



Topic: Raising Up International MPD Leaders

Guest Speaker: Scott Morton

June 28, 2022 1:00 pm



**Jessica Wood**

SRS Operations Manager

Moderator



**Scott Morton**

International Funding Coach, The Navigators

Guest Speaker

## Reminders

- Fall SRS Coaching Certification registration is open!  
*[supportraisingsolutions.org/coaching](http://supportraisingsolutions.org/coaching)*
- In-Person Bootcamp in Nairobi, Kenya this September! Dates coming soon!

2023 ///

# Support Raising Leaders Conference



**SAVE the DATE**

**WHEN**

April 11 – 14,  
2023

**WHERE**

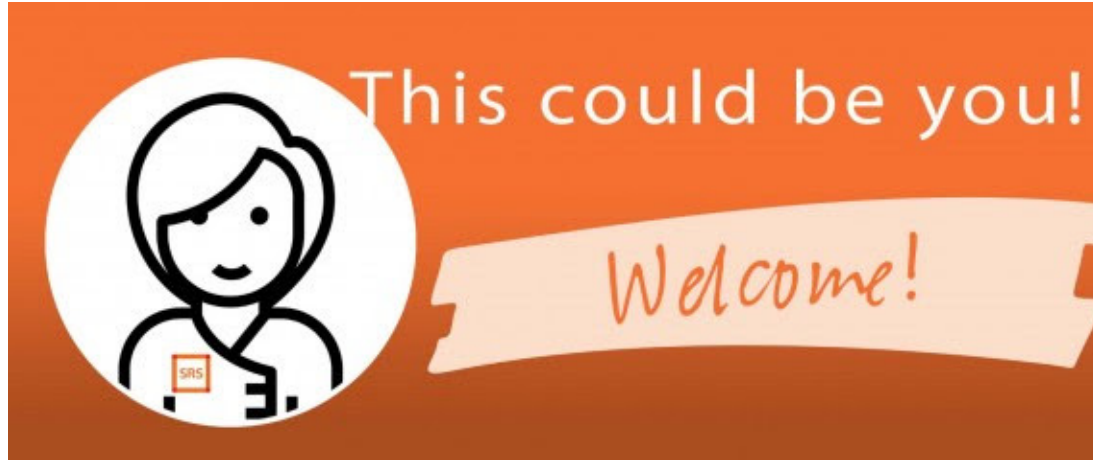
Colorado Springs,  
Colorado

**WHAT**

More details  
to come

[supportraisingsolutions.org/srlc](https://supportraisingsolutions.org/srlc)

## Have You Ever Considered Joining SRS?



- Customer Success Specialist
- Communications Specialist
- Network Coordinator
- SRS Public Bootcamp Facilitator Team

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



# Raising Up International MPD Leaders

**Discussion: What have you tried in raising up international MPD funding leaders and coaches? How did it go?**



## Error #1—Being Too Neutral



## Error #2—Not Going to the Phones for Live Calls to get Appointments



# Error #3—Not Recording Results (Accountability)

## UP TILL NOW REPORT

Directions: List each person you've appealed to. Include the date of appeal and type of appeal. When you get their response, list it in the appropriate column. Continue to list additional appeal names at the bottom. As you continue to get responses, change undecideds and re-total. Continue to use this worksheet until you hit 50 names appealed to with responses. Then start a new worksheet.

Name \_\_\_\_\_  
 E-Mail \_\_\_\_\_  
 Today's Date \_\_\_\_\_

	TYPE OF APPEAL*	LIST THOSE YOU'VE APPEALED TO/DATE	YES MONTHLY	AMOUNT MONTHLY	YES CASH	AMOUNT CASH	No	UNDECIDED	COMMENTS/ COLLECTION
1									
2									
3									
4									
5									
6									
7									
8									
9									
10									
11									
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22									
23									
24									
25									

\* F=Face-to-face; L/P=Letter/phone; G=Group appeal; E=Email or letter only; WO=Walk-on; O=Other

Tip #1: Relax! Don't take yourself too seriously Make it fun.





# Tip #2: Use the Top 25 Worksheet

## Top 25 Potential Partners

List below, by faith, the top 25 people who "need to hear your calling story." Some may be good friends; some may be acquaintances only or referrals. Include five anchor donors (might give 5-10 times the average) marked (A). Note: Don't ask yourself, "Who will give to me?" Wrong Question! Ask, "Who needs to hear my story?"

	Who	Phone	When Meet	Where Meet	What Amount	Call Back (✓)	Results	How to Collect
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								
11								
12								
13								
14								
15								
16								
17								
18								
19								
20								
21								
22								
23								
24								
25								

## Finding and Developing MPD Coaches:

- a. Identify a Future Coach Before the School
- b. Ask Successful Students to Share an MPD Testimony
- c. Ask Successful Students to Host a Table at Training Schools



## Finding and Developing MPD Coaches:

- d. Insist on Annual MPD Schools
- e. Invite Successful Students to Help Teach
- f. Develop “Year 2” content
- g. Monthly Skype with Coaches



## What does a 1-hour skype or Zoom call look like?

1. "What has been going on since last we met?" Family news.
2. Review whom he/she is coaching. "How's it going with Bob?"
3. "How about your own MPD? How did you do on the action steps we agreed to last month?"
  - a. Up Till Now Report
  - b. Top 25
  - c. 4-year Tracking Report



# What does a 1-hour skype or Zoom call look like?

4. "Your MPD plans for the 30 days. Let's jot them down as action steps."
5. "What are your plans with those you coach?"
6. "Let's take a look at a Bible verse..."
7. Prayer
8. "When shall we meet next? " Review action steps agreed to
9. I send out an immediate email with the action steps listed

## SELECTED TOP 51 FUNDRAISING PASSAGES

*Hundreds of passages in the bible relate to money, giving and God's provision. But here are selected passages to get you started in your study. Begin with the top 21 passages.*

### TOP 21

Numbers 18:21-24	2 Corinthians 8-9
Exodus 25:1-9; 35:1-9	Philippians 4:10-20
Matthew 10:5-15 with Luke 9:1-6; Mark 6:7-13	1 Chronicles 29:1-19
Luke 8:1-3 with Matthew 27:55-56; Mark 15:40-41; Luke 23:49; 24:10, 22; Acts 1:14	Proverbs 3:9-10
Luke 22:35-38	Luke 21:1-4
John 4:8 with 12:6 and 13:29	Psalms 104:14-17, 27-28
Romans 15:20-24 and 25-32	Deuteronomy 16:17
1 Corinthians 9:1-23	Galatians 6:6-10
1 Corinthians 16:1-4	1 Timothy 5:17-18
Acts 18:1-5	1 Timothy 5:8
	3 John 5-8

### OTHER FUNDRAISING, PROVISION AND GIVING PASSAGES

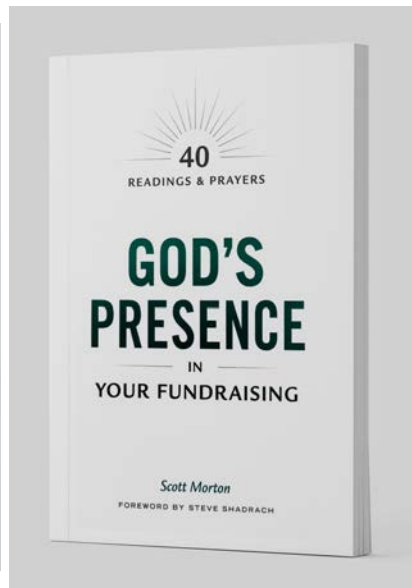
2 Chronicles 24:1-22	Titus 3:13
2 Chronicles 31:3-10	Philemon 1:10-22
Nehemiah 13:10-14	Deuteronomy 14:27-29
Matthew 11:18-19	Malachi 1:7-8; 3:8-10
Luke 10:1-7	Acts 11:27-30
John 2:13-17	Acts 20:33-35
John 6:5-12 with Luke 9:13	Acts 27:3
Acts 2:44-45	Romans 16:1-2
Acts 4:32-5:11	2 Corinthians 11:8-9 and 12:13
Acts 10:1-4	Luke 6:34-38
Titus 1:7	Exodus 16:13-17
1 Thessalonians 2:9	Psalms 37:25
2 Thessalonians 3:7-13	Mark 15:42-47

# Q & A

**WHAT'S ON YOUR MIND?**

## Application Activity—Next Steps:

- Prayer—James 4:2
- Identify Potential MPD Coaches
- Ask potential coach to help teach a future MPD school
- Arrange for monthly meetings to develop future coach



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