

Is 4 Months a Realistic Expectation

Callie Buchholtz, Corrie Guckenberger, Gabe and Nancy Buchholtz

**Mobilize
More**
Support Raising
Leaders Conference
2019

Introduce yourself to your table:

- name,
- ministry
- how long it takes for your staff to typically reach full support

What are the major stumbling blocks in raising support, and specifically raising support in a short amount of time?

3 Pieces of Success

1. Training
What do you see as the most *effective* part of your training in your organization?
2. Time
3. Accountability

Back2Back:

Accountability

Character based
Can be anyone
Tough Love
Touch Base
Neutral Party
Supportive

vs

Mentor

Skill based
Modeled
Guiding
Mentor
Within Organization
Passionate/good

First Meeting with New Staff (Onboarder) – usually 2 hours

- Hear a bit about their testimony (really hearing their why and getting to know them)
- Listen to their Ask (give pointers as needed)
- Go through their MPD Plan Sheet (this gives the Metrics over their coaching period, getting into the weeds (something they can share with their accountability person))
- I coach towards their personality, so I go over that (we use DISC) with them and speak into what could potentially be their stumbling blocks and what will be easier with raising support, according to their natural personality
- I ask what their Sabbath looks like and how to engage in it with MPD
- I also ask what does encouragement look like for them (So I can be a true encourager during this season)
- Go over their Salary Sheet (I don't create it, my supervisor does) and see if they have any questions – again, just getting us all on the same page.
- Lastly, I go through high items I want them to understand in our MPD Kit so they know how to answer technical questions during this process
 - This could be our operational costs
 - How to communicate with future supporters how to give (Clarity is their best friend)
 - We belong to the ECFA (helping them understand that)
 - How to use some of our marketing tools or even knowing they are there
- Then I answer any of their questions

Subsequent meetings - one hour from here on out, if needed

- Ask how their walk with Lord is going
- Ask about how their Asks have been going and help trouble shoot if they need it
- Ask about how many phone calls, follow ups, etc.
- Encourage them
- Pray with them



MPD Plan Worksheet for Coach

Back2Back Ministries

Prepared for: [name]

Variables

Monthly goal amount	\$5,000
Number of planned fundraising weeks	26

Plan

Overall goals	Formula	Value
1. Monthly goal amount	<i>variable above</i>	\$5,000
2. Average gift amount	Monthly goal ÷ 50	\$100
3. Monthly supporters needed	Monthly goal ÷ Avg gift amt	50
4. Appointments needed	Monthly supporters x 2	100
5. Conversations needed	Appointments x 2	200
6. Phone calls needed	Conversations x 3	600
Weekly goals	Formula	Value
7. Number of planned fundraising weeks	<i>variable above</i>	26
8. Phone calls per week	Calls ÷ weeks	23.1
9. Appointments per week	Appointments ÷ weeks	3.8
10. Amount to raise per week	Monthly goal ÷ weeks	\$192
Progress goals	Amount	Percent
Month 1	\$836	17%
Month 2	\$1,671	33%
Month 3	\$2,507	50%
Month 4	\$3,343	67%
Month 5	\$4,179	84%
Month 6	Fully Funded	100% +
Month 8	Fully Funded	100% +
Month 12	Fully Funded	100% +