

Funding the Mission

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Hi, welcome to our session that we're titling Funding the Mission. As church planters, the work that you're about to step into that the Lord is calling you to requires financial resources. And so you're going to need to step into some aspect of raising support and partnership around you. My name is CJ White and I'm the U.S. program team lead for Reliant Mission. And at Reliant, we see it as an opportunity for us to come alongside and serve church planters, people starting gospel center nonprofits, to be able to mobilize them for the work that the Lord's called them to in the Great Commission.

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I'm so thankful to be able to spend time with you today and walk through. What funding your mission that the Lord has called you to could look like? Now, this is going to be a real 30,000-foot view. We're going to just hit on some snippets of some things. We usually spend a week-long training walking through the different aspects of biblical support raising with people as they enter into this calling. But I hope that you'll be able to take some practicals with you and lay a biblical foundation for what support raising actually looks like in your context.

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As we start, we're going to kind of look at four different sections of support raising. First, we're going to lay a biblical foundation for support raising, because if we're not laying a biblical foundation for what we're doing, why are we doing it? And then we're going to look at actual steps of inviting someone in to partnership. And what does that look like? What should you be thinking about as you communicate and cast vision with individuals that you're inviting in to what the Lord's called you to? Then we're going to look at the financial realities of a church plant and touch on...

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Different funding models you should be thinking about or considering as you step into this. And then what should you be prioritizing as you're asking people for financial partnership? And then finally, we'll talk about how do you get started? What are some steps you can actually take place from this huge thing? I think a lot of people can get paralyzed by what do I how do I even start that? That's what I don't know. How do I even start? And so we'll talk about that and some advice that we have on cultivating your team. So first, we're going to look at biblical foundations.

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Now, typically, we will spend three to four sessions just on this on hour long sessions. I'm looking at biblical framework for support raising. I think a lot of

people step into this work and maybe you've asked that question of, hey, I know what God's called me to. I know I want to take the gospel to a specific context. And now I have to raise money to do it. Right. Like there's financial resources. And I'm so daunted by that that I look at financial resources. Of course, it has means to an end, right? Or I just need to get this money to go actually do this.

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But what's happening through support raising is God's doing so much more than you ever could think about. It's not just a means to an end. It's not just, hey, let me go tell people about what I'm passionate about so they can give money so I can go do it. No, it's partnership. And so there's a difference, and I want to cast this before you, that as you step into this work to be very prayerful and considerate of, do you see it as partnership or are you seeing it as fundraising? Now, what I mean by fundraising is, yes, you're raising funds, and it's okay to use.

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that language, but the way the world around us fundraises is so different than how the Lord calls us into this work. If you're familiar with, I don't know if you've ever heard of the story of William Carey. He's a missionary in India back in the 1600s. Well, I don't know if you've ever heard of the story of William Carey. He's a missionary in India back in the 1600s. Well, I don't know if you've ever heard of the story of William Carey. He's a missionary in India back in the 1600s. Well, originally, he was in London in England, and the Baptist, Missionary Society in the mid-1600s were meeting one night and said, hey, we need someone to go to India and take the gospel there. We desperately need someone. Who's going to go? And after the.

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meeting one night, William Carey came up to Andrew Fuller and he said, I'll go into the pit if you hold the ropes. And that's the picture that we need to think about and what we're going to see in the book of Philippians on how Paul viewed the church at Philippi is the people that you're inviting into this process for support raising are holding the rope so you can go into the pit. What a beautiful picture. They're not just a means to an end. They're not, and every church planner needs to ask this question, the people I'm inviting in, do I view them as important to.

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the mission of God as I am? Because they are. God's calling a people together for himself to partner and plant the gospel in specific areas. And so we're going to take a real quick survey through the book of Philippians, and I want to just touch on some things that I've seen in the book of Philippians. And I want to just touch on some things that I've seen in the book of Philippians. And I want to just touch on some key points. for you to see the idea of partnership, and then we're going to talk about what ministry team development looks like in that context, and what I mean is ministry team development is what at Reliant we call support raising, so we're going to look at those different things after we scan.

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through Philippians here, and so in the first chapter of Philippians, Paul addresses the church at Philippi, and he thanks God, like he tells them that I thank my God in all my remembrance of you, in every prayer of mine, so we see that he has a deep love and care for this church, like he has a connection with them, and then in verse five, he says why, he says because of your partnership in the gospel from the first days until now, now that word partnership that Paul uses there in the.

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in the root original language, it's koinonia, right, in the Greek, and so what that means is. what it means is not, just like, hey, when we think through community, we have fellowship, right? We're going to get around and watch the game and have some chips. No, Paul means here fellowship of a unified mission together, that we're coming together for something greater than ourselves. And he knows and he's communicating that this is in the context of the Church of Philippi partnered with him financially.

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And we're going to see that as we continue in chapter four. But I want us to see that this idea of koinonia, that he loops in their financial partnership with every aspect of following Jesus together with him. If we were to go in chapter two, we read the first few verses and we see, starting off in verse one. So if there's any encouragement in Christ, any comfort from love, any participation in the Spirit, any affection and sympathy, complete my joy by being of the same mind, having the same love, being in full accord and of one mind.

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So in verse one, he says any participation in the Spirit. That's the same word. So all of a sudden, we see Paul thanking the church for their partnership in the gospel by financially supporting him. And now he's looping it in of like participating in the spirit together. And then as we go on to chapter three, and he's continuing this idea of them being of one mind, following Jesus, continuing forth for the gospel. He says that the main goal in all of this is that he would know Jesus, like he would know Christ.

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In chapter three, verse 10, this is what Paul sums up. He says that I may know him in the power of his resurrection and may share his sufferings, becoming like him in his death. There's that word share again. There's that fellowship participation. Paul's saying, hey, here's here's another way that we're participating together in this walk that Jesus has called us to. I may share in his sufferings as Jesus did. So if we continue on to chapter four.

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And we look through verses 10 through 18. We see, and we're going to talk about 19 and 20 as well, but if we look at 10 through 18, we see that Paul is so thankful for the church's care for him. So he says in verse 10, he says, I rejoiced

in the Lord greatly that now at length you have revived your concern for me. You were indeed concerned for me, but you had no opportunity. Not that I'm speaking of being in need, for I've learned in whatever situation I'm to be content.

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Paul goes on, and we know Philippians 4.13 very well. After he says, I know how to be brought low, I know how to abound. And then he says, what? In verse 13, I can do all things through Christ who strengthens me. And we know that that means contentment. He can be in whatever situation the Lord brings him to, because he strengthens him. And then in verse 13, he says, yet it was kind of you to share my trouble. There's that word share again. That participation, that partnership. He said, You came into my trouble just as I'm in it.

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And you Philippians yourselves know that in the beginning of the gospel, when I left Macedonia, no church entered into partnership with me in giving and receiving except you. Here we see it again. No church entered into giving and receiving. As we enter into the life Jesus called us to, we're in a life of giving and receiving. And so we're not only as we step into this work of support raising, we're not just raising funds. We're inviting people in to take greater steps of faithfulness to following their King Jesus.

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and as well as us. Because he says giving and receiving. Do you see, and maybe, I don't know if you guys have ever struggled with this, but sometimes as Christians, and maybe we've been following Jesus for a long time, I can give really easily. But I have a hard time receiving. I have a hard time admitting or asking, inviting people to come alongside me in a specific way and have me. And then sacrifice. But this is what Paul told the Philippian church. They entered into giving and receiving.

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He goes on, verse 17 says, Not that I seek the gift, but I seek the fruit that increases to your credit. Did you hear that? He says, I don't seek the gift. I seek the fruit that increases to your credit. So as you invite people in, can you truly sit across from someone? And as you're raising support, not just go, man, I need them to give me \$500 a month so I can go do this. But are you saying, as you give, I am seeking the gift that you're going to get, that it's going to increase. Your fruit's going to increase for the Lord, and that's what I'm seeking.

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Not just, hey, you're going to gain more prosperity. This is not prosperity gospel. No, this is true flourishing in Jesus and what he's called us to. Paul goes on in verse 18, Sacrificing. acceptable, pleasing to God. And then verse 19, please, I pray that you would be able to believe this and know this as you enter into this and invite people in to financial partnership.

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And my God will supply every need of yours according to his riches and glory in

Christ Jesus. And my God will supply. Your needs will be fully met by Jesus. Now, what does it mean? In glory with Christ Jesus. That's our ultimate need. No matter what happens here, temporally, on earth, circumstantially, Jesus will provide. We go back to Matthew 6 when Jesus is in the Sermon on the Mount and he tells the disciples, you cannot serve God in money. And he gives us this picture of,

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don't worry about tomorrow. If he cares for the birds, if he cares for the flowers, your Father in heaven knows what you need and he will care for you. And so we have to know those same things as we step into this, not only for ourselves, but those that we're embodying, into this process. Okay? That is a real small, brief picture look at biblical support raising and what partnership can look like. We have scriptures that we're going to be able to send that you can go through and spend more time, kind of have a survey of the text. It's amazing to look from the Old Testament through the New Testament and see how the Lord has provided for his mission through support raising.

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The Old Testament, biblical foundation for y'all. I do want you to know that that's the most important thing we can do, right? As Hebrews 12 tells us that we run our race with endurance looking to Jesus, the founder and perfecter of our faith. And so as we step into this work of support raising, we have to look to Jesus first and what he's doing and have that foundation built for us. But as we do, we're going to now give a brief intro into ministry team development. What's the difference through biblical support raising and maybe the way the world sees fundraising? We saw a little bit in.

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that in our look at Philippians and the difference of partnership compared to fundraising. No, but ministry team development can be broken down into three specific areas. It's ministry, it's team, and it's development. And so what I mean by it's ministry is as you step into meeting with individuals, getting the opportunity to share with them what the Lord has called you to, not only that, but to share with them what the Lord has called you to. And so what I mean by that is, what he's done in your life. You're getting, opportunities to minister with them where you have no idea what the Lord's doing in their lives.

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So you're inviting people in to take further steps of faithfulness. That's ministry. You have no idea that the Lord could be calling this person to maybe even join your team and be a part of a church plant team. So we're looking at other sanctification. We're seeing him in that way. You're getting opportunities to actually share the gospel. Now we're going to talk in a session, we're going to talk about how you invite someone in. What does a presentation look like? What do you need to be communicating? And at the center of our presentation, we have the gospel. The gospel.

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is at the center of our very lives of everything that Jesus has made us to be. And so we better be presenting it to all those that we meet with. It's why you're doing what you're doing. And so you get an opportunity to show and share the gospel as you meet with others. It's also ministry. And this is one of the things that probably will be the most important thing that you're going to be doing. The hardest thing for you. in this process, but it's also ministry in that you're going to be sanctified through it. Now, if you would have asked me as I stepped into my first years of support raising, I was a church planter years ago, and I remember stepping into support raising,

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and my wife and I, our family had been through immense amount of suffering. And if you would have asked me, hey, do you trust the Lord? Hands down, absolutely I trust God. Like, do you know what we've been through? And we're not all burned up. Yeah, we're good. We trust in the Lord. Lord, support raising quickly showed me there's always another layer of foundation. And so it grew me. Like, anxieties I never had before all of a sudden pop up. Like, how is this going to be provided for? And I'm dropped to my knees of praying to my God, please provide for me, Lord.

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Like, I'm seeing that all of a sudden I just need to be more faithful in some areas. And so it's going to sanctify you. Allow your heart to be exposed in the process, and our Lord will gently deal with you and show you. Where your trust needs to be on Him. Instead of what temporal things are providing for you. So it's ministry. The other way is team. And so, like I said, remember with the William Carey illustration is you're building a team of people around you to support you in the work that the Lord's called you to.

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It's not just you and you alone. You can't go lone wolf church plants Christianity while some of us might try or think we can. No, the Lord has created people to come alongside and provide for his mission. And so it's team. The last is its development. Now, when we talk about this, think about relational versus transactional. Right. Maybe most organizations, if they're raising funds, it could be transactional. Like people are giving money going, hey, here's this.

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And maybe I get something in return. And you go do what you need to do. That's not what. That's what we're looking for through ministry team development. We want to. develop relationships with individuals. I have a couple that's partners with my wife and I and our family that are still partnering with us today. Even though we're now not doing the church plants anymore, they're still supporting us in our ministry and what we're doing. And they've been like a third set of grandparents to my kids,

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Grammy Carol and Grampy Mike. Like, that's what they are. They've come into our lives, and we've seen the Lord even grow them in ways and has developed such a deep relationship with us that I'm just so thankful for. So be aware of that. Like, you're developing relationships. This isn't just transactional. And if all of a sudden we're more excited about money than the Lord providing, then we're seeing how we're viewing someone. We could be viewing them as dollar signs and not, hey, the Lord's giving me opportunities to grow my team,

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and how do I speak into their lives and what God's calling them to? And so, as John... Just to recap. And we talk about support raising. We're going to think through those buckets of ministry, team, developer.

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Now that you're on your way to laying a healthy biblical foundation in support raising, we've looked at and examined what is ministry, team, development, and we've kind of expressed some of those things. We're going to talk about what do you actually do in an appointment. You've contacted an individual. You're about to sit down with them. And what does invitation deploy? partnership look like? Now, I like to say, and I'll touch on this just a little bit, is I love the word invitation. So often we want to look at asking, and I'm asking people for help. But what this is,

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and this was a game changer for me as I stepped into this process of understanding, hey, I'm not just asking someone for this, what I'm passionate about, but I'm inviting them in. Then it's completely between them and God if he's calling them to be a part of it. And that takes the weight off you going, oh, did I say that correct? Did I not do this? And it's almost just as when we are evangelizing, or we step in and sharing the gospel with someone that it's, hey, we trust God with them, right? It's not on me to have some special magical way. Now, there's practical.

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things we can do. There's things we can communicate in a special way, and we're going to talk about those. But that word invite is huge. And so hopefully that would be helpful to you to think through, okay, what does invitation to partnership look like? Now, as we start an appointment, there's main priorities and objectives that we need to think about. You're going to share yourself. Remember, this is relational. So you want to share yourself and what the Lord's doing in your life. You want to share the vision and mission that God's called you to. Okay, and then we want to make a clear, direct ask of inviting someone in to partner with.

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us. And we want to get the clear need of how they can do that. So those are the goals. That's what, as we enter in to having appointments, those are the goals we need to think about. Now, throughout the presentation, we can think of it in

four separate aspects. The first is kind of our relational opening. Second is we're addressing the need. Third is we're going to give the answer to the need. And finally, the invitation to partnership, the clear, direct ask. Now, first, what do you do when you come into a coffee shop? Or I know, hey, in the last year,

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with the pandemic and COVID happening. We have had many more virtual appointments. So you could do this over Zoom. You could set up a Zoom call and have the same appointment, same order. So what we're doing when we're casting this vision is there are several ways you could have this presentation. Let me start by saying some people will create PowerPoint slides and show, like, pictures as we go through. So as I talk about these four different aspects, people will have that along with them.

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You could share your screen as you get through it. And I'll talk about that as we go through when, hey, I would go to the presentation now as we go through the different steps here. But first, the relational opening. And here, we would not pull out your PowerPoint yet. You wouldn't pull out pictures. We're just talking. And so first, we obviously want to ask, how are they doing, right? This isn't just small talk. Make sure that you're taking mental notes. Like, ask them, what's your last week been like? How have you been handling? Man, if we're talking about the time and day we are.

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right now? How have you been handling the pandemic? And make mental notes, because you can, remember, this is relational. You're going to be able to go back and make notes going, man, John was having a hard time with this. I'm going to check in with him, make sure I've been praying for him. After you've been talking for about three to five minutes, you want to transition, because you both are there for a specific reason, and you want to transition into sharing your story. And this is kind of the start of your presentation, right? So you say a nice transition of,

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hey, thank you, John, so much for sharing. I really would love to kind of share my story with you that speaks a little bit more of how Jesus has brought me to what I'm doing. Would that be okay? And then you go in to share your story. Now, I don't know if any of you have crafted your story personally before, or really like worked on a testimony per se, but in this story, our goal is to have about three to five minutes. If you can go a little bit, longer if you need, six or seven, but we don't want to have this long version, right? I like to.

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talk, and if you're a church planter, preacher, like, hey, you can speak, right? So I would joke and tell people, you want the five-minute version of my story, the one-day, or the three-day? Now for this, let's give them the five-minute version, okay? You want to do two things here. You want to highlight, how did Jesus save you, and how has he called you to what he's called you to? Now it doesn't have

to be, like, two minutes on this, and two minutes on this, but you want to give that time frame of, hey, how did Jesus save you? Because a lot of the ways that the Lord has.

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brought us to himself is how he has called us to what we're doing, okay? And we want to highlight, him. Now the way you can do this is through what we'll call Polaroids. So if anybody, hopefully everybody knows what a Polaroid is. I have talked to some guys and gals that are in their 20s and still don't even know what a Polaroid is, which is astonishing. But think of a Polaroid. It's a picture. It gives us a picture of what is happening, what's going on. I can see the place. I can see the light, the texture, maybe emotions on people's faces.

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So as we share our story, we want to show it, not tell it. A lot often we can give the timeline method of sharing our story. Well, this happened when I was 14, and this happened when I was 18, and this happened, and this, and this. Just strictly factual. Pick in that three to five minute story, pick maybe three to four moments that were pivotal where you can give Polaroid. Now, you might have some interjection in between where you're kind of fleshing out what's happened. But give three to four moments where you can describe what were you feeling?

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What was the area in the room like? What was the light? Was it hot? What was going on? What was the names of individuals? Like if there was a pastor that was so influential in your life, what was his name? Like for me, it was when I was 10 years old, and Pastor Bill. Pastor Bill was from Germany, this real deep voice. And I remember we went. for a Sunday gathering to this new church for me and my family. And I heard Pastor Bill proclaim the gospel. And his deep, bellow voice, I'm sitting there in the pews,

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and man, when I got home, I'm in my bathroom on my knees crying out to Jesus saying, I know I need you. So bring me to that place when you're telling a story. As we go through after our story, you're going to transition now to the presentation. And one of the ways that we do this is you can say, hey, thank you so much. Now, I've actually got some pictures that speak more about what I'm doing, and I'd love to share those with you if that's okay. A lot of people bring an iPad or a computer, and they can scroll through and they do it.

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Me personally, I did not use slides. I'm very much more conversational, and I would just go through all the different steps we're going to talk about. I had them memorized in my brain, and the flow, I was going to go through the presentation. So when we think about words, think of that word, flow. You just want to flow through this. We want to create kind of a melodic line through our whole presentation, that it makes sense, and it's concise, it's compelling, and it's clear. Those three C's are huge for any way of communicating in a presentation,

whether it's your story or as we talk about the different aspects we're going to share.

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So very first thing you're going to share about the presentation could be maybe a little bit more about you or your family that maybe you didn't share just in your story. And then you're going to go into the need of the church plant. Right? Or a specific area where you're planting. Now, for myself, I was planting in East Texas, Longview, Texas. And so I would speak about the needs in Longview. What are the needs? You can give some high statistical errors of maybe population and just giving some demographic views is fine here.

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BarnaGroup.com is a great place to go get some different informational statistics and things. But you want to cast the need, and you want to start big picture. So give me the view of the land. Then give me the view of that specific area of why you're reaching where you're reaching. Then give me a story of an individual that gives me a picture of those needs you just addressed. So if you tell me that where you're planting, it has not only physical brokenness, right? Like there's a lot of homelessness, there's a lot of addiction,

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there's people that are trapped in darkness. We just see a physical brokenness, but there's also spiritual brokenness. Like maybe it's a very unchurched area in the States or people have no solid doctrine, right? Well, then give me a specific need of like a story of, Joe that meets where you say, man, and I want you to meet Joe. Joe struggled with these things or this. And now make sure you're asking that individual that you can share that story with. I actually shared of my brother-in-law, Mason, who, man,

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grew up in the church, grew up out in East Texas. in the Bible Belt, but he couldn't have been further from the Lord. While he was in church every Sunday, he was just as far away from Jesus as anyone that blasphemes the name of God. And then he came to trust in him through the gospel and understanding, and we got to baptize him. And so share that story of that person. Now as you transition to the next spot, that's the need. Now we're going to talk about the answer to the need. The answer to the need is the gospel. The only hope you and I have for anything is Jesus. So give.

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a gospel presentation here. It's not going to be a long two, three page theological dissertation, but please present the gospel faithfully in this moment and say, hey, and the answer to Mason's need, the answer to my need in my story, every other person in the city of Longview is the hope that's in Jesus Christ. Through his life. Life, death, and resurrection. And us having faith in him. Will we be given everything we need? Now, after we give the answer to the need in the gospel,

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we're going to talk about the instrument that gets the gospel out. What is the agent that God has instituted to release the gospel, the truth of the gospel, the hope in his son, to the world around us? And that's the church. And so you transition and say, and the gospel is the answer to every one of our needs. And God has actually instrumented and created the church to be the instrument to get the gospel out. And then now talk about your church plan.

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Talk about the vision, the mission, right? And then after you cast the vision for the church plan, you can talk about your specific role. What do you plan on doing in the church plan? Now, as a church planner, I know you're going to be doing everything, right? But give three, maybe four specific things that you hope to do, in those early days. And then you're going to recap everything. by telling what motivates you of why you're doing what you're doing. Let me touch on one other thing that you can talk about after you speak about your role or in the church.

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is you can talk about organizations that you're partnered with. So obviously for all of you going through Ecclesia, you can talk about that. If you have any other organizations, denominations, you can communicate that at that time. So when you talk about what motivates you at the end of this process, you're kind of looping back to everything you've already talked about. The need, the answer to the gospel, that is the gospel. And you say, and just to reiterate what motivates me is stories like Mason. That's why I'm going to Longview with the gospel.

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And then now you go, but I can't do this alone. And this is our transition to our piece of invitation to partnership. Now there's four ways as church planners that you should be inviting people in to partner with you in this process. The first one is prayer. The second one is getting you connected to others. Third is by joining your team. And fourth, financial partnership. So we want to now go, hey, I can't do this alone. I'm inviting people to partner with us in this mission that God's called us to.

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And we need people rallying around us. I would always give the illustration of William Carey at this moment. I would cast that vision of partnership through that story. And then I would talk about the different ways that you can partner. Now, I'm not inviting people in in this moment in these separate ways. I'm just listing them out. So I'm telling them, we're looking for people to partner with us through prayer. By connecting us to other people. I only know so many people, and I'm going to need many others to be able to partner with us than I know to be able to carry out this mission.

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We're also asking individuals to partner with us by coming with us. And then finally, there's a financial need. Now, I'd love to talk more about that financial

need now, if that's okay. So now we go into actually asking. We're going to talk first. We're going to invite them. partnership, then talk about inviting them to join your team, then we'll go with getting connected to others, then finally we'll invite them in for prayer. We're going to talk more specifically on how do we talk or invite someone into financial partnership in our next session.

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that we're going to talk about. But those are the ways, that's the flow. And we're going to give you guys slides with this so you can have of like, what's the flow I need to be thinking about? How I communicate faithfully, clearly, concisely, and compelling the vision God's called us to in inviting someone in to be a part of.

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Thank you so much for joining us. We'll see you next time. All right, now that we've looked at what do we have in a presentation, what does the flow of our presentation look like, which we are naming our invitation to partnership. Remember, we're wanting to invite people in to partner with us in the mission God's called us to. We're going to take a short time right now and look specifically at what does the financial ask look like? What should we be saying? How should we be going about that? But before we talk a little bit more about that, I wanted to give us a brief overview of the financial realities within a church plant.

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Now, as you guys have stepped into this call of church planting, I know you've been through a lot of prayer, a lot of seeking, a lot of what is my calling, all those questions. And one of the big questions that maybe have come up in your mind, how we're going to do this is how in the world are we going to pay for this thing? Like, where is the financial resources going to come from? Because the fact of the matter. The fact of the matter is financial resources are a necessity. They are. They're just a need. Now, when we look at the financial realities within a church plant, it's very important that we look at our funding.

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model in order that our philosophy of our mission matches our funding model. But before we get into what the actual financial ask should look like, I want to talk about a few different financial realities that you should be thinking about in church planting as you're writing your prospectus, creating your budgets, what are the typical ways and things you should be thinking about financially for church plants. Now, historically, there's been a few different ways that church plants have been supported. First is what I call a central sending entity, or think of funded from one source.

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And what I mean by this is maybe someone has in the past been sent by a denomination or a single local church that is providing the entire income for that person to go plant, and all the resources that it takes to initially launch the church plant. That's a single source, and we've seen that a lot through different

denominations, networks. And I will say, as we look at the past year in COVID and I've had so many talks with church leaders that I would say that that model of planting is probably phasing out.

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I think there's still many churches that can do that. But in order for us to send many more churches, if we're not focused on just sending one, but focused on sending many, then we're going to spread out those finances to have a bigger kingdom impact with the gospel. So that's our first funding that we see is a central source. Second is bivocational. Now, many of you have probably processed and prayed about bivocational. I have many friends that are church planters and pastors that are bivocational. The one thing with bivocational, and there's obviously there's nothing wrong with it.

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We see at times Paul was a tent maker, and that's usually the argument that we see for it. But my main question that I put before people when they're considering bivocational. Is this for you? Your main financial source, like, is this what you're counting on your income for, is this second job? Or is it more a missional strategy to be incarnationally into the community, like, for you to meet people and be on mission? Because my, I ask that question because if you're counting on this other job, it's 40 hours a week,

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and you're counting solely on it for your salary, it's going to be hard to continue to plant the church, and you're so focused on this high-demanding job. If it's a 15-, 20-hour part-time job that's really getting you ingrained in the community, I've seen that be a huge benefit, and to play itself out well, and it does have a financial benefit to it. But I would just ask that question before, if you're considering bivocational, for you to think through those things. And the third way is outside support.

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So what I mean by that is being supported outside of the context where you're planting completely with a group of individuals. And this could also be... large organizations or whatever it might be, and the two subsets in this category are large partner giving, and the other one is small monthly recurring giving. And as we talk about at Reliant and in support raising, we really focus on that small individual partnership. And this goes into actually a philosophy of our funding, and it can be lined up with your.

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philosophy of your mission as your church point. So no matter the different ways that I talked about that you're going in, it's good to match your philosophy of ministry, your mission, with your philosophy of funding. And what I mean by that is, if you're planning on being sent and having large support coming in until you're three to five years self-sustained, you have these large amounts of capital

gains, and you're launching large, meaning, hey, you're already being sent with a hundred faithful, believers that have been disciplined into generosity and giving.

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Well, then those two match up, right? Like, you're already at a... place that can match up and support where you're at but if you're going out and more relationally and incarnational into your community and maybe you have a much smaller core team of six to twelve people as you're starting you're going to need support outside of your context as you continue planting the gospel in this specific context you're going to need a much longer on-ramp instead of hey three to five years until himself sustained well it could be much longer and maybe that's.

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never the plan maybe the plan is to be completely supported outside the context so you can keep reaching one thing that new churches should be doing is reaching new people and one thing new people don't know what to do is how to give they need to be disciplined and grown in this and so we need to allow them time to do that so as you're considering thinking through different ways of support raising or providing financial resources for your church plant think through those buckets it's just a helpful thing that i wanted to talk about before we get into inviting people to partner with us.

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financially. Now we're going to go through the financial ask. We've talked about the flow, of the presentation, the different ways you should be inviting people to partner with you. And now I'm going to give you just a few tips on when you're inviting someone financially, what you should be communicating. Now, maybe some of you have read the God ask, and which is a great resource, Steve Shadrach support raising solutions. And one of the ways he suggests in there is to make direct asks. So be praying and make sure you're asking a specific.

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amount. That is good and right. And if you feel led to do that, absolutely step into that. I have coached people on that. And sometimes myself, I've asked people very specifically. But typically, when we go in, I like to give and coach on giving a range ask. Now I'm going to give you an example of what this would look like. All right, so we just invite, say the different ways people can partner and say, hey, the last question is, what would you like to do? And I'm going to say, through financial resources. Now, Tyler, I'd love to talk more. How about the financial resources, if that would be all right?

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And then when they say yes, then I go and go, all right, Tyler, so we're looking for people to partner with us financially in the mission that God's called us to. I would also like to mention, guys, as a subset right here, that I would say the goal I'm raising. Usually I'd have a monthly goal that I'm trying to get about because that creates sustainability. So I would mention that and about what percentage I'm

already at of that goal, just to let people know the need. So I'd say, hey, Tyler, we're right now looking for around \$8,000 a month as we go and plant the gospel.

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and hopes that the Lord would just grow a church around that. And we're at about 40% right now of that. Typically we see people give anywhere from \$10 a month all the way up to \$500 a month. And we're really praying and asking God that he would provide \$100 a month on average per gift and partner. So my question to you, Tyler, is, would you join our team at one of these amounts? And then you pause. So that's it. We give a range about what people might maybe have already given to you.

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I would say that because I have people giving from \$10 all the way and even north of \$500. But then pray on the average amount you are asking for and let them know that. And then when you ask directly, in the eyes, ask directly, say their name, would you join our team at one of these amounts? Always say our team like partnership. Remember, that's what we're communicating. And then wait. If any of you have had like old school small group training, you do the eight second pause, right? We'll do that here. Don't try to answer for them or give caveats like, well, maybe if you would consider possibly,

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like don't pander, don't kind of give caveats. Just this is where we confidently invite them in. And then wait for a response. Most often the general response you're going to get is a maybe. Say thank you. And then set up a time for follow-up. Say, oh, like they would say, oh, well, maybe we would be able to. I would love to go and pray with my wife about it, if that would be all right. Hey, Tyler, that is great. Thank you so much. Today is Tuesday.

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Maybe if I gave you guys a few days, like the next two to three days, would it be okay if I called back on Friday evening to check in to see if you guys had a chance to pray about that? And then if he says no, we'll set up a different time. But that allows you to be able to know when you're contacting them, asking them for follow-ups, and not just wondering, oh, is he going to get back to me? And it's been two weeks. So just be faithful in that. Follow-up is one of the hardest things that can be frustrating in this process,

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but it's one of those aspects where we can be faithful in doing that. Because they said they were going to pray, so let's keep them to their word. Finally, if they do say yes, you want to send them a link to where you're giving. Okay, do this in the email right after. You can even help them sign up right during the appointments. And after every partner, this is the last thing I want to say here, write a handwritten thank you note. Okay, this might be something for the ladies in the room, this might be natural for you to do,

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but dudes, like, this is huge. If someone gets a handwritten note from you, that means a lot, and we're already creating ties. And remember, this is relational. You're building partnerships and getting closer to people. And so handwrite a note. It doesn't have to be a long thing. You can even put something. Remember, you talked to them at the beginning of the appointment how they're doing something you can be praying for. You could put that in the notes. And so do that well. Hopefully this gives you guys just a little bit more framework how to invite financially as we invite people into the partnership.

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Now that we've covered real briefly, and guys, I know this is a real 30,000-foot view. There is so much, again, we train almost a whole week on the ins and outs of support raising, things you should be thinking through. But hopefully this is just a helpful takeaway for you. But as we have talked about biblical foundations, the flow of a presentation, how do I invite someone in financially? And what I should be thinking about the differences of biblical support raising compared to fundraising. I want us to end by, how do you start?

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Like, you've got these things. How do I actually? What's the first step I should take in going and having appointments and thinking through those things? And so this might not be the most exciting part, but planning and administration is huge in support raising. It's been six or seven years as I've done support raising since I started. And the Lord grew me immensely in planning and administration through this process. And so I want to start there of first and foremost, when you guys start, you have to have names, right?

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Like who are the people that you're going to reach out to to invite into the process? Now, eventually, hopefully you're going to meet many more people than you even know right now. And the Lord's going to do amazing things. But who are the people that you know that you can start with? So you name storm. So that's our first thing with planning and admin is we name storm. Now, as soon as you start, you need to pray first. Please get on your knees, pray and ask the Lord who he is wanting you to go reach out to.

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And just write names down. Don't worry about contact information right now. Just write out name. Now, if you start to get stuck and need to create a stream of consciousness, if you've ever done that, just writing, go through your contacts on your phone. You can start going through resources. I usually will ask people, how many contacts would you say you have? And people might go, oh, 100, 150. And then I say, how many Facebook friends do you have? Oh, 1,500, 1,200.

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So you have a lot more people than you think you initially do. So after you write down first, you know, if you're just writing, go through these different areas. Go

through your phone contacts, Instagram, Facebook, Twitter, any different social media site you may have. Then start thinking through buckets, family, church, maybe past churches, coworkers. Do not cross anyone off the list. You're going to want to do this. If I say, hey, think of 10 people right now, and as you're thinking of those 10 people,

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I guarantee you, and I could be wrong, but most likely at least one of those 10 that you thought through, you go, well, they can't give. Well, no, I'm not going to ask them. And you go to another person. We can't do that. We do not know what the Lord's doing and we need to meet with as many people as he puts on our brain. I have many stories of people that I would have said, like, if you looked at the practicals and gone, man, they have the finances. I've known them for my whole life and would have said, they're going to partner with me in this mission. And they didn't.

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And then there's people that I met once. I'm thinking of a specific story of a guy that I worked as a valet with when I was 25 for six months. I reached out to him 10 years later, hadn't talked to him since. And him and his family partnered with us at \$100 a month and nothing more than a Facebook message was exchanged. I have, I have no idea what the Lord's doing. So as you step into this process and write names, do not cross off anyone from the list.

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Invite people in. You have no idea what God's doing. Now, as you have these names, you've got to put them somewhere, right? So you need a data management system. There's a few different data management systems that I would suggest. First one is MPDX. Now, this is a free site as long as you register your church or nonprofit organization with it. And it is fantastic. Now, I always joke that I make it run like a 72 Volkswagen Bug, but I have a friend of mine that can make it run like a Corvette. Like, it'll do everything you want it to do.

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But I use it for a workflow system. So I type someone in. I'm going to talk to Tyler like I did earlier. Okay, I have him first call. I'm going to call him for an appointment. Then I have an appointment set up. And I just work him through this workflow. So I'm not sending someone five thank you notes or I'm not calling someone for an appointment. And I've already got one set up. Now, of course, that usually probably wouldn't happen, but you'd be surprised as with as many people as you're contacting. So MPDX. Second one is TNT Ministry Software.

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This is a great software, but it's kind of archaic. It's free. It'll get the job done. I would prefer MPDX, but TNT Ministry Software is what I started on years ago, and it worked well. Another one is supportgoal.com. Now, this is a paid software, paid site that you have a monthly subscription to. I've never used it, but I've

known people that have it, and they really enjoy it. Another way is Excel Sheets. I mean, if you're a wizard at Google Sheets or Excel, by all means, use it.

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I would say it's not the most efficient, but if that's what you're comfortable with, go for it. There are a couple other ones that I've had people that I've coached that have used that just know for their tasks is what does them well. One guy coached used Trello, I believe, where he could do notes or post notes of what would work for this calendar. So whatever it is, as you step into this work, please, please have some system in place to be able to keep track of all those that you're reaching to. This also helps with, and I'll touch on, once you have your full partner team, your.

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cultivation. Like, how do you cultivate this team that the Lord has entrusted you with? This helps you if you have track of all their information, of who they are, how they're partnering with you, to be able to update them, to be able to send out regular updates. Now, I would suggest don't say monthly updates unless you really can follow through with that. It is difficult as a church planner stepping into all the things you're doing. But regular updates, every six to eight weeks, be communicating with them. You could send text to them when it's their birthday, if you have that marked down in your system.

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Christmas cards are a wonderful way to do that. Another way that my family and I would do is we would ask everyone to send us a picture of them and their family. And in my office, on ropes, I would have their picture. And as I walked in there every day, I could pray for them. But I would pray for one, and then as I prayed for them on that day, I'd turn their picture over. And then I'd pray for the next one the next day. When it's all done, I'd turn them back over and start again. And so this is allowing me to faithfully pray for all those that the Lord has entrusted me with and these partners.

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Also, one of the things that you're going to have to think through planning and admin is gifts. How are you receiving gifts? Gifts, whether that's through a sending church or whether your church is already set up as a registered nonprofit and you have your bank account set up, how are you receiving gifts and handling that? Another good thing to think through is your budget. As you're setting up planning, how much do I actually need to raise? Am I raising strictly just for my salary, or am I raising for my salary and church initial startup costs? Like I said earlier, talking in the financial invitation part,

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is monthly. Weekly recurring giving is a great way to do that. way to think through this, because that helps sustainability. Instead of, hey, I just need \$100,000. Well, no, what creates sustainability for you and your family? And think about raising that monthly, because that's going to create just health for the long run. I would

suggest having your salary in the church budget together. But as you raise, as you support raise, you could have those separated, knowing, okay, oh, my salary is covered. Now what do we need for the church costs? Because as long as your salary is taken care of, you're going to be able to continue in.

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this work as long as the Lord's calling you to it. You don't have to have the stress of finances. So you've got to have that goal and where people are going to give. You need financial accountability. Whether it's an elder board already set up or an advisory board over you, who's helping you with accountability so you're not the only one setting your salary? You're not the only one in charge of all the finances. What do you have in place for financial accountability? What do you have in place for financial accountability? Now, those are just a few things you're going to have to, Think through as you get going and get started in this process.

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I hope this has been just a blessing to you guys. There's so much to cover in an hour, and I know I've said that multiple times, but hopefully this will allow you to at least get the ball rolling in the work the Lord has started you to. God bless you.