

FUNDRAISING GUIDELINES FOR MISSION TEAMS

Paying for a short-term mission trip does not mean that you should pay for all of it out of your own pocket. The concept of raising support takes the burden off of coming up with the cash yourself and forces you to share your ministry with church members and friends.

Raising support for your campaign:

- Stretches your faith
- Allows you to develop deeper personal relationships
- Opens doors to evangelism and ministry relationships with supporters
- Builds a base of prayer support
- Allows God to develop you
- Stimulates a missionary vision in the church
- Gives people the opportunity to invest in the body of Christ something with eternal consequences

And it's a very simple process:

Step One: Pray

Where God guides, God provides. Acknowledge your total dependence on the Lord of the harvest to bring eternal fruit from your labors. Acknowledge your dependence on Him to provide the resources that are needed for the campaign. Consciously turn control over to the Holy Spirit. Acknowledge your willingness to do your part, whether that be to use resources God already has given you or to be diligent at gathering in the support that God provides. Thank God for growing you through this process.

Step Two: Begin with your Home Church

If you are a student, communicate with your home congregation. Tell them about the work you will be doing and ask them to prayerfully support you and your team. Communicate with them about they can give and how their generosity will make a difference for Christ's kingdom.

Step Three: Make a List of Prospects

This outline focuses on your personal support raising as a part of the mission team. Your group may decide to do additional fund-raising projects too. Limit your list to your immediate circle of friends and family. If you receive more donations than required, our policy states that those funds will be applied to the needs of other team members on the project.

People to consider putting on your list:

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|-----------------------------|------------------------------|
| Church friends | Mechanic |
| Lawyer | Relatives |
| Barber/Beautician | Your Christmas Card List |
| School Contacts | Current Neighbors |
| Friends from other Churches | Parents' Christmas Card List |
| Doctors | Former Neighbors |
| Club and Civic Contacts | Insurance Agents |

Step Four: Mail Letter

Use the sample template letter for your team and add a handwritten note somewhere on the page to personalize it for each of your recipients.

Step Five: Make Follow Up Contacts

As you get ready to follow up your letters, remember that people give to people:

- justified by the cause.
- they know, justified by the cause.
- they know and trust, justified by the cause.
- they know and trust and care about, justified by the cause.

Honor people with your attention. One-on-one visits provide the best way for you to get to know others better and also give you the best opportunity to tell a person about what God is leading you to do and to answer their questions.

Your available time probably will not permit you to go see everyone, but look at your priority list and decide where to start. Honor their friendship by taking the time to meet with them when possible.

The toughest part is asking for help. Remember, people give to people they know, trust, and care about, justified by the cause. Your cause is ETERNAL! These people probably want to help you more than you want to ask them.

For those who can't help financially, invite them to be part of your prayer team. Remember to send all of your supporters the blog link for your trip.

Step Six: How People Can Make Donations

As the church receives funds, the Church Office will work to keep an up-to-date record on each individual's designations. If checks are given to you, please pass them on to the Church Office as soon as possible to ensure proper processing. Also, make sure the check is written according to the guidelines included with your support letter. (Checks payable to: Campus Lutheran Church. Memo: [Location] Mission Trip. For tax purposes: Do NOT write individual's names on the checks).

Step Seven: Say Thank You

God's principles require gratitude, both to God as the Provider and to people as His instruments. As God provides your support, thank Him first and then apply the following principles:

- Say thank you.
- Say thank you immediately.
- Say thank you immediately by phone and in writing.

Set as your two goals a) to telephone the giver, and b) to send out a thank you for each gift the day you receive it. In your written thank you: Be neat. Be brief. Acknowledge the amount.

Step Eight: Serve God on the Mission Trip

Hallelujah! It finally arrived! By this time all your support raising will have been well worth seeing the people whose lives have been impacted.

Step Nine: Say Thank You Again as you Report the Results

Thank each of your supporters again after the trip is over. Before you leave, decide how you will say "Thanks" to everyone. Letter? Pictures of you with some new believers? Small gifts? Picture party? Report in Sunday School class? Missions Council or Team? Small group?

While you are on the trip, look for ways to show your appreciation when you get back home. Perhaps it will be telling a story of someone who trusted Christ. Or by bringing back something with the foreign language on it to give to people. Or names and addresses of new believers so people can pray for them. Maybe even letters from one or two of the new believers. Be creative!