

The Radical Paradigm Shift:

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**Mobilize
More**
Support Raising
Leaders Conference
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From Fundraising to Mobilizing!

Help your staff view support raising completely different—not just getting money to do ministry—but as the most impactful strategy God ever invented to mobilize the Body to complete the Great Commission!

1. Current perspectives of staff toward support raising. HOW do they view it?

- Positive perspectives
- Negative perspectives

2. Open-Nerve Mobilization

Nine “Entry Points” into people’s lives to recruit them to the Great Commission. In other words, WHY would people choose to come on your or your staff’s support teams? You may have to ask numerous questions to discover what is their “open nerve”? Examples:

- To bring glory to God
- Out of love for Christ
- Burden for the lost or helpless
- To obey Scriptural commands
- To give them a purpose to their life and resources
- Storing up eternal rewards
- To partner with a Great Commission worker
- Looking for a good return on their investment
- To help a friend
- Other motives?

Recruitment:
Asking the right questions to help the other person “self-discover” why they need to take a particular action step.

3. Paul the Mobilizer:

- Paul Felt Guilty for *Not* Asking

“Or did I commit a sin in humbling myself so that you might be exalted, because I preached the gospel of God to you without charge?” (2 Corinthians 11:7)

- Paul Used His Communication and Travel to Raise Support

“Whenever I go to Spain—for I hope to see you in passing, and to be helped on my way there by you, when I have first enjoyed your company for a while.” (Romans 15:24)

- Paul Asked for Support for the Benefit of the Giver

“Not that I seek the gift itself, but I seek for the profit which increases to your account” (Philippians 4:17)

Like the Apostle Paul, you and I should focus on mobilizing people and their resources to the person and purposes of Jesus Christ. We are not as much support raising as we are supporter raising!

4. Other Biblical Examples of Using Fundraising as a Means to Mobilize People?

5. Self Perceptions: You are a Mobilizer!

2.

- In your fundraising roles, how do you view yourself?
- In your staffs' fundraising efforts, how do they view themselves?

6. The Michie Principles: To help his people:

- See greater meaning in their daily work
- Play a vital role in Kingdom work they had not previously envisioned or seen as possible
- Live more strategically by encouraging them to develop goals for their giving
- Partner not only with him, but his ministry
- To pray as well as give

7. Final Questions:

- WHY did God choose to raise you and your staff up to go into full time ministry and raise your support?
- WHY did He put you and your staff in the locations and relational networks He did over the last 10-20-30 years, etc...?
- If you or staff don't take individual responsibility to mobilize each person in your networks, who will?

8. Brainstorming: How can we (and our staff) start to view ourselves/our fundraising through this new paradigm? What action steps should we come up with?

What if you were to start viewing yourself as a mobilizer? Not just moving people's finances from one bank to another, but moving their hearts from a temporal focus to an eternal one. Don't be satisfied with just becoming a treasure transplanter, but stretch out there to mobilize your supporters for kingdom purposes. Embrace the fact that you and I and our staff are nothing less than front-line mobilizers. Your fundraising efforts then become getting in the trenches every day, having one-on-one, face-to-face "mobilization appointments" seeking to align God, God's people, and your God-given ministry. You are a spirit-filled *supporter* raiser! For that kind of perspective, that kind of power, those kind of results, you are definitely going to need to regularly make "the God ask"!