

International Training and Coaching

Nelson Musipa and Scott Morton

**Mobilize
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Leaders Conference
2019

Introduction:

- What obstacles or issues are you encountering in training and coaching non-Americans in MPD or in fundraising generally?

Must-Topics to Address in Teaching/Training in MPD in Local Contexts

- Fear
- Believing Lies
- Personal Rejection
- Investing the time necessary
- Skills

Avoiding 5 Pitfalls in training and coaching non-Americans

- Failure to account for strong local church teaching about giving
- Once is not enough
- Western Roots? Western Funding!
- Individualism
- Timidity

6 Proven Actions in training and coaching non-Americans

- Major on the Bible
- Coaching follow-through—not mere talk
- Accountability and Metrics—the truth serum of fundraising
- Tools—not merely exhortations
- Vision and calling versus begging
- Donor ministry? What?

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Questions and Issues:

1. Should the West pay local workers fully? Subsidize?
2. What if the economy is poor?
3. How to implement coaching and metrics?
4. What resources are available?
 - a. www.scottmorton.net
 - b. Blindspots (leading your team and ministry to full funding) www.cmmppress.org
 - c. Financiendo Tu Ministerio www.EntrustSourcePublishers.com
 - d. A Spirituality of Fundraising by Henri J.M. Nouwen, Upper Room Books, Nashville
 - e. Funding Your Ministry www.navpress.com
5. Other questions.....

Your Takeaways: