



Topic: Bringing Training for MTD into your Organization

Guest Speakers: Cori Crawford Van Oss and Matthew Mott

May 25, 2021 1:00 pm CST



Aaron J. Babyar

Moderator

SRS Global Training Director

SRS Bootcamps 2021

June 16-18 – Virtual

July 27-28 – Rogers, AR

August 5-7 – *Spanish Virtual Bootcamp*

August 30-31 – Orlando, FL

September 15-16 – Charlotte, NC

More locations to come...

supportraisingsolutions.org/bootcamp



Fac. Updates will still take place on Nov 11 after the conference ends.

Don't forget to register using your promo codes found in your Network News on your Member Dashboard!

Super Early Bird registration ENDS July 31st 2021!

Summer Facilitator Training Dates



In-Person July 26-28 | Rogers, AR
supportraisingsolutions.org/facilitatortraining

Questions

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

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Prayer



Cori Crawford Van Oss

Guest Speaker

International Program
Reliant Mission



Matthew Mott

Guest Speaker

International Program
Reliant Mission



Bringing Training for MTD into your Organization

Overview-

- Key Perspectives
- Key Training Objectives
- Key Accountability Practices

Don't Reinvent the Wheel

- Leverage Your Organizational strengths & focus on building Habits of success!
 - Most of us know our people, mission, and organizational culture best.
 - Few of us are experts in fund-raising.
- Reliant invited Cru to do our first trainings in 1989-90.
 - Our leaders did coaching to help ensure weekly action.

Don't Reinvent the Wheel

Delegating our first training allowed Reliant leaders to

- Focus on meaningful culture and policies that support the fund-raising process.
 - Learn from experts
 - See first generation become successful, and then train others.
 - Spend our time in relationships with our staff
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- Result - to this day 100% of the budget is the benchmark for release and we have over 90% compliance.

Current Reliant Training Model

- Reliant does immersive trainings
 - Our focus is on the practice of skills and presentation, not knowledge.
 - The goal is to have people discharge their discomfort as much as possible in a safe environment.
- Small-donor fund raising for on-going essential budgets.
 - Reliant has people raise their monthly / regular ministry budget first, before going after budgets that require big donors.
- Post-training, our missionaries stay in community during this process.
 - All fund-raisers are coached until they reach 100%, or discontinue.

Format and Length of training

- Customized
- You make it fit the organizations needs and missionary needs
- Virtual, in person, hybrid

Who will train and equip?

- Missionaries and staff that have raised support before.
- Others outside of your organization that regularly train, equip, and have raised support before.

Developing training – identify key components

- Thresholds
 - what thresholds will the missionary need to cross in the process?
- Goal setting
 - What is the ideal timeline for missionaries to be in the field fully funded?
 - What is the full amount needed (support goal) to start ministry financially healthy?
 - Answering these questions can help create realistic timelines and expectations before a training.
- Namestoming and networking
- How to ask for partnership

Developing training – identify key components

- What would keep someone from accomplishing raising their support team?
 - Lack of biblical foundation or conviction
 - Lack of motivation, encouragement, and accountability
 - Fear - will I be able to raise this much, what will others think of me, etc.
 - Lack of discipline and faithfulness
 - Lack of tools and skills
- Create spaces for receiving feedback

Post-Training Processing (Accountability)

- Measuring MTD activities week to week
- Basic metrics to help get things started
 - Aim/Pray for 60 donors for your team
 - Aim to be fully funded (100%) in 6 months from training
 - \$600/month in 6 weeks; 50% of total goal in 12 weeks
- Outside accountability (coaching)
 - Weekly check in call with trained coach (someone who's raised support previously)
 - Help setting goals week to week
 - Encouragement and reminder of calling

Goal Setting

- Set ideal timing for missionaries to be on the field
- Work to set support goal (include salary and fees)
- Create realistic timeline based on needs of the mission

Tools

- Goal Worksheet
- Missionary websites for donors, tracking MTD activity, and tracking giving.

Conclusion

- Don't reinvent the wheel
- Identify key components
- Determine format and length of training
- Equip your missionaries to raise the support they need



Q & A

