



Topic: Overcoming Fundraising in Africa and Asia

Guest Speaker: Scott Morton

January 30, 2018 1:00 pm



Aaron Babyar

Moderator

SRS Director

A photograph of a sailboat's deck and sails on a choppy blue sea under a clear sky. The sails are white and partially unfurled. The boat's wooden deck and rigging are visible in the foreground.

Full Sail

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FEB 6-9, 2018 ~ ORLANDO, FL

A horizontal row of nautical signal flags, including red, white, yellow, and blue flags.

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April Facilitator Training FULL!



Any interest in training BEFORE October, please contact Jessica at memberships@supportraisingsolutions.org

A decorative border composed of various shades of blue and green geometric shapes, including squares, triangles, and diamonds, arranged in a complex, repeating pattern.

Prayer

Questions

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



Scott Morton

Guest Speaker

International Funding Coach
Navigators



Overcoming Fundraising Obstacles in Africa and Asia

Obstacles to Fundraising (MPD) in Africa and Asia:

- A Major obstacle around the world? _____!
- B Lack of potential donors—few contacts
- C No history of giving monthly without being asked
- D Inexperience and lack of skills
- E Tithing to local church (strong tradition)
- F “It won’t work—I tried it once!”
- G Paycheck-to-paycheck economies

Can I be funded from my country? Or do I need to go to the West for funding?

- Mark 8:1-10

What God has done!

- Nigeria
- Kenya
- Zambia
- Japan
- Philippines
- Australia

Lessons from Africa and Asia:

- A Repeated training schools pay off—once is not enough!
- B “When I Fundraise I raise Funds!”
- C Initial success does not guarantee on-going success.
- D Coaching and accountability are essential. Coaching and accountability can be evaded!
- E Metrics of funding progress must be kept—but not easy to get.
- F National Directors must participate—better results.
- G National Directors under pressure to meet Office Budget.

Personal Stories from Africa and Asia

- A Japan—"My father said I would struggle in finance."
- B Japan—"A surprise on an funding appeal."
- C Kenya—"A \$23,000 lunch!"
- D Nigeria—"Why didn't you tell me this 20 years ago?"
- E Ivory Coast—"I want to make it all up—now!"

Common Question: Do Western fundraising practices work in Africa and Asia? How much should cultural sensitivities determine what is taught?

Helpful tools in Africa and Asia

- 1. Up Till Now Report
- 2. Top 25 Worksheet
- 3. Creating your personal giving plan
- Download these worksheets at www.scottmorton.net



Q & A

