

Ministry Partner Development Bible Study

In a unique way God has chosen to use college-age men and women throughout history as the driving force behind the expansion of His church. The great awakenings of past centuries which were the seed-beds of missionary expansion usually began as students gathered to pray. As students experienced personal and corporate spiritual renewal, they invariably came away with a burning desire to help evangelize the world in their generation.

One such student mission thrust was the Student Volunteer Movement (SVM). In the latter part of the 19th century the SVM saw over 30,000 students, the "cream" of an entire generation of American society, sail for foreign mission fields. Those who stayed behind were no less instrumental in the movement's success as they bore the responsibility of underwriting the costs of those who went.

The torch has now been passed to you and to a new generation of Christian college students. You have accepted the challenge of helping reach the world for Christ by deciding to join other students on a Worldwide Student Network Summer Project. *One of your responsibilities in accepting this challenge is to represent Christ's cause to others.* As "Christ's ambassador" (2 Corinthians 5:20) you are in a unique position to invite others to invest financially in His cause. As you offer individuals the chance to underwrite your summer project expenses, you will be giving them the unparalleled opportunity of investing in eternity (Matthew 6:19-21).

King David gave Israel such an opportunity when he *challenged the people to underwrite the cost of building a temple for the Lord.*

"The people rejoiced at the willing response of their leaders, for they had given freely and wholeheartedly to the Lord. David, the king, also rejoiced greatly. 'But who am I, and who are my people, that we should be able to give as generously as this? Everything comes from You, and we have given You only what comes from Your hand.'" (1 Chronicles 29:14)

The financial materials in this section will equip you to develop the funds necessary to underwrite your Summer project expenses. The collective experience of many individuals and years of experience is reflected in the training and enclosed tools.

This financial section is divided into two parts:

PART 1: How to develop your financial support (Pages 1-12).

Strategies are enclosed for sharing your project plans with prospective partners, challenging them to support you, and getting their decision. Includes:

Three Aspects of Successful Fund Raising

A Bible study which will help you focus your faith on God our provider and His promises and plan for the World. This study will also answer common questions and objections raised with regard to fund raising and lead you through personal application.

Beginning Your Ministry Partner Development

Explains how to begin your fund raising by namestorming and using contact cards. A list of potential partners is given to help you namestorm.

Letter/Telephone Strategy

Describes how to raise funds by sending a letter explaining your summer project and following it up with a phone call.

Personal Appointment Strategy

Describes how to set up, conduct and follow through on personal fund raising appointments.

PART 2: How to process and mail in your investment checks (page 13-17).

Instructions are given to help you accurately process any cash or checks given to you by your partners.

Includes:

How to Process Your Investment Checks

Answers to Frequent Questions

Three Aspects of Successful Fund Raising

God's Promise and Plan

Questions and Objections

Personal Application

Deciding to go on a summer project has no doubt taken a big step of faith. Because you have trusted God's leading, you can expect His wisdom and provision as you prepare to serve Him. After you complete this study, you will:

Discover the biblical foundation for raising support.

Be able to answer questions and objections most often raised about fund raising.

Begin to step out in faith to raise your financial support.

So get your Bible, set aside 45 minutes and discover what God has to say about the decision you have made. As you dig into God's Word, you will discover firsthand...

The most important promise ever made.

How going on a summer project is part of keeping that promise.

How developing partners is one of God's ways of financing that promise.

What reason does God give these promises?

2. God's promise to Abraham was not an end in itself. It was part of God's plan to bless the peoples of the world through him. God's promise didn't end with Abraham, but He renewed His promise with each succeeding generation. Read Genesis 26:1-5 and 32:9-12. Who else was given God's promise?
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3. Jesus was the ultimate fulfillment of God's promise. Read Luke 19:9-10. Restate in your own words how Christ's coming to the world fulfilled God's promise.
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GOD'S PROMISE AND PLAN FOR THE WORLD

What is God's promise and plan for the world?

1. Genesis has been called "Chapter One" in the history of the world. It is here that God first revealed His promise and plan for the world. Read Genesis 12:1-3. What two things does God promise Abraham?
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4. In Matthew 28:18-20 and Acts 1:8 Christ made His Father's promise and plan ours. What are some ways these passages relate to those we read in Genesis?
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What part does He ask us to play in fulfilling the plan?

How does my involvement in a summer project fit in with God's promise and plan for the world?

5. Through a summer project you can make a significant impact for Christ in a summer period time. How do you feel your plans for the summer fit in light of God's promise and plan?

How important is a Summer project? Very important! By going overseas you can be an integral part of God's continuing promise to bless all the peoples of the world...a promise which began with Abraham and continues to be fulfilled through our witness for Christ.

How do others fit in with God's promise and plan?

6. God's promise and plan is monumental. You cannot make a significant contribution to a task this large alone. As you prepare to go on a project this summer what are some ways in which others can play a part in what you will be doing? (Read Jones 5:16 Colossians 4:2 Colossians 1:9 Philippians 4:17-19 2 Corinthians 8:1-5 Luke 6:38).

7. Prayer support is essential. Ask people at home to pray for you regularly as you minister to others on your summer project team. Significant things will happen as they believe God to work through you. In turn they will be excited to be involved in this way.

8. **Financial support** is also essential. You may have some questions and concerns in this regard. Take a few minutes to list any unresolved feelings in this area.

Because of its importance and since many people have misconceptions about fund raising the remainder of this study will be spent discovering what God has to say about wealth and giving and addressing some of the most often asked questions and concerns in this area.

QUESTIONS AND OBJECTIONS

Work through the following questions studying the Scripture passages listed and reading carefully the material provided.

1. I don't want to beg for money. It seems like asking people for a handout, and I won't do that.

Read 2 Corinthians 5:20. What does this verse have to say about who you are?

Who are you representing?

Read John 15:16. How did you get the job of representing Christ as His ambassador?

You are giving people an opportunity to participate in fulfilling God's promise and plan for the world. That isn't begging. You will probably be meeting some people who have had this type of opportunity before and will be greatly encouraged by being able to have a part in your ministry.

2. People get so many requests for money. They're tired of giving. They won't want to help me!

Let's look at some examples found in the Word to see how people respond to God's missions.

Read 1 Chronicles 28 and 29.

What does David want to do (28:1,2)? David had a great task before him. However he did not attempt to complete it alone. How did the people help (28:19-21, 29:6-9)?

The people gave time talents and money. What was their attitude and motivation?

In 1 Chronicles 29:11 12 we see part of the reason for their response. They had a proper perspective of ownership and riches. They knew that all they had belonged to and came from whom?

Read 2 Corinthians 8 and 9. What was the New Testament Church's attitude toward giving money to further the gospel (2 Corinthians 8:1-4)?

3. I could never ask a non-Christian for money!
Read Nehemiah 1:1-11. What was Nehemiah's burden?

To whom did he turn for help (2:1-8)?

What response did he get?

In this situation God's sovereignty and lordship over all the world is illustrated as even the resources of a pagan king are used to bring God glory.

4. Given the economic uncertainty of our time, people won't be able to give. During the great depression of the 1930's giving was still strong down only 13 percent!

Statistics show that during the 1981-82 recession giving was up 12 percent from the previous year an increase of \$7.3 billion in 1982 to a total of \$60.4 billion.

In 1983 Americans gave away \$65 billion.

People do have money to give and they will give whether we ask or not. Americans spent \$8 billion on video games in 1981. That's \$15,000 per minute. So, as you challenge individuals to become a summer project partner you will be playing a significant role in channeling the wealth God has entrusted with others toward fulfilling the Great Commission.

5. People are bombarded with requests for money and, frankly, won't be interested...they're too "burned over" to respond. Students who have developed financial support for projects and conferences before you have often found from 50 percent to 75 percent responding to their invitation to give.

That does mean 25 percent to 50 percent will say no. Expect that. Don't become discouraged because not everyone is interested.

6. I just don't feel comfortable asking for money.
Read Matthew 6:19-21. How does Jesus describe the relationship between a person's heart and their wealth?

Because money is so important to people it will tend to be an uncomfortable subject of discussion. Expect this!

However we talk with people about uncomfortable issues all the time as we present the gospel. Just as there is conflict then, we can expect conflict when we challenge people to give to the cause of Christ. What are some reasons for this? Read Ephesians 6:10-12.

Be prepared for spiritual battle as you develop Ministry Partners. As you begin to gather financial resources to further the cause of Christ, you will enter into the arena of supernatural battle, a struggle between the forces of God and Satan in which they are vying not only for men's hearts but for the stewardship of their treasure as well (Matthew 6:21).

The last thing Satan wants is God's people using their financial resources to more effectively penetrate the world with the gospel.

Just as Satan doesn't want us to ask those uncomfortable questions following the circle diagram in the Four Spiritual Laws because we ask for a decision of the heart be assured he doesn't want you to challenge individuals regarding their treasure. He would take great delight if you kept silent about your financial needs. Expect the battle to be the most intense when your challenge is the most direct.

The Apostle Paul in defining our role as an "ambassador for Christ " said, "God has committed to us the word of reconciliation" (2 Corinthians 5:20). To the extent that proclaiming God's Word requires money, our role as ambassadors may even include raising funds. A soldier would not expect comfort in battle. So as you ask individuals to give to the cause of Christ don't become discouraged when you encounter resistance. Realize you're on the very cutting edge of spiritual battle. It's the strategic nature of what you're doing (raising funds to spread the gospel) that makes the battle so intense.

7. Doesn't the Bible say God helps those who help themselves?

No. Throughout the Bible God has chosen to give man the privilege of participating in God's promise and plan for the ages. He wants to use you to win others to Christ.

Review again 1 Chronicles 29 and you'll notice that King David was instrumental in channeling the resources of God's people toward the goal of building a physical testimony - a temple to the Lord. How does asking individuals to become a summer project partner compare with what David did?

8. Isn't it enough to simply ask God to supply my finances and then wait patiently for His provision? Yes and no. Yes - Read Habakkuk 2:4. What contrast is made in this passage?

Above all it is our first responsibility to trust in the Lord. He delights in us as we exercise child-like faith.

No - The *Living Bible* paraphrase of Exodus 14:15 illustrates that in addition to praying and trusting the Lord we must also respond by taking personal initiative. As the Egyptian army chased the people of Israel they found themselves caught between the advancing troops and the Red Sea. In this context note God's instructions to Moses:

"Then the Lord said to Moses 'Quit praying and get the people moving! Forward march! Use your rod - hold it out over the water and the sea will open up a path before you and all the people of Israel shall walk through on dry ground! I will harden the hearts of the Egyptians and they will go in after you and you will see the honor I will get in defeating Pharaoh and all his armies chariots and horsemen. And all Egypt shall know that I am Jehovah."

What initiative did God ask Moses to take?

What did God do?

What were the results?

9. I feel that for me to ask others for support would be the equivalent of "working in the power of the flesh."

Asking others to become partners with you in ministry in no way negates the fact that God is our ultimate provider. However it does clarify our responsibility as Christ's ambassadors in asking others to help fund the fulfillment of the Great Commission.

As the Israelites wandered between Egypt and the Promised Land God chose to miraculously provide

manna (bread) from heaven to sustain them. Then upon entering the land He expected them to plant and harvest in order to feed themselves. A portion of their crops was given to support the priests who served God full-time. Had Israel continued to expect manna in Canaan it would have been an affront to God since His new means of provisions was through the land He had given them.

It is certainly possible that God could choose to miraculously meet your financial needs through unusual circumstances. However don't expect money to fall from heaven like manna. Rather expect God to provide your sponsorship funds as you observe the laws of sowing and reaping in the area of human relations. Just as The Israelites had to plant in order to reap a harvest in order to raise financial support you must ask others to give.

10. My parents are uneasy about me asking for money. They don't want me coming across like one of those cult members who sells flowers in airports and on street corners.

Neither do we. Unfortunately the bad image of such cults has made it difficult for those with worthy causes to develop funds.

Because of this, major national Christian organizations voluntarily foamed a self-governing body known as the Evangelical Council for Financial Accountability the ECFA. Campus Crusade for Christ is a charter member. All of our financial records are audited annually by an outside auditing firm. Although no government regulations require the public disclosure of their funding Campus Crusade continues to be transparent in reporting its financial status in an annual report.

11. I don't want others to see me raising money. No one I know would be caught dead doing something like this!

But wait a minute. A lot of groups are involved in fund drives. Look at the following list. A wide variety of groups raise funds to help meet their needs. Compare your sponsorship drive with the following:

<u>GROUP</u>	<u>METHOD</u>	<u>CAUSE</u>
Girl Scouts	Cookie sales	Camping trips
Christian Schools	Magazine sales	School budget
Youth groups	Car washes	Field trips
Athletic teams	Cash donations	Equipment
Bands	Cash donations	Uniforms
Choirs	Cash donations	Concert tours
Politicians	Cash donations	Campaigns

You see, as you raise financial support you are not doing anything different than what millions of Americans do all the time for their favorite group or charity. In fact I bet you have raised money for at least one of the organizations listed above.

Their causes have little value when compared to the infinite worth of the message of God's love and forgiveness in Christ.

Why is it then that many of us would wholeheartedly work for these but would shy away from raising partnership funds for the cause of Christ?

12. Mom and Dad think if I need something I should earn it myself. They don't want others to think I'm trying to get a free ride.

Again you are not raising money for yourself. As a non-profit organization Campus Crusade depends on the contributions of individuals, businesses, churches, and other groups to sustain its ministry for Christ.

You are raising funds for Campus Crusade for Christ so it can in turn pay your summer project expenses. Therefore they shouldn't fear that by asking others to become a summer project partner it will reflect negatively on them as if they cannot provide for your needs. Rather you are asking others to give (as you are with your time talent and treasure) to the cause of Christ.

PERSONAL APPLICATION

You may have other questions or concerns that have not been addressed in this study. If you do, keep thinking. Search the scriptures to discover God's perspective.

There are two important things you can do to apply the things you've learned.

1. What is the biggest hurdle for which you have to trust God?

What does God say about it?

Claim a passage regarding God's perspective in this area. Memorize the passage. Share this area with a friend, roommate or Campus Crusade staff member. Believe God together to see victory.

2. What is one thing you can begin doing now to help make your fund raising time successful?

Share this with a friend roommate or Campus Crusade staff member so they can encourage you as you begin stepping out in faith believing God will provide for you.

In raising money the most important step the most difficult one is to begin!

NOTE: The practical how to's included in this information have proven to be very effective in helping students raise money for summer projects. As you study these strategy papers several action steps will come to mind.

"Attempt great things for God, expect great things from God!" William Carey pioneer of the modern missionary movement.