages:

1. Exodus 3:1-15; 4:1-8

2. Isaiah 6:1-10

3. Jonah 1:1-3; 3:1-5

4. John 14:10-14

5. Acts 13:1-5

6. 1 Timothy 4:9-16

7. 1 Peter 4:7-11

What do each of these passages (and others you cross referenced) teach about our calling into ministry?

What is your ministry calling and what biblical basis do you have to support it?

**B. Conquering Your Fears**

Carefully study these passages:

1. Joshua 1:1-9

2. 1 Samuel 17

3. Isaiah 41:10

4. Matthew 6:25-34

5. Matthew 14:22-33

6. 2 Timothy 1:5-14

7. Hebrews 12:1-3

What do each of these passages (and others you cross referenced) teach about facing your fears, and walking toward them in the power of God?

What kind of fears do you anticipate facing while raising support? How will you look to the Lord and His word to help you walk toward those fears in the power of God?

**C. Stewarding Your Support**

Carefully study these passages:

1. Psalm 37:21-26

2. Psalm 112

3. Proverbs 6:6-11

4. Proverbs 10:2-5

5. Proverbs 14:23

6. Proverbs 22:7-9

7. Ecclesiastes 4:8-10

8. Matthew 6:19-24

9. 2 Corinthians 9:5-15

10. 1 Timothy 6:6-12; 17-19

11. 1 Peter 5:2-4

What do each of these passages (and others you cross-referenced) teach about how God wants believers to steward the finances He provides them?

Personalize it. Write down the biblical principles you will operate by in regard to giving, spending, saving, debt, and other financial dealings.

Support Raising Biblical Convictions

Before you launch out to raise support you need a strong foundation, not built upon opinions, experiences, or fears, but based on the eternal, never-changing word of God. After you have carefully worked through and completed all of the Bible Studies in this prep packet, prayerfully fill in this sheet. After you write down each conviction, list the specific passage(s) you are basing your conviction on.

1. How does God view money, and do you view it the same way He does?

2. Is it okay to live and minister on support?

3. Is it okay to ask for support?

4. What is God’s role in the raising of your support?

5. What is your role in the raising of your support?

6. What is the balance between faith and work in the raising of your support?

7. What should be your motive(s) when asking others to give to you and your ministry?

8. In regards to your own giving, what is your perspective and practice?

9. When the donor gives, what do they get out of it? (In this life…and the next)

10. From your study, what is the best biblical example of “The God Ask” concept?

11. What other convictions (and accompanying scripture) have you developed that you would like to add?

Your Calling Sheet

Write down your expanded version of each question and then tighten it up so that you could explain it in three sentences while in an appointment. For more information on sharing your call into ministry, see chapter 23 in *The God Ask*. To see an example, visit [www.supportraisingsolutions.org/resources](http://www.supportraisingsolutions.org/resources" \t "_blank).

**1. When and how did you become a Christian?**

A. Expanded version

B. Three sentence version

**2. When and how did you first sense a call to full-time Christian ministry?**

A. Expanded version

B. Three sentence version

**3. When and how did God call you to this particular ministry/organization?**

A. Expanded version

B. Three sentence version

Your Vision Sheet

Introduction: Once you have completed your calling sheet you are now ready for your vision sheet. Give the expanded version to these questions, and then write a three sentence version that you can share in about 20 seconds. For more information on sharing your ministry vision, see chapter 24 in *The God Ask*. To see an example, visit [www.supportraisingsolutions.org/resources](http://www.supportraisingsolutions.org/resources" \t "_blank).

**1. What is the personal vision God has given you to fulfill the Great Commission?**

A. Expanded version

B. Three sentence version

**2. What is the vision and specific goals of the organization?**

A. Expanded version

B. Three sentence version

**3. What is your role in the organization and what are some specific goals you have?**

A. Expanded version

B. Three sentence version

Financial Stress Test

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | |  | Yes, or Frequently | | | No, or Never | | | |
| A. Mind occupied with finances: “Where’s the money coming from?” | |  | 5 | 4 | 3 | | 2 | 1 | 0 | |
| B. Skip giving commitments or give less than pledged | |  | 5 | 4 | 3 | | 2 | 1 | 0 | |
| C. Difficulty paying credit card balances in full each month | |  | 5 | 4 | 3 | | 2 | 1 | 0 | |
| D. Receive past-due notices on bills several times a year | |  | 5 | 4 | 3 | | 2 | 1 | 0 | |
| E. Forego saving most months | |  | 5 | 4 | 3 | | 2 | 1 | 0 | |
| F. Charge items because “I’m short” in cash or checking account | |  | 5 | 4 | 3 | | 2 | 1 | 0 | |
| G. Net worth decreasing annually | |  | 5 | 4 | 3 | | 2 | 1 | 0 | |
| H. Housing payment exceeds 35% of gross monthly income | |  | 5 | 4 | 3 | | 2 | 1 | 0 | |
| I. Invade savings to meet current expenses | |  | 5 | 4 | 3 | | 2 | 1 | 0 | |
| J. Feel resentment toward creditors, government, headquarters | |  | 5 | 4 | 3 | | 2 | 1 | 0 | |
| K. Compare yourself materially with other missionaries, donors, siblings | |  | 5 | 4 | 3 | | 2 | 1 | 0 | |
| L. Use spending as emotional therapy (self-esteem) | |  | 5 | 4 | 3 | | 2 | 1 | 0 | |
| M. Ignore or exceed budget limits on clothing | |  | 5 | 4 | 3 | | 2 | 1 | 0 | |
| N. Wonder when you’ll start saving for kids’ college or retirement | |  | 5 | 4 | 3 | | 2 | 1 | 0 | |
| O. “Emergency Only” savings less then two months’ living expenses | |  | 5 | 4 | 3 | | 2 | 1 | 0 | |
| P. Less than 200 on mailing list | |  | 5 | 4 | 3 | | 2 | 1 | 0 | |
| Q. Current credit card balance is greater than $500 | |  | 5 | 4 | 3 | | 2 | 1 | 0 | |
| R. Borrowed to buy current car | |  | 5 | 4 | 3 | | 2 | 1 | 0 | |
|  | **Total from each column:** | |  |  |  | |  |  |  | |
|  | **Grand Total:** | |  |  |  | |  |  |  | |

Take the following test by highlighting or bolding the number that best describes your financial habits. If married, compare your answers with your spouse.

0-18 Excellent 19-36 Good 37-54 Danger 55-90 Financial Bondage

What are your top two frustrations in your personal finances?

1.

2.

If you could do one thing to improve your financial situation, what would it be?

\*(If Married) My spouse has filled out this page and we have discussed our answers.

Spouse’s initials:

Phone Script Outline

Use the space below to create your personal phone outline. To see an example, visit [www.supportraisingsolutions.org/resources](http://www.supportraisingsolutions.org/resources" \t "_blank).

**Introduction:** (greeting)

**Transition:** (give reason why you called)

**The Ask:** (for an appointment to present your ministry vision and financial goals)

**Close:** (be clear on details, directions, date, time)

Face-to-Face Appointment

Use the space below to create an outline for your support presentation. Then put together a presentation to either print out and bring with you or use on an electronic device. Include a Levels of Giving chart.  See chapter 20 of *The God Ask* or [www.supportraisingsolutions.org/resources](http://www.supportraisingsolutions.org/resources" \t "_blank).

**1. Build a relational bridge**

A. Ask questions about their family, occupation, faith, etc…

B. Ask them questions about what they are concerned or passionate about

**2. Share who you are**

A. Briefly touch on your testimony

B. Briefly touch on your calling into ministry

**3. Share what you do**

A. Give a brief overview of your organization, ministry vision, and your role

B. Share a story of someone’s life who has been changed through you and/or yourministry

**4. Share what you want**

A. Ask them if they have any questions

B. Ask them if they would invest in you and your ministry at a certain level or range

**5. Close the appointment**

A. If it’s a yes, be specific on next steps

B. If it’s a maybe, be specific on when you will call them back for a decision

C. If it’s a no, be prepared to create some next steps