

**Steve
Shadrach**

Center for Mission Mobilization

Support Raising:
A Mobilization Strategy



**Mobilize
More**



We're Glad You're Here!



CMM

Center for Mission
Mobilization



SUPPORT
RAISING
SOLUTIONS



**CRAWL
2019!**



**THIRST
2019!**

Mobilize More

Support Raising
Leaders Conference
2019



The cornerstones of healthy ministries

Four people and priorities that make or break
a healthy organization

Four Critical Roles

- Executives
- Team Leaders
- Support Trainers
- Support Coaches



Four priorities

Shape your culture

Create a healthy support raising DNA in your organization by discovering powerful building blocks that grow a long-term, robust fundraising vitality among your staff.

Build infrastructure

Construct a framework of essential policies, principles, practices, and personnel to effectively organize and guide your staff to consistently thrive in their support raising.

Elevate training

Identify the tools, resources, and strengths you need to take your support raising instruction to a new level, sharpening your skills by learning from other experts.

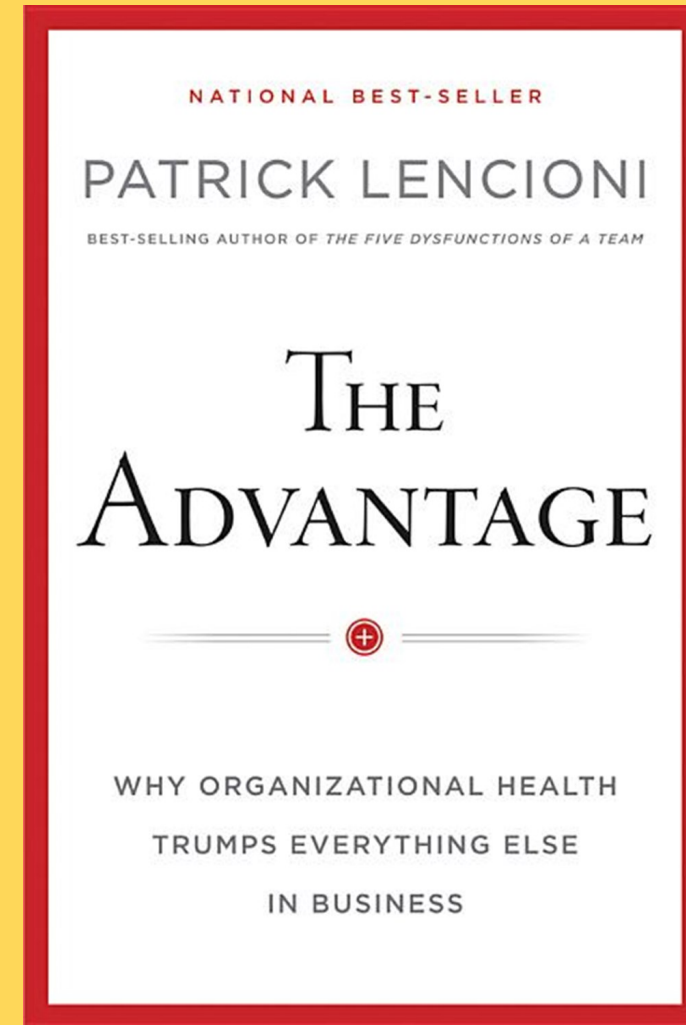
Multiply coaching

Develop a proficient team of knowledgeable and caring support raising mentors at every level of your organization to help your staff get fully funded—and stay there!

The Advantage

Why Organizational Health Trumps Everything

Organizational Health:
“It’s when an organization has integrity—i.e. it is whole, consistent, and complete, that is, when its management, operations, strategy, and culture fit together and make sense.”



**Questions to
Determine the
Support
Raising Health
of your Staff**

Take the Quiz!

On a scale of 1 to 10 evaluate the support raising health of your organization:

The Quiz!

Culture

1. Is there a strong expectation in your organization that EVERYONE gets to full support and stays at full support?
2. Do the execs and team leaders model being at full support?

Structure

3. Are there support raising policies and procedures in place that are enforced?
4. Is there

The Quiz!

Training

5. Is there an extensive/biblical/practical support training program all the staff go through?
6. Are there designated individuals within the organization that are fully funded and training the staff to raise support? (you can say yes if there is an outside group you send your people to that you feel good about).

The Quiz!

Coaching

7. Is there a well thought out “post-training” plan and procedures for ongoing coaching of new and veteran staff to achieve full funding?
8. Are there identified individuals in your ministry whose full or part time responsibilities it is to coach the new and veteran staff to get to full support—and stay there!?

The Quiz!

Bonus

9. Did the leadership of your organization send you here, or at least fully support you coming?
10. Is at least 90% of your staff at full support? (i.e. receiving all of their monthly salary ministry reimbursements, and have good buffer in account)

The Quiz!

Super Bonus

11. Our staff have each completed a thorough study of the Scriptures regarding the what and why of support raising that has formed a strong core of Biblical convictions.

Grade the Current Support Raising Health of Your Ministry

- Culture _____
- Structure _____
- Training _____
- Coaching _____



Grading Your Quiz

If your total is:

80 – 100

There's always room for improvement, but you are in the top tier. In fact, I want to talk to you about leading a workshop at our next conference!

Grading Your Quiz

If your total is:

60 – 80

Don't be discouraged. It will take time and effort, but making some basic changes and renewed commitments, you can significantly improve and grow your staff's support raising health.

Grading Your Quiz

If your total is:

40 – 60

It might look hopeless, but it's not. The time is now to create (or re-create!) the support raising DNA of your staff/organization. You will need to take some radical steps, but it will be well worth it.

Grading Your Quiz

If your total is:

Below 40

All is not lost! We have seen God totally transform the support raising health of entire organizations. Let's go back to ground zero to humbly rethink and reprioritize everything.

Changing the Support Raising DNA of your Organization

From the Top Down
(Executives and Team Leaders)



Healthy Support Raising Culture



From the Bottom Up
(Trainers, Coaches, Individual Staff)

**“Leadership
is not about
position or
authority.
It is about
influence.
Nothing more.
Nothing less.”**

– John Maxwell



— “ ” —

I just want to say one thing. To the fans and everybody in Gator Nation, I'm sorry, extremely sorry. I promise you one thing, a lot of good will come out of this. You will never see any player in the entire country play as hard as I will play the rest of the season, and you will never see someone push the rest of the team as hard as I will push everybody the rest of the season, and you will never see a team play harder than we will the rest of the season.

God bless.

TIM TEBOW'S "THE PROMISE"

MARY HO



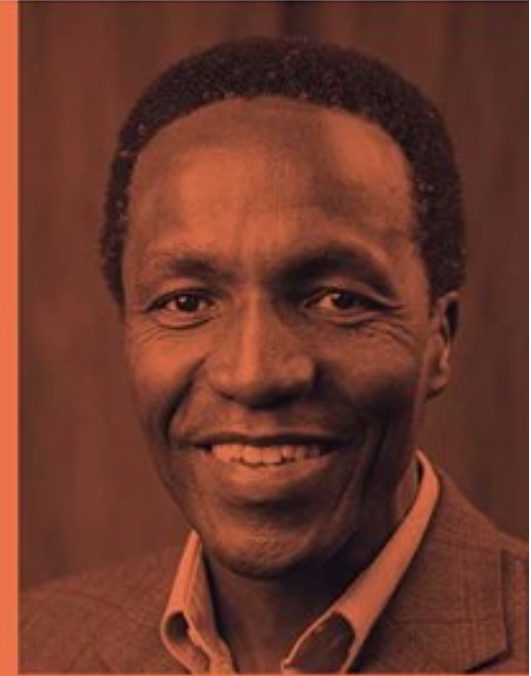
International Executive Director,
All Nations

SAM METCALF



President, Novo (formerly CRM)

MUTUA MAHIAINI



International President,
Navigators

Mobilization from
a Global View

History of
Mobilization

Modeling is the Key to
Building Strong Morale



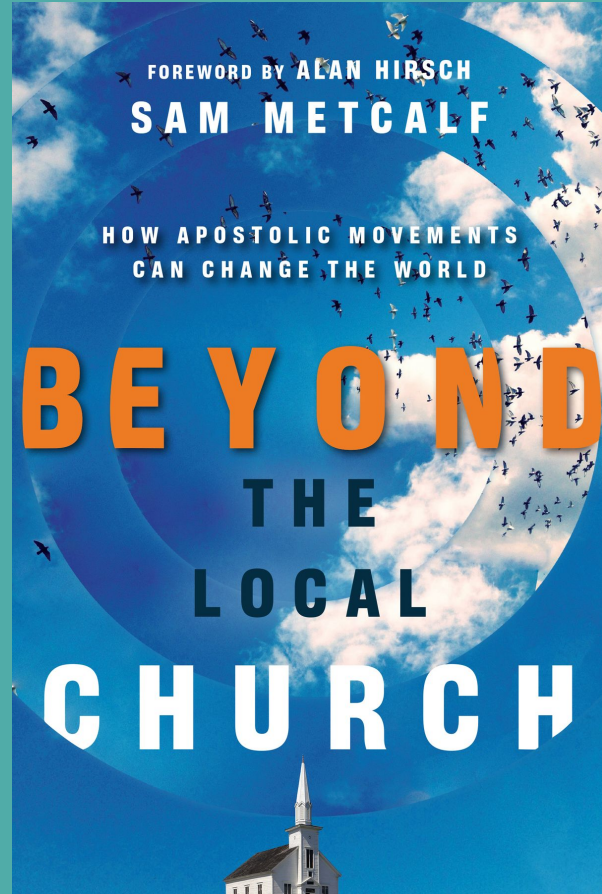
The Generosity
Journey
2 Corinthians 9:6-15



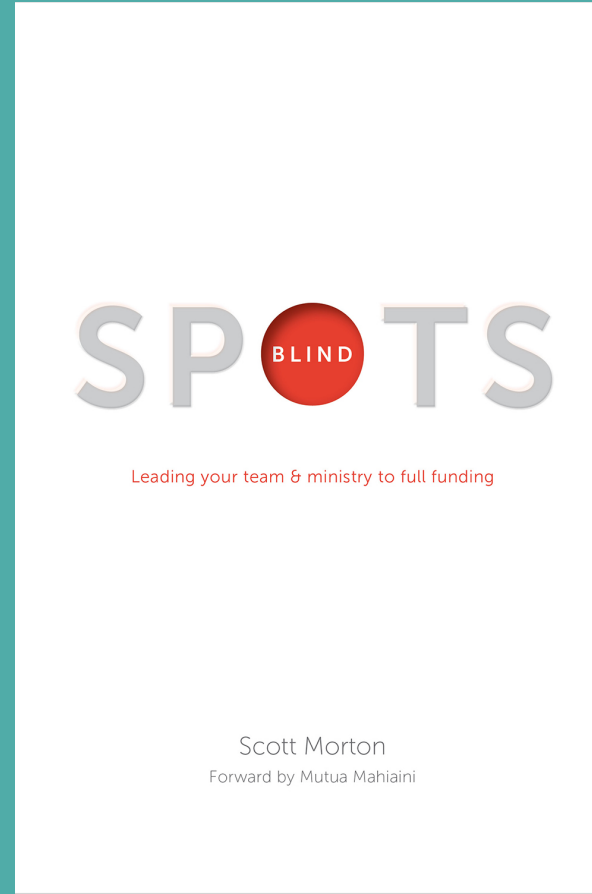
Bible
Study Topic

2009 Funding Your Ministry Symposium Glen Eyrie, Colorado Springs





Metcalf



Morton

The big picture

The state of the world and God's plan for all peoples

World Population

7,743,432,613



9:30 A.M.

The Big Picture

- 2.5 billion still cut off from the gospel
- 86% of all Muslims, Buddhists, and Hindus will never meet a Christ follower during their lifetime
- We need 100,000 new long-term, cross cultural missionaries
- 77K a day coming to Christ. 70K in global south. 7K in global north

How does God view the world?

Men vs. Women?

Young vs. Old?

Poor vs. Rich?

East vs. West?

Black vs. White?

Conservative vs. Liberal?

No!

Only two groups

**Those who
know Him**

**Those who
don't**

But you will receive power
when the Holy Spirit comes
on you; and you will be
my witnesses in Jerusalem,
and in all Judea and Samaria,
and to the ends of the earth.

Acts 1:8



Our Objective

To flood the nations with Great Commission workers who are spiritually healthy, vision driven, and fully funded.

Problem and Solution

Greatest Need: Laborers

Greatest Obstacle: Funding

Identifying and Acknowledging the Challenges

Support Raising

#1 obstacle for recruits

1 of the top 3 reasons for leaving the field

Finances

#1 cause for stress in marriage

#1 cause for divorce

The Elephant In The Room

THE greatest felt need
EVERY one of your
staff has?

How they can **get** to full
support, and how to **stay** at
full support!

The most essential
component of member care
your organization has!



It's Not Just About the Money!

More prayer

More partners

More praise

Mobilize More

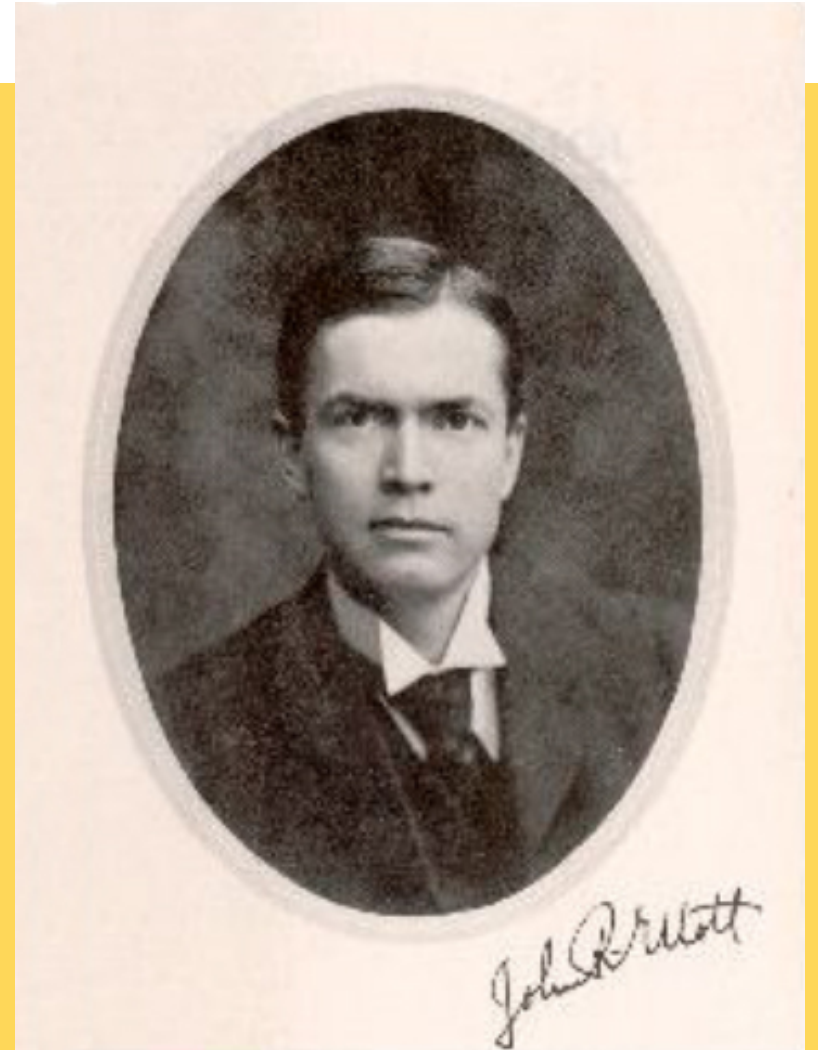
Support Raising Leaders Conference 2019



Is your God too small?

“Without a doubt there comes to many of us the choice between a life of contraction or one of expansion; a life of small dimensions or one of widening horizons, larger visions and plans; a life of self satisfaction and self seeking or one of unselfish, truly Christ-like sharing.”

– John R. Mott



Bottom Line

At first glance it may seem that all the pioneering has been done. But the marathon is still on and the baton has been passed to us.

– Patti Bergen

Take it and Run!

