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The Navigators

*Core Components of
Support Raising Training.*

- Biblical Foundations*
- Practical Skill-sets*
- Practice & Role-plays*



**Mobilize
More**



Core #1:

Biblical Foundations

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- Who's authority?
 - Personal preference?
 - Family convictions/history?
 - World or current belief and views?
 - Other opinions?
- Acknowledge the Individual, but remember there is **ONLY** one Authority and Source!

Core #1: Biblical Foundations

- Sample Topics for Bible Study
 - God is the Source of All.
 - Clarifying Your Calling.
 - Biblical Examples of Funding/God's Provision.
 - God's Giving Partners.
 - Finding the Courage to Raise Funds.
 - Others?

Core #2: Practical Skill-sets

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- The MPD/Funding Cycle
 1. Initiating contact for presentation (Phone, Txt, FB, Email, etc.)
 2. The Presentation (F2F, Remote, Phone, Letter).
 3. Follow-up on Decision.
 4. Thanks and Acknowledge.

Core #2: Practical Skill-sets

1. Initiating contact for presentation (Phone, Txt, FB, Email, etc.)

- Purpose: Set-up time and location to present.
- What is most personal & relational way to connect?
- Be aware of generational preferences & short cuts.
- Mention Money!

Core #2: Practical Skill-sets

2. The Presentation (F2F, Remote, Phone, Letter)

- Purpose: Relationally connect & invite potential donors
- Content overview: *Them/Me/Need/Navs/Invitation to Partner*
 - Them: *building/strengthen relationship & connection, opportunity to LEARN!*
 - Me: *my story, God's call, personal vision & passion, etc.*
 - Need: *What's the problem? What's the solution? Why and what is the ministry?*
 - Navs: *How does the organization fit? What's the role?*
 - Invite: *Clear and succinct ask for specific financial partnership. Wait for response.*

Core #2: Practical Skill-sets

3. Follow up on Decision

- Purpose: Complete the funding cycle (if no immediate answer).
- Usually 2-4 days after presentation.
- Phone call usually best.
- Thank for the time together.
- Ask about their decision & clarify ‘How to Give’.
- “NO” is not a no, but “no for now.” Think long-term & relationship.
- Keep initiative with you.

Core #2: Practical Skill-sets

4. Thank and Acknowledge

- Purpose: Acknowledge & continue to build partnership.
- Clarify and confirm (giving frequency, amount, timing, etc.)
- Maintain the on-going relationship (newsletters, email updates).
- Always acknowledge a gift w/Thank You card!
- Include prayer requests.

Core #3: Practice & Role-Plays

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- Practice Makes Perfect!
 - They got the lecture. Now do the LAB!
 - Consider various situations.
 - Live phone calls to set up appointments.
 - Personal testimonies & God's call.
 - Ministry Vision.
 - The Ask/Invitation!
 - Always give Feedback!

Core #3: Practice & Role-Plays

- Adopt, THEN Adapt!
 - Every person believes they are the exception & their situation is unique.
"It won't work for me..." Or "You don't know my situation..."
 - Apply the principles taught, after experiences, then adjust!
 - Give on-going feedback & support (Where are the coaches?)

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- Practical Skill-sets***
- Practice & Role-plays***

Questions or Comments?