



NEW WINE

Biblical Partnership

1

Biblical Partnership

Understanding Biblical Methods of Supporting the Mission of God





NEW WINE

Biblical Partnership

2

The Partner Factor

Course Overview:

This course is designed to introduce you to different views of funding God's Mission. In it you will learn. . .

- Different views from the past and present for raising all sorts of support
- What the Bible says about supporting God's work
- How to raise partners for mission work
- How to develop a long-term strategy for partnership

Course Goals:

By the end of this course, we would like you to:

- Find the method and philosophy you are most comfortable with
- Employ the principles for personal partner raising

Follow-up Study:

To obtain full credit and benefit from this class, you must complete the following two assignments:

1. Read the follow-up reading on the website www.prepareinternational.org. You will find these articles listed under the course title – *The Money Factor*.
2. Write a 3-5 page paper answering the two following questions:
What were the three most important things you learned in this course (list and describe them). How can these truths affect your life today? How can you use these great truths of the New Testament in the ministry?

Sources:

1. **Lessons from the Life of Moody**, George Sweeting & Donald Sweeting, Moody Press, Chicago, pp. 101-108.
2. **The Support Raising Handbook**, Brian Rust & Barry McLeish, Intervarsity Press, Downer's Grove, Ill.,
3. **The Challenge of Missions**, Oswald J. Smith, Welch Publishing Company, Inc, Burlington, Ontario, Canada,
4. **People Raising**, William P. Dillon, Moody Press, Chicago,
5. **Biblically Funding the Work of God**, The Navigators, Colorado Springs, CO.
6. **The Tin-Cup Image can be Shattered**, Daniel Bacon, *Evangelical Missions Quarterly* 22, no. 4 (Oct. 1986).



NEW WINE

Biblical Partnership

Contents

Course Introduction	2
Your Attitude Toward Partnership	4
“To Ask or Not to Ask” – Differing Approaches	7
The Bible & Support Raising	10
The Courage to Raise Partners	14
The Process of Partner Raising	18
Appendices	23



NEW WINE

Biblical Partnership

4

Your Attitude Toward Partnership

God's Work Costs Money & Takes Support of all Kinds

No matter how spiritual you become, you will always face the money factor. God's work takes money, prayer and all kinds of other support! For some reason, just because you love Jesus, life and ministry does NOT all of a sudden become free.

Statistics tell us that 95% of all who commit themselves to go, never will because of a lack of supply and support. God's will is held up from a lack of finances. It is very easy to say that if it is God's will, it will always work, but there are two sides in the great mission's equations, those who GO and those who SEND. Both must do their part in the Partner Factor.

What is the money used for? Usually it costs a great deal (\$2500 - \$5000 per month) to live and operate a ministry on the mission field. Some of the typical costs are. . .

- Set-up Costs – the costs of relocating and setting up life and ministry
- Living expenses - Housing, food, utilities, transportation
- Language training and culture assimilation
- Ministry budgets for outreach, rental of halls for meetings, etc
- Hosting of teams and visitors into the mission station
- Travel costs

Where does the Support Come From

Denominational Funding – In some countries or movements, the denomination or movements (Baptist, Presbyterian) takes sole responsibility for the full support of their missionaries. All churches contribute to a central funding pool and then distribute the funds to those who are called to GO.

A Local Church Funds the entire Mission – In other movements or nations, they are so committed to missions that the local church of the person who GOES either fully funds the mission expense or sees that the money is raised. For example in . . .

- The church of Finland, when a person commits to the mission field, if the church cannot fully support the person, the church will enlist other neighboring churches to help them SEND and SUPPLY so that the missionary does not have to worry about it.
- In S. Korea, this is often the case and many people contribute sacrificially by selling land, cars, homes to send the missionaries. They believe that the missionary is sacrificing so much, that they should do their part in sacrificial service to the Great Commission abroad.

Faith Based Support – These people are often called Faith Missionaries, for they are called to believe God for their finances and see that their own support



NEW WINE

Biblical Partnership

5

and ministry costs are raised from many sources. Areas these monies come from:

Individuals Businesses Churches Miracles

Fundraising or Support Raising?

This is a critical distinction right at the beginning of your mission with God. Are you going to raise some money or are you going to raise partners who are really with you in the work of God? The difference is subtle but very real.

Many speak and think of fundraising. They are after money. They often see this task as a “necessary evil” of the work God has called them to. It is the “dirty work” of the mission world. The problem with this attitude is that it doesn’t work and makes the Partner Factor a negative part of the work instead of a positive.

Others see that they need partners and support of all kinds. They realize they need a small army of people standing with them and behind them for all kinds of support – finances, prayer, encouragement, advice, logistics help, etc. They don’t need money, what they really need is partners – people who have bought into God’s work just like them, but probably aren’t called to go.

Support or Partner raising is about relationships and a divine exchange of gifts and resources to see that the work of God gets done. He has blessed us with a calling and a willingness to go and others with all sorts of personal and financial resources to help carry out the calling.ⁱ

Why Should I Raise Support?

In his practical guide to raising support, **People Raising**ⁱⁱ, William Dillon gives us several reasons to raise support. He reveals the concept that support raising by the missionary actually greatly benefits the Body of Christ in many ways. Raising and living by support . . .

- Develops a **life of faith** in the missionary
- Stimulates and raises **the level of prayer** – people often pray for what they give to.
- Stimulates **mission vision** in the local church – the missionary, as he talks with churches and the people in the church becomes a **MODEL and a MOBILIZER FOR WORLD MISSION**.
 - As a model, the missionary becomes the model of one living out the great commission of Jesus. They remind the church that Jesus is passionate for the unreached of the earth and we must GO. Daniel Bacon says, “*The presence of a missionary is a living illustration of obedience to the Great Commission.*”ⁱⁱⁱ
 - As a mobilizer, the missionary provides a calling to and an opportunity for all to participate in the fulfillment of the Great Commission worldwide. Bacon says, “*The missionary obviously needs the church for support, but the church needs the missionary to extend, in obedience to the Great Commission, its ministry worldwide.*”



NEW WINE

Biblical Partnership

6

- Develops the **whole person** of the missionary – they must learn new people skills, presentation skills, speaking skills, encouragement and exhortation skills. In the process of support raising, the missionary is changed!

Attitude is Everything

Your attitude is everything when it comes to support raising. It will determine if you are ever sent out and secondly, it will help determine the long – term success of your mission service.



Reflection:

1. What do you think would cause you to have a long – term positive attitude toward support raising?
2. What causes people to have a negative attitude?
3. How could support raising cause you to stretch in the area of faith?
4. How could you help change the face of local churches and individuals in the support raising ministry?
5. What could be three negative attitudes in you that might hinder your partner raising?

The bottom line of attitude in the support or partner raising business is this . . .

Is this a valid part of my spiritual ministry?

Or

Is this a necessary evil I have to be involved with to carry out God's will?



NEW WINE

Biblical Partnership

7

“To Ask or Not to Ask” – Differing Approaches to Support Raising

There has been a great debate in the Christian world over how one should approach the funding of a mission or a missionary. Many have views that are very strong and suggest that ‘THEIR’ way is ‘THE’ way. Is that true? Is there only one way or are there many views to consider in the life of raising supporters for our work worldwide? Most of the debate centers around this question – ***Should I ask or should I only talk to God? Should one be very aggressive in going after support for the work of God or is it more biblical to pray only and wait upon God for supply?***

A Historical Overview

In the modern mission era, there have been three primary views to raising support. These three views can be summarized under the lives of three contemporaries, all of whom are considered great spiritual leaders.^{iv}

#1 No information and no solicitation

George Mueller is considered the evangelical prototype of the fund raising passivist.. Mueller was a great English spiritual leader whose work primarily centered around orphans. He built several great orphanages in England and had to depend upon God for daily needs. His operating principle was to share NO need with any man (only once did he even share the financial needs with his staff during his ministry), pray and wait upon God for His full provision. He truly lived in a miraculous way for many times the need would be met in the very hour that it was needed.

Mueller’s approach could be summarized in the following way:

Clarify the need + pray specifically to the Father + wait upon the answer = supply

#2 Full information with no solicitation

Hudson Taylor would be an excellent example of the second paradigm in support raising. Taylor founded and led the China Inland Mission, an organization who recruited 1000s of missionaries to go to the interior of China to carry the Gospel to the unreached. As one of the guiding faith principles of the mission, Taylor instilled that NO requests ever be made for money, but that prayer alone would sustain the work of God. A famous Taylor quote says, “God’s work done in God’s way, will never lack God’s supply.”

When this came down to practical exercise though, Taylor most often made the needs very clearly known to the world around and then prayed for God to move. In the First Occasional Papers of the Mission in 1866, Taylor spelled out the exact need of the mission. In this therefore, he went a step further than Mueller in that he practiced “full information, with no solicitation.”^v



NEW WINE

Biblical Partnership

8

See the need + prayer + informing others + prayer = supply

#3 Full information with some degree of solicitation^{vi}

Dwight L. Moody is our final example rounding out the field of approaches to funding the work of God. Moody was a saved businessman who not long after his conversion committed his life to the work of the Kingdom of God. He built a mighty church in Chicago, became a world renowned evangelist whom revival often followed, and helped build many ministries as well as three schools, one being Moody Bible Institute. He was a powerful and very aggressive fund raiser for the kingdom of God.

Moody believed and often said, "Blessed are the money-raisers, for in heaven they shall stand next to the martyrs." Why and how did Moody differ from these other men?

- He was a businessman before he became a minister.
- He believed that raising money for the Kingdom of God was not only acceptable, but also totally honorable.
- He never raised money for anything that he would personally benefit from.
- He did not have sticky fingers! R. A. Torrey said of Moody, "Millions of dollars passed into Mr. Moody's hands, then they passed through; they did not stick to his fingers."

Moody went so far as to have a slight suspicion of ministries run with no appeal at all. He declared that you will show me your faith by your prayer and I will show you my faith by prayer and good works! He believed that you saw the need, took it to God in prayer and then did all within your power to enlist the help of others to meet that need. Full information with full solicitation.

See need + prayer + giving information + direct requests + prayer = supply



Discussion:

In a group of two – three, discuss these three approaches to raising support. Which is more spiritual? Which is right? Discuss your feelings about these approaches.

Other Ideas in the Great Debate



Hudson Taylor on unconsecrated money – Hudson Taylor also put forth an idea in the Mission that money was either consecrated to God or it was unholy. *“We can afford to have as little as the Lord may see fit to give, but we cannot afford to have unconsecrated money. . .”*^{vii} This and other comments created the idea that some money was holy and some was not therefore causing them to decline gifts of ‘unconsecrated’ money.

William Booth and unconsecrated money – William Booth, powerful evangelist and founder of the Salvation Army, said, *“I will accept any kind of money –even the Devil’s. I’ll wash it in the blood of Christ and use it for the glory of God!”*^{viii}

John Wesley and the use of money – Wesley’s ideas on the use of money are summarized in his statement, *“Make all you can. Save all you can. And give all you can.”* He demonstrated this in his life. His first year in the ministry he made 30 British pounds, kept 28 and gave 2. The next year he made 60, kept 28 and gave 32. The third year he made 120, kept 28 and gave the rest away.^{ix}

DL Moody & Oswald J. Smith on the need to ask – Two great missionary statesmen, Moody and a 20th Century pastor who was a true missionary giant both felt that NOT to ask was to do a disservice to the Body of Christ. To share the need of the world and then to ask people to join the work through giving was not only honorable, but was essential to the work of God.

Smith’s famous mission statements^x summarizes it:

- *“YOU must go or send a substitute.”*
- *“You can’t take it with you, but you can send it on ahead.”*
- *“If God wills the evangelization of the world, and you refuse to support missions, then you are opposed to the will of God!”*



Reflection: Who is right? What is God's will in this area? What is your viewpoint? Is there a ‘RIGHT’ answer to this question?



Application: Break into small groups and assign each group one of the approaches as THEIR approach to raising support. They must come up with arguments and scripture to back their approach and convince us all.



NEW WINE

Biblical Partnership

10

The bottom line of what we learn from these men is that there is NO one view point or no ONE right way. God has directed men and women through the ages in HIS definite plan for their support raising and they have followed Him with success.



NEW WINE

Biblical Partnership

11

The Bible and Support Raising

We have heard from the voice of great men who have led the way in missions, but the foundation of our believe must be this: ***What does God's word teach us about how His work is to be funded?***



Bible Study: Choose six of the following passages and write down what you learn from each. As you do, draw conclusions on what the Bible states about funding the will and the work of God.

1. ***David and the Building of the Temple 1 Chron. 29.1-20 =***
 2. ***Paul's teaching of giving 2 Cor 9.5-15 =***
 3. ***The Israelites and the Levites relationship Numbers 18.21-24 =***
 4. ***Elijah's Supply 1 Kings 17.1-16 =***
 5. ***Jesus' Supply Luke 8.1-3 =***
 6. ***The Apostles' Supply Matt 10.5-13 =***
 7. ***Paul the Tentmaker Acts 18.1-5 =***
 8. ***Paul's request to the Romans to be supported Romans 15.20-24 =***
 9. ***John's request of the church to support traveling missionaries 3 John 5-8 =***
 10. ***A widow's gift Luke 21.1-4 =***
 11. ***Nehemiah's appeal Nehemiah 2.1-9 =***
 12. ***The Philippians, a mission giving church Phil. 4.10-20 =***
-



Biblical Conclusions about Support Raising

#1 God is the source of all

1Chr 29:11 –1Chr 29:12 *Yours, O Lord, is the greatness, The power and the glory, The victory and the majesty; For all that is in heaven and in earth is Yours; Yours is the kingdom, O Lord, And You are exalted as head over all. Both riches and honor come from You, And You reign over all. In Your hand is power and might; In Your hand it is to make great And to give strength to all.*

2Co 9:10 *Now may He who supplies seed to the sower, and bread for food, supply and multiply the seed you have sown and increase the fruits of your righteousness,*

To be a servant of Christ, a missionary, one who lives by support, we must settle it deep down that God and God alone is the source of all. It all flows from HIM, first, not MAN. If we don't learn this lesson, we will become either totally fearful or we will become manipulators of people.

#2 Sometimes provision comes totally supernaturally

- Elijah was fed by ravens for 3 ½ years
- Manna fell from heaven everyday for forty years
- An Angel met Elijah while he was running from Jezebel and fed him a cake
- Peter caught a fish and a coin for his and Jesus' temple tax was in the fish's mouth

#3 Most often it comes through people

In almost every example of God supplying for His work, He does it through people. He is the supplier, but most often people are the channel of that supply.

- The Building of the tabernacle of Moses and Solomon's temple
- The building of the walls of Jerusalem
- The Levites / Priests were supplied by the tithes and giving of the people
- The daily living supply of Jesus and the 12
- Paul's supply during his missionary travels

#4 Stating a need and then requesting others to join you is totally biblical

Although at times or to some people, God may direct them to live by the George Mueller or Hudson Taylor principles, it is in NO WAY unbiblical OR unspiritual to invite others to join your work through giving. In fact, the most common biblical method is full information with some form of solicitation. *"This is what God has commanded us to do, pray about what God would have you do to join us."*

- God instructed Moses to take a free will offering of the people Ex. 35.5-29



- David did the same thing in collecting to build Solomon's temple 1 Chron 29.1-20
- Elijah asked the widow of Zarephath to support him 1 Kings 17.9-16
- Nehemiah made a definite request of a heathen king to support him Neh 2
- Paul made a definite request of all the churches to support the work in Judea 2 Cor 8 & 9
- John made a definite request for support of traveling missionaries 3 John 5-8

#5 All requests must be without any **manipulation or coercion**

The lesson of asking others to give in all of these stories is two-fold:

- The spirit and attitude you ask in – there can be NO manipulation, begging, pleading or dishonesty People MUST NOT be made to feel that they HAVE to give. The key words in many of these passages is **freewill offering**. We must do our part and allow God to move upon people's hearts. When He moves them, they will give generously with no regret.
- The attitude of the givers should be joyful, not grudgingly, cheerful, willingly from the heart. Their giving should come as a response to our information, our request, and the moving of the Holy Spirit of God commanding them what they are to do for the work of the Lord.

#6 Asking others to supply the work of God benefits the **Kingdom of God** and **those who give**

In all of these stories, it is very clear that when people give, several things happen:

- The work of the Kingdom is advanced
- The workers are supplied and released for the work
- Those who give are blessed and enriched also
 - They have a reward in heaven Matt 6.19-26 & Phil 4.17
 - Their giving is a sweet smelling sacrifice to God Phil 4.18
 - They become fellow workers for the truth with the missionary 3 John 5-8

#7 Never **rule out or feel bad** about those who choose to give

- Widows gave
- Heathen kings gave (Nehemiah and the Persian king)
- Those in great need gave (Macedonian churches)
- Never feel bad or begrudge those who do NOT give
- Learn to receive the sacrificial gifts of others

#8 All servants of God in the Bible were **supported by someone**

- The priests and Levites – tithes of the people
- The prophets – gifts of the people and occasionally supernatural intervention
- Jesus and the 12 – a group of followers and wealthy women – Jesus called His men to leave their life occupations and go "full time" into the



NEW WINE

Biblical Partnership

14

mission field. He then directed them NOT to provide any of their own needs, but to trust God and allow people to supply

- Paul – the Philippian church and others along the way

#9 We can only ask others to do what we ourselves do

- The example of David in 1 Chron.

#10 The source will change from time to time. Depend on God, NOT the how He provides.

- Elijah – the brook dries up and the ravens stop coming
-



Application: Based upon what you have learned through the scriptures, answer the following questions:

1. How will knowing that God must be the source of all be a guiding factor in your support raising?
 2. How will understanding that God most often uses people affect your support raising?
 3. What motivates people to join the work of God and give?
 4. What must your attitude be in the process?
 5. How can your support raising bless and change the lives of those who give?
 6. Put in a brief statement your understanding of what is right in the eyes of God as far as support raising goes?
-

The Elijah Principle



The Courage to Raise Partners

Now we come to the big question: ***Will I have the courage to raise a team of supporters and partners and sustain them over the years of the work?***

Many never answer this question and either never make it to the field or don't stay there long because of lack of supply.

So where does a person find the courage and develop the right attitude in the support raising business? How can you and I develop a proper attitude that God can flow through over a lifetime?

Secure & Convinced of Your Calling

The first area you must answer is Your Calling to the Work. When a person is first of all very secure they are called of God to the work of God, it gives them a sense of courage and security in the process of asking others to join in the work.



Bible Study: Study the following examples of God calling people^{xi}

People	Mission	Mission Length	How Called?	Public Calling	Private Calling	Career Change	Location Change	Response
Moses Ex. 3.1-15, 4.1-8								
Elijah 1 Kings 19.9-18								
Isaiah Isa 6.1-10								
Jeremiah Jer. 1.4-10								
Jonah Jon. 1.1-3 & 3.1-5								
Mary Luke 1.26-35								
Barnabas Acts 13.1-5								
Peter John 21.15-23								



YOU								
-----	--	--	--	--	--	--	--	--



Reflection: Clarify Your Own Calling^{xii}

If a potential supporter/partner were to ask you the following questions, how would you answer?

1. *Why are joining the ministry of _____?*
2. *Couldn't you just continue to work and do some mission work on the side?*
3. *Why don't you find a mission agency or church that will pay you a salary?*
4. *Why do you think God wants YOU to go?*

Write out in 20 words or less how God called you to this work.

Write out in 20 words or less the vision God has given you for His work

How will having a secure calling from Him give you courage as you seek to raise up partners and supporters?

A Right of Perspective

The second secret to courage to consistently raise support is that you have a right attitude toward many things. Our perspective and attitude is everything! Many have a wrong attitude and therefore will never succeed long term in the work of God. You must have a right perspective of. . .

Of the Work of God



NEW WINE

Biblical Partnership

17

You must cross this hurdle in your thinking, “**This is HIS work, not mine.** I do **NOT have a ministry, He does and I am joining Him in the work.**”

As long as I think I am trying to do MY ministry or raise support for MY work, it will always feel like I am seeking to serve myself. I will never be secure or free. Once I cross the understanding that it really is HIS work and HIS ministry, all of my support raising is for Him. I am doing a glorious work of enlisting others to serve Him in His dream of reaching the world through giving, praying, and supporting in many other ways. I am in NO WAY representing myself when I ask, I am representing Him and His interest!

Secondly, the work of God begins with **the life of the servant.** We must understand that the work of God is not carried out by a program or a thing, it is carried out by people – servants of the Living God. The first place of supply for the work of God is the worker’s life itself.

Of Yourself as the Servant of God

One of the biggest strengths or the biggest hindrances to your courage to raise support is how you see yourself. As the servant called of God, who really are you? Are you. . .

- A Beggar asking for the benevolent hand of those more fortunate than you
- A person seeking to further your own interests and your own kingdom
- A servant of the living God deserving full supply of your heavenly Father through His people

Many people have no problem understanding that they may live through the support of others, but the big objection comes when we feel like we are beggars asking for support. The problem with this mentality is that it is totally out of line with what the Word of God says about the servants of the Lord. They are fully deserving of a generous support for their life and work. In fact, they do not work for those they support, they work for the Lord.

Dr. Horace Fenton Jr. of Latin American Mission says, “*See yourself not as a huckster of your own services or as a promoter of your own support, but as one who has had firsthand contact with God—and who therefore, has something to share with others. See your mission to the churches not as a money-raising junket, but as a further fulfillment of the Great Commission; you are going because of divine call—to share with others what you know of Jesus Christ.*”^{xiii}

We must break the Western mentality of giving and receiving. In our culture, the whole system of giving is based upon charity, which elevates those who give and somehow downgrades those who receive. This is NOT the Christian way of thinking.^{xiv} Those who GO are called of God and servants of the Most High in



NEW WINE

Biblical Partnership

18

HIS work. Those who SEND and GIVE are servants of the Most High giving to His work! We must get this right!

When we see ourselves as those who have been called of God on a glorious mission of His and support raising as a faith journey in which we have a chance to share with others the opportunity to be involved in God's work worldwide, to inspire them to invest in eternal things by prayer and giving, then support raising is not a necessary evil, it is a glorious part of the ministry of the servant of God.^{xv}

Of those who might partner

Who are these people that will support us? How shall we view them to develop the courage to raise support and a healthy attitude to bring them blessing?

They are. . .

- People who love God who need outlets to fulfill the Great Commission worldwide
- They are the widows of Zarephath who do not know that God has called and commanded them to supply for His workers until they are asked.
- They are generous lovers of God waiting for a chance to invest in the eternal
- They are your partners, those who will join you in the great calling of God to fulfill the Great Commission in the uttermost parts of the earth
- They just don't know it yet

Story of the Boy who fell down the well

A Calling to Mobilize

You are not only called to reach the nations of the earth, you are called to mobilize the Church of Jesus Christ to do the same. The support raising process and all that happens in the years following it, becomes a mighty tool in the hand of God calling men and women, boys and girls to the work of Christ around the world. Think of it, you can change the very culture of the church at home as you touch the world through the support raising process. How can this happen?

- In the initial stages, people become informed of the need of the world and how they might do their part
- As you are on the field, your reports can stir and stimulate people's hearts to give their lives in more significant ways.
- As you return home and share, others are called into the work and even some will be called to GO and give their lives as you have.

You are a mission mobilizer through the support raising process.



NEW WINE

Biblical Partnership

19



Application: Describe your attitude to the following questions or statements:

1. *Missionaries are just beggars . . .*
 2. *By raising support, I feel like I am living on welfare. . .*
 3. *How could I ever ask for my own ministry. . .*
 4. *Shouldn't the people I have ministered to support me. . .*
 5. *It is wrong to make any kind of request of nonbelievers. . .*
 6. *How could I ever ask support from those who are not as well off as I am. . .*
-



The Process of Partner Raising

Biblical Partnership

It is vital for us to see how the concept of partnership in ministry is central to Biblical thought and New Testament mission. The Apostle Paul was perhaps the most classic NT missionary after Jesus Himself and he believed, taught and lived by the concept of partnership. We find it most clearly in his relationship with the Philippians:

Phil 1:3 –Phil 1:5 Every time I think of you, I give thanks to my God. Whenever I pray, I make my requests for all of you with joy, for you have been my partners in spreading the Good News about Christ from the time you first heard it until now.

The word for partners in the GR = koinonia = to share a common life and common purpose, to partner to participate with.

How did they partner with Paul as he traveled the known world preaching the Good News of the Kingdom?

- They **prayed for him** – Phil 1.19
- They **gave financially** – Phil 4.10-19
- They **encouraged him** in many other ways

Jesus had a group of partners (Luke 8.1-3) and I would assume that most NT leaders did, just as Jesus and Paul.

When you think of partnership, you think of several things – a group of people who have a common dream and are doing different things to make the dream come true. Often in a partnership, you have one primary driver of the vision and others who support and provide the resources to make it happen. So it is with world missions.

Some things you must never forget about partnership:

- They are NOT your financiers, they are truly partnering with God through you to change His world
- They will receive a heavenly reward for their various means of support Matt 6.19-21
- They will receive the same reward as you 1 Sam 30.1-25 esp. 24-25
- They are co workers together with you for the Gospel 3 John 5-8
- Through partnering with you, their lives are taking on a Great Commission purpose

Determining Your Need

Now it's time to get down to the nitty gritty of raising partners. Here are the beginning steps:



Your Current Situation – You must begin with assessing your current financial situation.

Fill out in the appendix, the Personal Balance Sheet Page (**See Appendix 1, P. 24**). A balance sheet shows how much you have versus how much you owe. It is the reflection of your financial situation.

It is critical as you begin to move out into the realm of partner raising and faith living, that you understand well your current situation and where you need to head in the area of finances.

Appendix 2, P. 25, (Financial Stress Analysis) gives you an idea about how your financial life affects your emotional state. It is critical to get free from financial fears when you enter the faith life.

Your Chosen Living Standard – The second step is to set your desired living standard. There are three primary ways of thinking with those in the ministry of the Lord:

- a. **Poverty Mentality** – there are many who believe the Lord's servant should live in very humble, poor conditions. They should suffer for the Lord. In building this financial theology, they pull a few Scriptures from the NT and build an entire doctrine around it.
- b. **Prosperity Mentality** – there is a whole other group in the Body of Christ who teach the prosperity gospel. In this thinking, the people of God and the Lord's servants should be terribly blessed and have many of this world's goods in their hands. Wealth is a sign of the Lord's blessing
- c. **Stewardship Mentality** – God owns it all and I am but a steward of His goods. Three words summarize this kind of thinking:
---Live simply ---Live with Excellence ---Live Generously

In all of this, you must set your desired standard of living before you ever begin to build your mission budget. Will you live at the. . .

Lower class standard
standard

Middle class standard

Wealthy class

Budgeting

- **Relocation Expense** – You will need to budget clearly how much it will cost you to relocate from your current living situation to your field assignment. As a general rule, gather your information, make your budget and add 20% to it. **See Appendix 3 Worksheet, P. 26**
- **Monthly Living Budget** – You will need to gather as much information as possible and ask as many questions as you can of those living in that part of the world. As you do, build your family budget and add 15% to it. Be sure to factor in yearly or how ever often you deem necessary to travel back to your support base and your family. (**See Appendix 4, P 27**)



- **Ministry Budget** – Lastly, you will need to calculate the finances you will need to carry on the monthly ministry activities you will be doing. (See Appendix 4)

Other Areas of Support Requested

Money is NOT all that you will need. You will need support and partnership in many other areas.

Prayer -. You should enlist many people to pray for you and with you for the mission. Just as aggressively as you seek to raise monetary support, so do you need prayer support. The mission of the Lord cannot move forward but by prayer and yours alone is NOT enough. You will need three kinds of prayer support in your ministry:

- Personal intercessors to cover your life and family. These are those who pray FOR you.
- Intercessors who pray WITH you for the actual progress of the work of God.
- Warfare Intercessors who can possibly travel to your locations and break open the area for the Lord.

Other areas of support needed:

- a. Logistics support
- b. Communications support
- c. Encouragement & Pastoral Care from loved ones

Creating a **Financial Process** For Partners

Before you actually begin the support raising journey, besides budgeting, you should establish the monetary flow procedures answering these questions:

- **Where will they send?** – You must establish some central account where they can send your donations. It should include some person who will take the money in, deposit it, and then make accounting for it.
- **How will they be thanked and receipted?** – Secondly, the people should be receipted and thanked very quickly in some form. It is highly beneficial that you are connected to a non-profit organization of some kind so that people might receive a tax receipt for their gifts.
- **How will the money reach you?** – Lastly, you must establish a method that the money actually reaches your hands on the field at the least cost and the quickest method. Two such methods are:
 - **Manna Card International**
 - **Bank cards from an American Banking Institution with International Status**

Creating a **Communication Channel**

Another step to be taken besides creating the financial channel is creating a communication process that works hand in hand with the financial process.



NEW WINE

Biblical Partnership

23

Good communications is a critical factor in partner raising and maintaining those partners long term.

Initial Printed Materials – It is highly advised to create a high quality informational packet about you and the work you are going to join. Some of the parts of this packet are:

- Info Brochure
- Response Cards
- Info on the Mission Organization if applicable
- Short DVD

Consistent Updates – Before you ever raise one partner, it is important to decide HOW and HOW OFTEN you will communicate with them. Many use E-Newsletters today. It is advised if possible to use a paper newsletter with an addressed response envelope in it. It will bring a much more consistent return of finances.

Mailing Process – In tandem with the method of update, you must establish a mailing procedure for those updates. You should create a database of addresses that can be accessed quickly and printed. If your database is small enough, you might just hand address. If not, printing labels right from the database is the best option.

Phone calls and personal notes – Never underestimate the power of the personal touch. Use phone calls and a short personal note as often as possible. Even one sentence written in a different color ink on your monthly update goes a long way.

Potential Partner Analysis

This is the critical step in beginning to raise partners – **WHO WILL I GO TO FIRST? WHO ARE MY POTENTIAL SUPPORT PARTNERS RIGHT NOW IN MY LIFE?**

Your first step is to put together a list complete with all contact information of those you might begin the support raising process with. These are the people you feel would listen to what God is doing in and through you and prayerfully consider joining your team. One good rule to begin with is **don't rule anyone out**.

It is important to have two lists at this point:

- **My top 50** – the people most likely to buy into the work of God and me – these will form the backbone of our support team in the opening days of the ministry.
- **My second group** – the second level of potential supporters you can share with

So where do you start? Go to **Appendix 5 & 6, P 28-30**, to begin this process.



Initial Partner Raising Strategy

A Calendar led plan – once you have developed your two appendices on potential supporters and let Appendix 6 act as your guide. Actually set down with a calendar and begin to schedule the entire support raising process.

Initial mail-outs – mail-outs are a wonderful way of introducing and informing people about what you are doing, but don't count on a lot of support coming in through mail-outs. Remember this, mail-outs are informational in nature.

Face to face meetings – Most of your support will come in through face to face meetings. There is something powerful about people looking into your eyes as you share the dream of what God is doing. Remember, you are NOT there to raise money, you are there to share the passion of God's work and invite people to join in just as you have. Some excellent methods of face to face connection:

- One on one meetings over coffee or a meal
- A small group Bible study or prayer group
- Small informal group meals in a home

Follow-up of every contact – It is so important to follow up every contact made with thank you and a request for them to pray about joining into this work of the Lord. Many people do NOT become supporters on the very first contact, but over time, God speaks to their hearts as you keep in touch with them.

Prayer and Partner Raising

The very beginning of all activities in the support raising process is prayer. Dr. Howard Hendricks said, "*Prayer is recognition that my need is not partial; it is total.*"^{xvi} Others have said, "*Work as if it all depends on you. Pray as if it all depends on God. And as you work, pray then too!*"

Prayer is the number one activity of the partner raising process. Here is what you should pray for:

- Pray that God will work far above all of your plans, work and strategy. Eph 3.20
- Pray for New Partner Prospects
- Pray for wisdom in what to say in each scenario
- Pray for Donor's personal needs - "The Mission board of Pioneers offers the following suggestions for praying for one's donors.
 - Develop a strategy for praying for each supporter.
 - Keep a picture album as you pray for families with children.
 - Make praying for donors a regular part of your life. Put names of donors on the calendar on different days.
 - In your monthly letters, ask donors to send you their prayer needs"^{xvii}
- Pray for boldness
- Pray for miracles



NEW WINE

Biblical Partnership

25

- Pray the Elijah Principle, “**God send the ravens, and God send us to the widows to ask.**”

WHEN IN DOUBT FOLLOW THIS ADVICE FROM PAUL, “PRAY WITHOUT CEASING!”

Building Lasting Relationships

Always remember that you are NOT trying to gain some money or get a few people to pray for you. You are seeking to enlist people to join you as you join HIM in fulfilling the Great Commission. You are seeking long-term partners! Just a few thoughts about long-term partnership:

The Power of “Thank You” – Thank you is one of the most powerful words in the human vocabulary. It helps people know that their contribution made a difference.

Constant Envisioning – We stay full of vision because we are there doing the work everyday. It is not so with our partners back home. We must find ways to communicate the vision consistently and how THEIR part of prayer, giving, etc. is helping to fulfill God’s will in the earth.

Good Communication - This can only be done by good and consistent communication. As stated before a high quality monthly or quarterly update is critical to maintaining and envisioning touch on partners.

Face to Face along the way – As much as possible, sit down face to face with your partners and let them see the fire in your eyes for the work of God in the world. This is the greatest gift you can give them. Share your heart, let them hear the successes and the things that didn’t go so well, and don’t forget to help them understand that they are a big part of all that God is doing abroad.

Seeing Partner Raising as a Spiritual Part of the Ministry – To have long-term success in partner raising, you must see it as a vital ministry in the cause of the Great Commission. You must become convinced that you are not a poor missionary asking for help, but rather an ambassador of the Kingdom of God enlisting others to serve HIM.

Nehemiah is a great example. He hears of the great need in Jerusalem from a friend and as he begins to pray, his heart becomes excessively burdened to go himself and meet that need. Nehemiah realizes that he does not have all the resources though, so he goes to the king of Persia to ask for the necessary resources. Here are the ingredients:

A man + hearing of a need of others + the burden of God to go + prayer + a request on behalf of God’s will and the needs of others = THE MINISTRY OF PARTNER RAISING



NEW WINE

Biblical Partnership

26

When we go to churches and individuals, we must go in this spirit. We have been burdened by God's own heart and the needs of others and we go and share that need to enlist the help of others. We can go, but we need resources to meet the needs. When you have this understanding, you realize that the very process of raising support is NOT really about you, it is about. . .

- ***The fulfilling of God's will***
- ***The needs of the lost who have not been reached***
- ***The need of the church to somehow find a tangible way to give some part of their life to the fulfillment of the Great Commission around the world***

PARTNER RAISING IS NOT A CHORE, A DUTY OR SOMETHING TO BE ENDURED, IT IS THE PRIVILEGE OF EVERY SERVANT OF GOD TO MOBILIZE GOD'S PEOPLE TO DO THEIR PART IN FULFILLING THE GREAT COMMISSION, FOR IN THE WORDS OF THE GREAT MISSIONARY STATESMAN, OSWALD J. SMITH, "EITHER GO OR SEND A SUBSTITUTE!"



Appendix 1 – Personal Balance Sheet

Assets (What you have)

Liabilities (What you owe)

A. Liquid – easily converted to cash

Cash & Savings _____
 Cash _____
 Money Market Funds _____
 CDs _____
 Savings _____
 IRAs _____
 Annuities _____

Mutual Funds _____

Stocks/Bonds _____

Total Liquid Assets _____

B. Non Liquid Assets – not quickly converted to cash

Home _____
 Other Property/Real Estate _____

Automobiles _____

Other _____
 Personal Property _____
 Business Ownership _____
 Owed to you by others _____

Total Non liquid assets _____

TOTAL ASSETS _____

Home Mortgage _____
 Second Mortgage _____

Credit Card Debt _____

Auto Loans _____

School Loans _____

Other Consumer Loans _____

All Other Debt _____

TOTAL LIABILITIES _____

NET WORTH	
TOTAL ASSETS	\$ _____
	Minus
TOTAL LIABILITIES	\$ _____
NET WORTH	\$ _____



APPENDIX 2 – FINANCIAL STRESS ANALYSIS^{xviii}

Answer the following questions with as much honesty and insight into your own life as possible. If you are married, have your spouse take the analysis also and then discuss it.

5 = always 4 = frequently 3 = often 2 = occasionally 1 = seldom 0 = never

- _____ 1. Your mind is often worried about finances. *How are the bills going to get paid?*
- _____ 2. I often charge items because I am short on cash right now.
- _____ 3. I have difficulty paying my credit card balances in full each month.
- _____ 4. Skip giving commitments to the Lord at times.
- _____ 5. I go into savings to pay current expenses.
- _____ 6. My net worth is not increasing.
- _____ 7. I do not save most months.
- _____ 8. Receive past due notices on bills or other financial commitments.
- _____ 9. Compare yourself with others in the area of finances.
- _____ 10. Ignore or exceed budget limits on clothing, entertainment, food, etc.
- _____ 11. Sometimes using spending to make yourself feel better.
- _____ 12. My housing payments exceed 35% of gross monthly income.
- _____ 13. Struggle with not knowing exactly how much or where my income might come from.
- _____ 14. If married, discussing finances with spouse can be stressful.
- _____ 15. Current credit card balance is over \$500.
- _____ 16. Often fall back on credit for monthly expenses.
- _____ 17. I do not follow a plan in the area of finances well.
- _____ 18. The thought of living financially by faith is difficult for me.

_____ **TOTAL SCORE**

0 – 18 EXCELLENT 19-36 GOOD 37-54 DANGER 55-90 LIVING IN BONDAGE

What are your top three frustrations in your personal finances?

If you could change several things about your financial situation, what would you change?

Where do you want to grow in the area of finances?

What causes you the most alarm about living by faith support?



NEW WINE

Biblical Partnership

Appendix 3 – Relocation Budget

Travel Expense		
Flights & Ground Travel for Persons	_____	
Shipping of Goods	_____	
Hotels/Temporary Housing	_____	
Travel Meals	_____	
Other	_____	
Total Travel		_____
Housing / Purchases / Deposits	_____	

Total Housing Costs		_____
Deposits on Other Utilities	_____	

Total Utility Setup		_____
Furnishings/Personal Property Purchases	_____	

Total Home Property Setup		_____
Vehicle Purchases	_____	

Total Vehicle Setup		_____
Permits/Visas/Other	_____	

Total Permits		_____
Taxes to Be Paid		_____
Initial Food Stock Purchase		_____
Other	_____	

Total Other		_____
TOTAL RELOCATION COST		_____

X 1.2



NEW WINE

Biblical Partnership

TOTAL TO RAISE _____

Appendix 4 – Monthly Living/Ministry Budget

SALARY ITEMS

- Housing _____
- Utilities _____
- Computer/internet _____
- Phone _____
- Food _____
- Education _____
- Entertainment _____
- Auto Expenses _____
- Clothing/Personal Effects _____
- Giving _____
- Debt Repayment _____
- Savings _____
- Other _____

Total Salary _____

BENEFIT ITEMS

- Health Insurance _____
- Life Insurance _____
- Retirement _____
- Other _____

Total Benefits _____

MINISTRY ITEMS

- Travel _____
- Communications _____
- Office/Admin _____
- Hosting/Hospitality _____
- Travel to Support Base (divided by x months) _____
- Other _____

Total Ministry Expenses _____

TOTAL MONTHLY BUDGET _____

TOTAL MONTHLY BUDGET	
Total of all columns \$	_____
X 1.2	
TOTAL TO RAISE \$	_____



Appendix 5 – Brainstorming Potential Partners^{xix}

You should attempt to come up with 300-500 people to begin the support raising journey with. Here is a guide to help you get started. Do not ask, “*Who will support me?*” but rather ask, “*Who should hear about the work of God?*”

ACQUAINTANCES FROM CHURCHES

1.	16.	31.
2.	17.	32.
3.	18.	33.
4.	19.	34.
5.	20.	35.
6.	21.	36.
7.	22.	37.
8.	23.	38.
9.	24.	39.
10.	25.	40.
11.	26.	41.
12.	27.	42.
13.	28.	43.
14.	29.	44.
15.	30.	45.

ACQUAINTANCES FROM OTHER CHURCHES

1.	6.
2.	7.
3.	8.
4.	9.
5.	10.

CHURCHES THEMSELVES

1.	6.
2.	7.
3.	8.
4.	9.
5.	10.

CO-WORKERS / BUSINESS ASSOCIATES

1.	6.	11.
2.	7.	12.
3.	8.	13.
4.	9.	14.
5.	10.	15.

NEIGHBORS

1.	6.
2.	7.



NEW WINE

Biblical Partnership

32

- | | |
|----|-----|
| 3. | 8. |
| 4. | 9. |
| 5. | 10. |

FAMILY MEMBERS

- | | | |
|----|-----|-----|
| 1. | 6. | 11. |
| 2. | 7. | 12. |
| 3. | 8. | 13. |
| 4. | 9. | 14. |
| 5. | 10. | 15. |

CURRENT FRIENDS

- | | | |
|----|-----|-----|
| 1. | 6. | 11. |
| 2. | 7. | 12. |
| 3. | 8. | 13. |
| 4. | 9. | 14. |
| 5. | 10. | 15. |

FRIENDS FROM OTHER CITIES

- | | | |
|----|-----|-----|
| 1. | 6. | 11. |
| 2. | 7. | 12. |
| 3. | 8. | 13. |
| 4. | 9. | 14. |
| 5. | 10. | 15. |

FRIENDS FROM COLLEGE / ATHLETIC OR MILITARY DAYS

- | | | |
|----|-----|-----|
| 1. | 6. | 11. |
| 2. | 7. | 12. |
| 3. | 8. | 13. |
| 4. | 9. | 14. |
| 5. | 10. | 15. |

PEOPLE YOU HAVE MINISTERED TO

- | | | |
|----|-----|-----|
| 1. | 6. | 11. |
| 2. | 7. | 12. |
| 3. | 8. | 13. |
| 4. | 9. | 14. |
| 5. | 10. | 15. |

FRIENDS FROM BACK HOME IN YOUR EARLY DAYS

- | | | |
|----|-----|-----|
| 1. | 6. | 11. |
| 2. | 7. | 12. |
| 3. | 8. | 13. |
| 4. | 9. | 14. |
| 5. | 10. | 15. |



NEW WINE

Biblical Partnership

34

TYPES OF CONTACTS: F = FACE TO FACE P = PHONE M = MEAL GM = GROUP MEAL P = POSTAL I = INTERNET O = OTHER								

- i Rust and McLeish, pp. 9-10.
ii Dillon, pp. 3-5.
iii Bacon, p. 376.
iv Sweeting and Sweeting, pp. 102-107.
v Dr. and Mrs. Howard Taylor, *J. Hudson Taylor*, Moody Press, Chicago, 1965, p. 176.
vi Sweeting and Sweeting, pp. 101-108.
vii *The Story of the China Inland Mission*, vol. 1, p. 236.
viii Rust and McLeish, p. 23.
ix Rust and McLeish, p. 24.
x Smith, p. 125.
xi Navigators, p. 20.
xii Navigators, p. 20-21
xiii Dillon, p. 25.
xiv Dillon, p. 21.
xv Dillon, p. 26.
xvi Dillon, p. 224.
xvii Dillon, p. 226.
xviii Navigators, p. 3.2
xix Navigators, p. 4.11, 12

xx Navigators, p. 4.8