



Topic: How to 'Recreate' the Support Raising DNA of
Your Organization

Guest Speaker: DeNail Sparks

October 31, 2017 1:00 pm



Aaron Babyar

Moderator

SRS Director



Full Sail

SUPPORT RAISING
LEADERS CONFERENCE

FEB 6-9, 2018 ~ ORLANDO, FL



[Register Now](#)

Spring Facilitator Training Dates Set!



April 25th – 27th in Rogers, AR

<http://supportraisingsolutions.org/facilitatortraining/>

The image features a decorative border composed of various shades of blue and green geometric shapes, including squares, triangles, and diamonds, arranged in a complex, pixelated pattern. This border frames a central white rectangular area.

Prayer

Questions

During the presentation, please submit your questions for the upcoming Q&A time.



DeNail Sparks

Guest Speaker

Director of Ministry Partnership Development
Every Nation Ministries



How to 'Recreate' the Support Raising DNA of Your Organization

History

- Dr. Edwin Louis Cole once said, “The height of any structure is dependent upon the depth of its foundation”. In our efforts to build high, we’ve needed to dig deep! Join me as I share some of the principles that have strengthened our MPD culture and individual development process and how we’re learning how to value longevity over immediacy.
- TOPIC: How to “re-create” the support raising DNA of your organization.



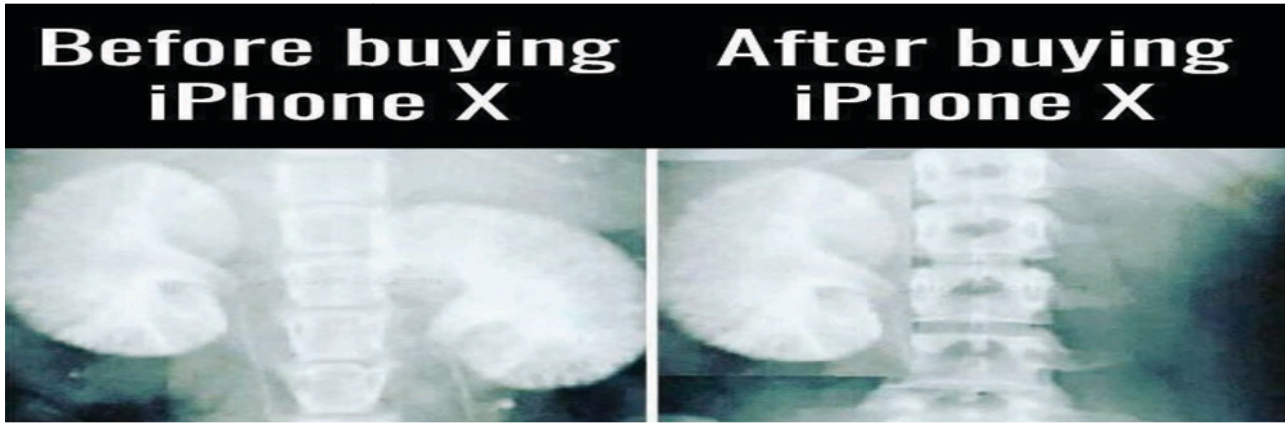
Honest Assessment

- Feelings and truth often conflict.
- Somebody has to learn and tell the truth



Compare where you REALLY are with where
you want to be.

- Where are you on your roadmap?
- Are you getting the results that you want?



Calculate the difference

- Gather and evaluate your data.
 - “In God we trust. All others must bring data.” – W. Edwards Deming, Statistician
- Gather facts and feedback from committed field staff.
 - “The goal is to turn data into information, and information into insight.” – Carly Fiorina, former executive, president, and chair of Hewlett-Packard Co.

- Bring the outside in.
- Prove it.
- What do the #’s say?
- What do we as an organization really value compared to what we say we value?
- Data trumps feelings, opinions and traditions.
- “If we have data, let’s look at data. If all we have are opinions, let’s go with mine.” Jim Barksdale, former Netscape CEO.
- *Turn on as many lights as you can in order to see clearly through opinion and conjecture*



Don't Do it Alone

- Your organizational boat is to turn by yourself
- Develop a team of allies and troubleshooters-
- It's going to take a team outside of your own sphere of influence to see and implement the changes needed.



Get ready to fight

- **Change versus execution – examine the difference between the need for new ideas and better execution of the old but good ideas.**
- **Learn how to fight.**
- **Start a Fire-internship.**



Develop or reestablish process

Examine your current process –

- Pre-training
- Training
- Post training

Somebody has to learn and tell the truth.

Become Intentional

NOTE: this will take time



Come to your leaders with solutions

Say something!



Execute

- Find a way to make it happen.

- **Make it cultural**

- it takes a village to raise a mission or not just a training.

- **Is everybody on board the process?**
- **Do we have the same values?**
- **Do we have the same clear expectations?**
- **Do we communicate well and often?**

Make it corporate

- You can't change as a ministry which you tolerate as a family.
- Corporate policy isn't really a corporate value until it's corporate practice

Make it stick

- Develop clear management and consistent accountability
- NIP the culture of compromise in the bud.
- You get what you lower the bar for.

Summary

- Dig Deep! – Find out where you really stand
- Reevaluate what you really want as an organization.
- Develop a team! – Change is a group effort.
- Pick a fight if you must!
- Develop a process
- Set your standards and Nip compromise in the bud.
- Make MPD “cultural and corporate”
- Don’t do it alone



Q & A

