



Topic: Partnership Development for Underfunded Veterans

Guest Speaker: Mike Osborn

May 29, 2018 1:00 pm



Aaron Babyar

Moderator

SRS Director

October Facilitator Training Dates Are Set!



October 17-19 | Rogers, AR

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

Exclusive SRS Network Resource Page



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Resources

As a support raising leader, you need tools in your tool chest. Utilize these resources to equip yourself and your staff. If it's a PDF or Catapult video, feel free to share those with your staff. The webinars and conference workshop audio are exclusively for you as an SRS Network Member. Be sure to check out all the [publicly available resources](#) as well.

Exclusive Member Resources

SRS Coaching Guide

- ↓ [SRS Coaching Guide](#) PDF
- ↓ [Staff Progress Chart](#) EXCEL

5 Keys to Personal Support Raising

- ↓ [English Booklet](#) PDF
- ↓ [Coming soon: English Presentation](#) POWERPOINT
- ↓ [Coming soon: English Presentation Handout](#) PDF
- ↓ [Spanish Booklet](#) PDF
- ↓ [Chinese Booklet](#) PDF

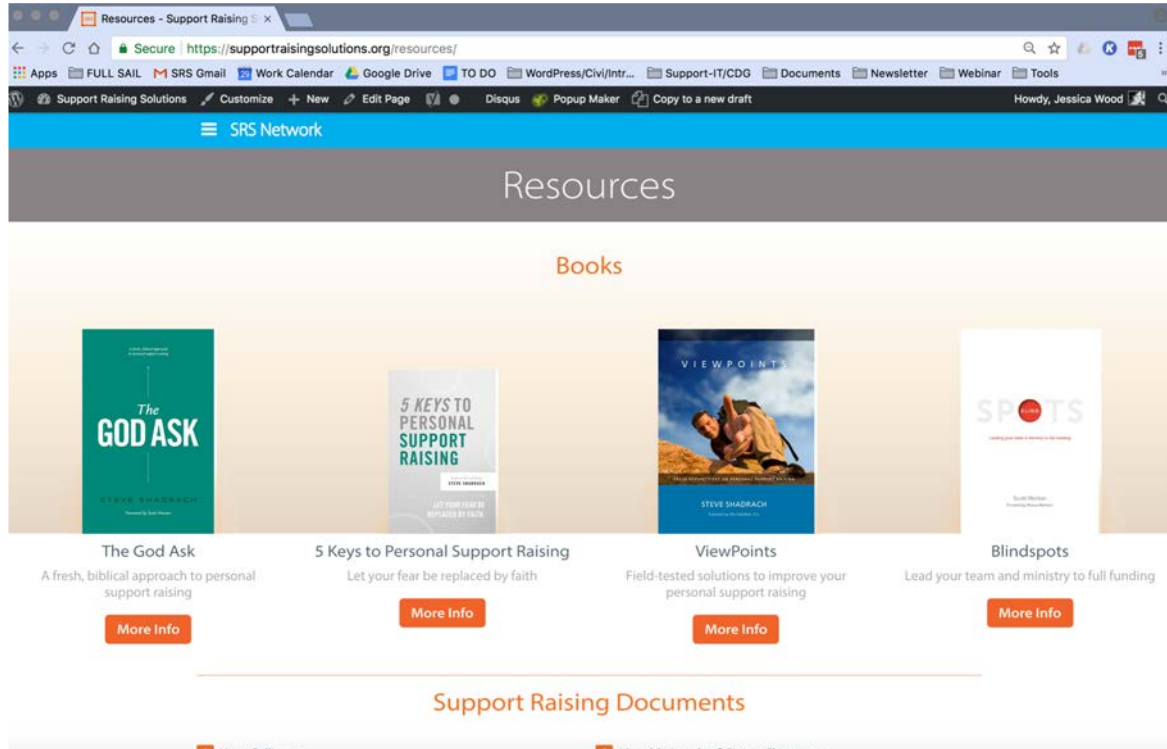
Support Raising Leaders Conference

- ↗ [2016: Climb](#) AUDIO AND HANDOUTS
- ↗ [2018: Full Sail](#) AUDIO AND HANDOUTS

SRS Bootcamp

- ↓ [Phone Call and Presentation Evaluation](#) PDF
- ↓ [Namestorming Spreadsheet](#) EXCEL
- ↓ [Editable Levels of Giving Chart](#) WORD
- ↓ [Referrals: Prime the Pump Categories](#) PDF

New SRS Public Resource Page



The screenshot shows a web browser window displaying the SRS Network Resources page. The browser's address bar shows the URL <https://supportraisingsolutions.org/resources/>. The page features a blue header with the SRS Network logo and a grey section titled "Resources". Below this, a section titled "Books" displays four book covers in a grid. Each book cover is accompanied by its title, a brief description, and a "More Info" button. The books are:

- The God Ask**: A fresh, biblical approach to personal support raising.
- 5 Keys to Personal Support Raising**: Let your fear be replaced by faith.
- ViewPoints**: Field-tested solutions to improve your personal support raising.
- Blindspots**: Lead your team and ministry to full funding.

Below the books, a section titled "Support Raising Documents" is visible, showing the beginning of a list of documents.

SAVE THE DATE



SRS is planning on having its first Spanish SRS Bootcamp on August 23-24, 2018 at the Rio Grande Bible Seminary in Edinburg, Texas. Registration will open soon! Keep an eye on our website this week!

Questions

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



Prayer



Mike Osborn

Guest Speaker

Associate Director,
Partnership Development
Wycliffe Bible Translators U.S.A



Partnership Development for Underfunded Veterans

- Relevance – What's the 'BIG Deal?'
- Differences between Partnership Nurture and Development activities
- What do veterans have going for them?
- What's holding them back?

- Do they still have the **Passion**?
 - ✓ Lead with your passion not with your “Need”
- Is their Audience aware of their **Need**?
 - Be Specific – Ex. We need an additional \$1,400 a month to...
 - State the impact or mental image via graphics and text of what can happen once fully funded
- Are they willing to **Change**? (doing the same thing over and over and expecting different results =...)

➤ Do they have a **Plan**?

They may be “frozen” – help them create a development plan

(Strategic Visiting (IE PD Trips), Writing, Calling, Videos, Events)

➤ Will they prioritize their **Time** to execute that plan?

- They may have to be “freed up” from a current assignment, at least PT, to be able to focus on PD

➤ Identify a \$\$ goal - Be Specific

- Do they have an updated/realistic Ministry Budget?
- What's an FPR? (Financial Partnership Record)

➤ Identify a faith based date by when it can be reached

- Two examples (\$2,600 month in 3 days & \$300 month in 3 months)
- Then pray for God to "show up and show off" to reach it in His timing while they are exercising both Faith and Works muscles

➤ What tools should go into their "tool box"? (we love our acronyms 😊)

- ITP
- RPC
- .5 Bio
- 'It Takes a Team' piece
- Church Portfolio

- Let's enter "Turbo Mode"...
How can they be motivated to "Finish Well"?

- One approach that has proven to be effective...
 - Segmentation of their audience into Groups
 - Group 1. Current Financial Partners you will invite to pray and to be advocates for you

 - Group 2. Renew and Reconsider

 - Group 3a. Inform, Inspire and Invite (w/phone #'s first)

 - Group 3b. The three I's w/Social Media and Email Blitz's

➤ Have the Conversation in the most Personal Way Possible!

❖ Face to Face

❖ Video Conference Call

❖ Personal Letter with a follow-up phone call

❖ Emails and Personal Posted Videos

▪ Note: these are not regular “Nurture” newsletter emails

Conclusion – Dispel Misconceptions!

- Don't catch yourself making the decision for them – Invitations and follow-up are crucial!
- Personal appeal letters (Yes – they still work!)
- Use of Social Media (When and how)
- Follow-up is not Harassment (Do it consistently and tactfully)



Q & A



SRS Network™