

Friendraising - Session 1

Biblical Basis for Christians Raising Support

1. Jesus and His disciples were supported by others:

“And it came about after this, that He began going about from one city and village to another, proclaiming and preaching the Kingdom of God and the twelve were with Him . . . and many others who were contributing to their support out their private means.” Luke 8:1-3

2. Paul was financially supported and accepted this support with enthusiasm, because he was helping to store up treasures in heaven for his supporters:

“Not that I seek the gift itself, but I seek for the profit which in creases to your account. But I have received everything in full, and have abundance: I am amply supplied, having received from Epaphroditus what you have send, a fragrant aroma, an acceptable sacrifice, well-pleasing to God. And my God shall supply all your need according to His riches in glory in Christ Jesus.”- Philippians 4:17-19

3. As Christians use their material possessions to further the works of Christ, God is glorified:

“For the ministry of this service is not only fully supplying the needs of the saints, but is also overflowing through many thanksgivings to God”. 2 Corinthians 9:12

4. Christians should be willing to give up their material possessions so that others may be made spiritually rich:

“For you know the grace of the Lord Jesus Christ, that though He was rich, yet for your sake He became poor, that you through His poverty might become rich.” II Corinthians 8:9

5. Benefits of raising support

- It stretches your faith.
- It builds a base of prayer support.
- It opens the door for you to minister to people.
- It stimulates a missionary vision in the Body of Christ.
- It allows you to develop deeper personal relationships with supporters.
- God can provide resources for your short-term outreach.

Potential Pitfalls to Raising Support

1. Telling your whole story over the phone or by letter instead of making an appointment. (Face to face requests are best, but support letters may be the next best option).
2. Asking every person you meet with for the exact same amount. For example, asking 100 people to just give \$25.
3. Arranging meetings where you invite a small or large group of people to support you instead of asking one-on-one. Group meetings are not as effective as one-on-one requests.
4. Asking for amounts too low. Let supporters know what you need, and let God stir their hearts for support.
5. Making a pre-determined judgment that someone wouldn't want to support you rather than just asking them.
6. Raising funds without proper communication. Supporters have the right to have an accurate understanding of what they are supporting.
7. Asking for "one-time" gifts. Never use the term "one-time" gift. This implies that you will never ask them again. Ask for a "special gift" instead.
8. Not spending enough time on raising support. It takes time and commitment to get good results. **You will "reap what you sow!"** If you work hard, you will get a good return on your investment of time and energy. **Minimal effort will result in minimal return.**
9. Asking people to just "pray for you" because you fear asking them for financial support.
10. Thinking someone appears too poor to ask for support.
11. Going on the trip, before reaching 100 percent of goal. A commitment has been made and your integrity is at stake.

The Process of Writing a Support Letter

Step 1: Calculate how many letters you need

To find out how many letters you will need, use the following equation. The average gift runs around \$50. However, only one-third to one-half of the people of the people you write to will respond. So, if you need to raise \$1000, plan on sending out 40 (one-half responses) to 60 (one-third responses) letters. $Letters = (Total\ cost / \$50) \times 3$.

Step 2: Name Storm

Once you know how many letters you need to send, find out to whom you are going to send them. Write down names of everyone you know, including friends, relatives, neighbors, and co-workers. Be sure to save your list in case you need to send out more letters.

Start by developing an initial list of potential ministry partners. List everyone you know. No one is unqualified to partner with you in ministry. Don't decide for an individual—let them make their own decision. If you only send a letter to those who you think will give, you may prematurely eliminate potential supporters.

You may be thinking that you can only come up with a few people. With the help of this following list however, coming up with 75 names will be no problem. Push yourself to see if you can come up with 100 names and then prioritize them accordingly.

1. Parents
2. Brothers
3. Sisters
4. Boss
5. Work Associates
6. Work associates from past jobs
7. Grandparents
8. Aunts
9. Uncles
10. Cousins
11. Teachers
12. Postman
13. Review your Christmas list
14. Review your address book
15. Review your families' address books
16. Home Church/ current church
17. Remember people with whom you've pursued hobbies, sports, and other interests.
18. Friends at school
19. Christian Business Groups
20. Secular Business Groups
21. Neighbors
22. Coaches
23. Teammates
24. Family Doctor
25. Family Vet
26. Family Tax Agent
27. Family Real Estate Agents
28. Family Friends out of town
29. Barber/hairdresser
30. Editor of local newspaper
31. Your own job money

Step 3: Write the letter

Here are some helpful hints to writing a good letter:

1. Be personable:

- a. Do not type “dear friend” as your greeting; rather, put in their name
- b. Acknowledge your relationship to potential supporter by referring to an event or shared interest.
- c. Whatever you do, try to show that you are interested in them.

2. Educate your reader:

Let them know the details of what you will be doing on the mission trip, why you decided to go, and what you hope to accomplish.

3. Explain your need:

Show what areas you need help. This is where you will include your prayer requests and your request for financial aid. You may or may not want to list the exact amount of money you need to raise. You may want to indicate what you have raised so far, so that supporters can see that you are actively working hard to get support.

4. Make the letter easy to read:

- a. Keep it short. One page should be enough, but never use more than two.
- b. Be creative and be interesting. Use questions or stories to keep the reader’s attention. Too much detail will bore them to death.
- c. Be neat and professional.
- d. Be thankful and courteous.

5. Give them a way to respond:

You may use a separate sheet or card in which they can indicate if and how they will support you. Please include a self-addressed stamped envelope to encourage them to respond quickly.

6. Other Notes:

- a. **Make sure you put somewhere in the letter that all checks are to be made out to Covenant Church and are tax-deductible if they do NOT put your name anywhere on the check. The name of the trip will suffice.**
- b. Include Adult Contribution Support Form
- c. Our Outreach Assistant will send you e-mails to keep you informed on who has contributed to your support.

7. Say Thank You:

If someone chooses to support you, send a prompt thank you letter and/or give them a phone call. Hand-written notes are best. Write a letter during and/or after your trip to let your supporter know how things are going. Tell them how God has been answering prayers on the trip.