



SHORT TERM MISSIONS

SUPPORTER RELATIONS AND PARTNER DEVELOPMENT

One of the areas of Overseas Ministry that many people find most intimidating is raising support. While it is true that the cost of a Short Term Mission Project can be expensive, nothing is impossible for our God. In the words of Hudson Taylor, the great missionary to China: "God's work done in God's way will never lack God's supply." You may be saying "How can I ask people for money?" We are not merely asking our family and friends for money, we are inviting them to participate alongside us in ministry as partners. God has enabled some to provide financially for ministry, and they take great pleasure in serving the Kingdom, or showing their love for you, by giving.

THEOLOGY BEHIND RAISING SUPPORT

Philippians 4:19 - "And my God shall supply all your needs according to His riches in glory in Jesus Christ."

WHY RAISE SUPPORT?

1. You receive the opportunity to trust the Lord to provide for the needs of your trip.
2. The people to whom you send letters get the opportunity to see God's work in the ministry. The team will benefit from a multiplicity of prayer partners; when the team returns, the congregation listens with a vested interest to their report.
3. This is a team effort. You may benefit from another team member's overage or they may benefit from yours.

A BIBLICAL BASIS FOR SUPPORT

Scripture provides a basis for providing financially for missionaries. In Luke 8:1-3, we find that Jesus and His disciples were supported by others. Philippians 4:14-19 tells us that not only was Paul financially supported, he saw those who supported him as partners in ministry, and believed he was helping them to participate fully in the furtherance of God's kingdom. (Listen to Tommy's October 24, 2010 message on this passage entitled "Angels Unaware"). 2 Corinthians 11 tells us that Paul was supported by the Macedonian church, so as not to be a burden to the church at Corinth. Indeed, God is glorified when his children are good stewards of their financial resources.

The Teaching of Paul

In 1 Corinthians 9:1-14, consider Paul's reasoning on the basis of logic (v. 7), law (vv. 8-10), leadership spiritually (v. 11), Levites (v. 13), and Lord (v. 14). Also examine 2 Corinthians 8 and 9 regarding the necessity of giving.

The Example of the Early Church

- ☞ Romans 15:20-24
- ☞ 2 Corinthians 1:16
- ☞ Titus 3:13,14
- ☞ 1 Corinthians 16:1-6
- ☞ 3 John 5-8

BENEFITS OF SUPPORT RAISING

- It stretches your faith
- It opens the door for you to minister to people
- It allows God to develop you—tact, priorities, poise, polish, attitudes, etc.
- It opens doors to witness
- It stimulates a missionary vision in the Body of Christ
- It gives people the opportunity to invest in something of eternal consequence.
- It builds a base of prayer support
- It allows you to develop deeper personal relationships with supporters
- GOD will provide resources for your Target Project

Don't be intimidated about raising support. This is an opportunity to see God meet your needs before you even leave on the trip.

"And my God shall supply all your needs according to His riches in glory in Jesus Christ (Phil 4:19)."

FRIEND RAISING

In her book Friend Raising: Building a Missionary Support Team That Lasts, Betty Barnett discusses several excellent concepts regarding supporter relations. While the book targets the Long-Term missionary, these concepts are helpful for maintaining an appropriate attitude towards support raising that helps preclude thinking of people as "dollars."

A. *Friend-Raising*

It is built on a lifestyle of caring for people more as friends than as sources of funds.

1. A Lifestyle Of Exchange – It is the Lord's business to raise our resources; we are to build relationships apart from finances.
2. Intimacy – "I don't care if they support me or not. I just want to love!"
3. Listening: The Gateway to Friendship – You are not a "living brochure" for your trip when you talk to people. Listen.

B. *Generosity*

Generosity expands into a lifestyle of giving and receiving with our friends and supporters, seeking to serve rather than be served. We develop the view that a relationship is not one of exchange or reciprocity (buying and selling), but one of giving and receiving.



SHORT TERM MISSIONS

SUPPORTER RELATIONS AND PARTNER DEVELOPMENT

C. **Communication**

Communication is best built on love and ministry for both those to whom we are sent and to those who are sending.

1. Solely With Him – There are times you need only make your needs know to God and trust Him to move in the hearts of people to provide.
2. With Him Plus Others – Honestly and accurately share the challenges and situations we face in all areas of worldwide ministry. There are times to pray and times to act.

Both have their place; neither is more spiritual than the other.

3. What We Communicate – Be careful not to manipulate people into supporting you, especially by quoting Scripture. When people do join your team, let them know how precious and important to your life and ministry they are.

D. **Prayer with Promises**

Success in support raising depends upon prayer as our source of wisdom and ideas. It is the point of greatest strength or greatest weakness. Satan will try to discourage us in support raising. When he does, we must run to Scripture and pray.

FRIEND RAISING MADE PRACTICAL

Time of Testing - Be aware that there are those that will wait and see if you are sincere before they commit.

Sending - Develop the ideas that those who participate in support are not merely funding you, but sending you! They play a vital part in providing counsel, advice, emotional and prayer support, encouragement, and discipleship.

HIDDEN HINDRANCES

- Manipulation – Don't guilt people in to giving to this trip. In the words of Corrie Ten Boom, "I'd rather have a dollar which the Lord directed you to give, than a thousand which He hasn't."
- Spiritual Attack – When Jesus faced spiritual attack; He spoke the Word, resisted the Enemy, and commanded him to flee.
- Neglected Commitments – These could be financial, relational, or spiritual. Make sure that your "house is in order."
- Poverty Mentality – We are richly provided for in this country and as children of God. Be generous with your time and money.
- Disobedience – Don't commit Sins of Commission nor Sins of Omission
- Ingratitude – The size of the gift does not matter. Say "Thank You."
- Lack of Integrity – Be forthright in handling funds. Turn in money in the way you receive it, e.g. If someone gives you 5 one dollar bills, turn in 5 one dollar bills. It is violation of church fiscal policy and audit standards to make change out of offerings.
- Unforgiveness – People will disappoint you. The person you thought would respond won't. The person you thought would give huge amounts of money sends \$1. Be thankful and don't hold a grudge.



SHORT TERM MISSIONS

SUPPORTER RELATIONS AND PARTNER DEVELOPMENT

SHORT TERM MISSIONS SUPPORT SPECIFICS

The total cost of this trip is based on where you are going and for how long you are staying. While the exact numbers are still being worked out, the general amounts are listed on the www.dbcm.org/stm and will be updated as they are finalized. These costs include flight, all food, lodging, ground transportation, and ministry expenses for the respective weeks. Each team member is responsible for raising the funds necessary to cover the costs incurred by their participation.

You will need to generate a list of people to whom you wish to send a support letter. This can include family, friends, classmates, co-workers, or people from our church or other churches. Be creative—you would be surprised how many people you know who would like to support your trip. *As a general rule, begin with a list of 50 names and addresses, and adjust up for the number of weeks you are going.* Your letter should cast a vision to your ministry partners (supporters) for the trip and explain why you feel called to participate.

A FEW THINGS ABOUT WRITING A LETTER...

- **Be Brief.** Capture the reader's attention. Once opened, a personal letter has ten seconds to capture the reader's attention. Mass produced typed letters only have five seconds. The P.S. always stands out and is often read first.
- **Be Sold on the Cause.** Be well-informed and passionate about what you're doing. Do some research on the city or the ministry in which you will be working. This will give the reader confidence in where their support is going. Be sure to mention that this is a Denton Bible Church team.
- **Be Clear.** Be clear on what you are asking of the recipient. Avoid long words and sentences. Shoot for words averaging five letters and short, conversational sentences and paragraphs free of technical or jargon words.
- **Know Your Recipient.** Be personal in the letter. Perhaps write a couple of different letters to different audiences, or add a hand written note on some of the letters.
- **For the benefit and protection** of your supporter and their charitable contributions, please:
 - **Include** a description of the trip objectives and the ministry that will be done, mentioning that it is a Denton Bible trip.
 - **Include** the individual support raising goal and state that "each team member is responsible for raising gifts to Denton Bible Church in this amount."
 - **Include** "Contributions are made with the understanding that Denton Bible Church has complete control and discretion over the use of donated funds. Any monies given in excess of the cost of this trip will be used for short-term mission trips." – This sentence really needs to be in the letter to comply with IRS code
 - **Include** "Please write your check to Denton Bible Church" and "Please write [Trip Destination] and [the account number] in the memo."
 - **Include** "Please send checks to: Denton Bible Church, Attn: [Trip Destination - your name], 2300 E. University Drive, Denton, TX 76209, by the contribution deadline given to you by your team leader.
 - **Include** a SASE with both the address and return address as:
Denton Bible Church
Attn: [Trip Destination - your name]
2300 E. University Drive
Denton, TX 76209
 - **Include** a link to the online giving page for Denton Bible Short Term Trips <https://dbcm.org/stmgive>
- **Your letter MUST be reviewed and approved by the missions office.** Please email us at stm@dentonbible.org prior to mailing it out and allow up to 24 hours for a response.

Checks will be made out to Denton Bible Church and sent to the church office, where they will be recorded. Each week, a list of people that have contributed will be provided so that you can **write a thank-you letter immediately** and develop relationships with your ministry partners. The teams should send a follow-up thank you letter no more than 2 weeks after return. We will also invite all supporters to our team's Mission Celebration on a Sunday afternoon about a month after you return. This is for all who supported you with financial gifts and/or prayer support *and* for any others who are interested in hearing about your trip.

If a donor hands you cash, you need to place that cash in an envelope, seal the envelope, write the donors name and address on it, and turn it in. IT MUST BE DONE THIS WAY FOR THE DONOR TO RECEIVE PROPER CONTRIBUTION CREDIT. If a donor hands or sends you a check made out to you, you will need to cash it and follow the same procedure.

While not limited to a support letter as the sole means of raising support, all fundraisers require prior approval of the Missions department and the Elders via the Denton Bible Church Finance Board. If you have ideas, discuss them with Missions SOON so we can go through appropriate channels. There will be financial deadlines for each trip that must be met in order to participate in the short term mission trip.