

Raising Additional Support While on Home Assignment

by Roger Peterson, Director of International Ministries Partnerships, Converge Worldwide / June 2014

While everyone's situation is different, this one thing never changes: **face-to-face "asks"** remain the #1 means to raise **monthly** support. Not hints in your personal prayerletter, like "please pray about our finances;" not even a more specific ask in your prayerletter, like "please consider increasing your monthly giving"—this non-personalized pretense of trying to raise more support simply won't get you the timely results of **monthly commitments** you need (maybe a few one-time gifts, yes; but not the **monthly commitments** you need!). **Face-to-face** is what you need to do!

So Praise the Lord for telephones here in the U.S. which probably work better than overseas; and for Skype and other computer-based video-call software; and for text messaging and other forms of rapid e-communication.

Here are 9 practical steps you can take right now, in order to raise your entire shortfall within the next [8-months]:

1. Make an [8-Month] Completion Commitment.

With your spouse or other family members or other team members still back on the field, ask them to hold you accountable to raising your entire shortfall in the next [8-months]. Also ask them to hold you accountable to the one or two weeks (see #2 & #4 below) you will be setting up your appointments.

2. Do Simple Math.

While this only serves to guide you as a general [8-month] planning & completion tool, determine how many \$50 or \$100 or \$200 (etc.) new or increased commitments you need. If your shortfall is \$900/month, you'd need 9 new or increased commitments averaging \$100 each. Since every commitment requires, on average, two face-to-face "asks," in this scenario you'd need to set up 18 specific appointments.

3. Set Aside One Appointment-Making Week.

Block out one week right away, for the sole purpose of making appointments (and allow the following week as a backup). Look at your calendar; talk with your family and team members; then schedule that make-my-appointments week!

4. Pray through your Entire Supporters List and Your Entire Prayerletter Mailing List.

Ask God to show you which persons to contact; also ask God to give you an amount to ask for—don't try to figure out what that person can afford. That's God's business! Let God put the amount in your heart, and simultaneously in the heart of the persons you will be asking. Remember, you're only asking God for just [18] names to contact.

5. Make Your Appointments with only those [18] Names.

(a) Telephone

Whenever possible, make a personal telephone call and suggest two possible times [next week] when you'd like to meet that person for coffee (or breakfast or lunch). Do not ask for money on this appointment-making call! All you are doing is setting up an appointment to (i) discuss what God has been doing [overseas], and to (ii) share your updated financial goals. Perhaps something like this:
Hello Jim! Susan and I are back in the States for the next 12 months, and we'd like to get together with you and Jane for coffee when we're in town next month. We'd like to update you on what God has been doing in [nation] these past four years, and also share our updated financial goals with you. Could you both meet us at 1st Street Denny's on either mid-Monday morning or Tuesday afternoon?

(b) Email or Text Messaging

Here again, do *not* use email to ask for support—but merely to set up an appointment in order to ask for support face-to-face. Your email text should be personal and honest—no "hinting"! (do *not* send one blast to all [18] names at once!). Each one should be personalized, and should read very similar to the brief telephone "script" above.

(c) Verbal (as part of your original [18]—or in addition to those original [18])

When God allows you to serendipitously "bump" into a friend on the streets or back in your home church, ask them if you can take them out for coffee: (i) to share a more personal update on what God has been doing [overseas], and (ii) to share your updated financial goals.

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6. Be on Time to Your Appointments! Make the Ask! And pick up the check!

- a. **1st 7-10 Minutes:** Small talk catch-up.
- b. **2nd 7-10 Minutes:** "So Jim & Jane, what questions do you have about our ministry or finances?" Then listen completely, and simply answer the questions!
- c. **Last 7-10 Minutes (the face-to-face "ask"):** "Jim & Jane, our mission Converge informed us we need to raise another \$900 of monthly support while we're here on Home Assignment. As Susan and I prayed about this, we want to ask if you can increase your monthly support by \$150/month beginning next month. Would you be willing to do so?"
 - Then shut up! Seriously! Just a genuine smile sincerely and gently—don't look away!—just wait for Jim or Jane to answer, however long it may take.
 - Be gracious, understanding, and thankful for whatever their answer might be.
 - Close out your time with a prayer, praying for any specific needs Jim & Jane might have.

7. Follow Up Immediately with an Email Thank You.

Within 24 hours, send a personal email thank you to Jim & Jane for their time, and for whatever commitment they did (or did not) give you at this time.

8. Don't Stop When You Reach Your [\$900] Goal!

You may very well achieve your full Goal before you get to the end of your [18] appointments. Don't stop! If God put certain people on your heart, with certain amounts to ask for, keep going until you have connected with every person face-to-face. Remember, Converge really wants you at 105% of your total MRP, so let the Lord take care of this as well!

9. Get a copy—and read it word for word!—of "The God Ask" by Steve Shadrach.

This relatively new book (2013) has become our new MPD "bible" at Converge. But don't wait for the book to show up before starting with the first steps above!

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