



Topic: Helping Your Staff Get Unstuck on Their MPD Journey

Guest Speaker: Andrew Nobauer

February 25, 2020 1:00 pm CT



Aaron J. Babyar

Moderator

SRS Training Director

Spring Facilitator Training Dates Set!



April 28-30 | Fayetteville, AR

Registration is OPEN but **Closes March 27th!**

Next Fac. Training will be September 2020!

supportraisingsolutions.org/facilitatortraining/

SRS International Bootcamps

- Guatemala: March 19-20 --- completely in Spanish
registration closes March 5 at 11:59 PM CT
- SE Asia: March 16-18 --- in English!
registration closes April 2 at 11:59 PM CT
- Puerto Rico: April 17-18 --- completely in Spanish
registration closes April 3 at 11:59 PM CT

supportraisingsolutions.org/bootcamp

*please note that registration costs may be different for international Bootcamps.

2021 ///

Support Raising Leaders Conference



SAVE the DATE

WHEN

...

April 26 – 29,
2021

WHERE

...

Orlando,
Florida

WHAT

...

More details
to come

Questions

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

Prayer



Andrew Nobauer

Guest Speaker

Manager of Missionary Support Raising
CCO



Helping Your Staff Get Unstuck on Their MPD Journey

Today's Goal:

Leave being able to recognize a staff member who is stuck in their MPD, and have the tools and ideas on how to help them get back on track.

Life with Christ is a Beautiful Adventure



Signs a Staff Member is stuck in their MPD

1. Few Phone Calls
2. Little to No Meetings
3. Little to no in hand support
4. No new contacts
5. Unclear or vague reporting

Emotionally

- a) Your staff has an aura of discouragement, and defeat in their face. You can hear it when you're talking to them, or reading their text messages or email that they send you.
- b) You can tell by the language they are speaking:
- c) You can also tell if things aren't going well, if they are the complete opposite. If they seem completely fine and normal, despite struggling in their MPD
- d) Finally and this is everyone's favorite another way you can tell if someone is stuck would be if they have a bad attitude.

Spiritually:

- Unable to hear the Father clearly
- Their prayer life has fallen off, and they aren't praying daily or even regularly
- Not keeping up with any spiritual commitments they have made;
- They are shying away from sharing the Gospel in meetings and finally
- They don't clearly see the link between MPD and Ministry.

Problem Areas

- Strategy
- Skill
- Spiritual
- Character

Scenario #1

It is Monday morning and you are meeting with your staff member. On their Sheet you notice they have only made 10 phone calls, and had no meetings? Upon meeting with this staff member, you ask them why? They say I have asked everyone they know, their Elders, and Pastor won't let them do an appeal at the church, and they have reached out to all of their Social Media contacts. Not only that, but they are a new convert to the faith, and their family is against what they are doing.

What should we do?

Strategic solutions

- A. Do something every day to meet new people: Start attending a new prayer group, look for Church events to attend, or other new faith communities. Try and make new friends quickly, so that you can ask them for a meeting the following week.
- B. Go through a Namestorming List again. Start at the beginning of your life, and move forward to now. Have them place a note beside each person about an action to be taken or if not taken, make them say why. Many times we will leave people off our first list because we are not desperate enough.
- C. Meet up with any of your current supporters for a coffee. When there, express where you're at and that you are really having a difficult time finding new contacts. Ask them humbly for their help in getting new contacts.
- D. Reach out to your pastor again. Maybe you've already reached out for a parish appeal, and they said no. Maybe call them back to arrange a meeting, where you can explain the work you are doing and to get their advice for how you might be able to raise those funds.
- E. Get out the Church Directory:

Scenario #2

You have a support raiser who has been going on meetings but not getting much money in hand, if they get support at all. They are making phone call, but not many pickups and the pickups that they do have not many are translating into appts.

What should we do?

Skill Solutions

A. Phone Call:

1. Have them call you?
2. Are they working off a phone script? Always be a Yes! You still work off a phone script.
3. Have them call a fellow staff member and ask them to review it.
4. What time of day are they calling people? Are they calling at appropriate times?
 - a. According to Harvard Business Review
 - Between 4-5 on Wednesdays and Thursdays
 - Lived Experience Evenings between 5-6 and 7-8

Skill Solutions

B. Presentation:

1. Schedule a separate time to review the staff members presentation?
 - a. Are they hitting the 7 crucial components of a presentation?
 - b. If possible go on an appt with them? If you are unable to due to distance etc... Is there a staff member you could ask to go on the visit with them?
 - c. Are they asking for referrals consistently in their appts?

Skill Solutions

c. Follow Up:

1. Are they giving a clear timeline?
 - a. I.e. "Can I follow up with you Tomorrow? Or they Day after?"
 - b. Are they communicating they are working to a goal, and they can not count and support unless it is in-hand.

Scenario #3

You have a staff member who is going about their support raising, and you have gone through their skills, they seem fine. They have contacts and are reaching out to an appropriate amount, but nothing seems to be coming together. As well, in your calls with them they seem to be rather despondent and distant, answering in a lot of vague language. When you ask them to share about their prayer life, they admit they are not doing well and are struggling with being disciplined in their life.

What should we do?

Spiritual/personal

- Fast, Praying and tithing:
 - Establishing a rule of life:
 - Are they Fasting? Perhaps there is something they can fast from in their life.
 - Are they tithing?
- Have them put up a visual scoreboard in their home office to measure their progress
- Motivational Interview:
- Have their Spiritual Mentor Call and encourage them
- Re-Read the God Ask
- Go through the Bible Studies in the God Ask in your prayer time throughout the weeks.

Conclusion

The Success or Failure or your support raiser is not your burden to bear.

“Come to Me, all you who labor and are heavy laden, and I will give you rest. Take My yoke upon you and learn from Me, for I am gentle and lowly in heart, and you will find rest for your souls. For My yoke is easy and My burden is light” - Matthew 11:28-30



Q & A



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