



ELF

# Development & Fundraising as Ministry

With Gregory Long, M.A.



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# Development & Fundraising as Ministry

Turn to someone and tell them

YOUR

definition of fundraising



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# Development & Fundraising as Ministry

## Definitions – Terms

Development  
Fundraising  
Advancement  
Philanthropy  
Resource Mobilisation



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# Development & Fundraising as Ministry

## Biblical Examples of **Resourcing**

Building the Tabernacle

Building the Temple

Restoring the Temple

Caring for those displaced/Pentecost

Famine Relief in Jerusalem

Philippi's Support of Paul's Ministry

(See Handout)



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# CDP Definition of Development

*All the things we do to build  
rational relationships with others...*

Jerry Twombly  
CDP Founder & Developer



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# The Ministry of Development

Hidden or unspoken element of Development.

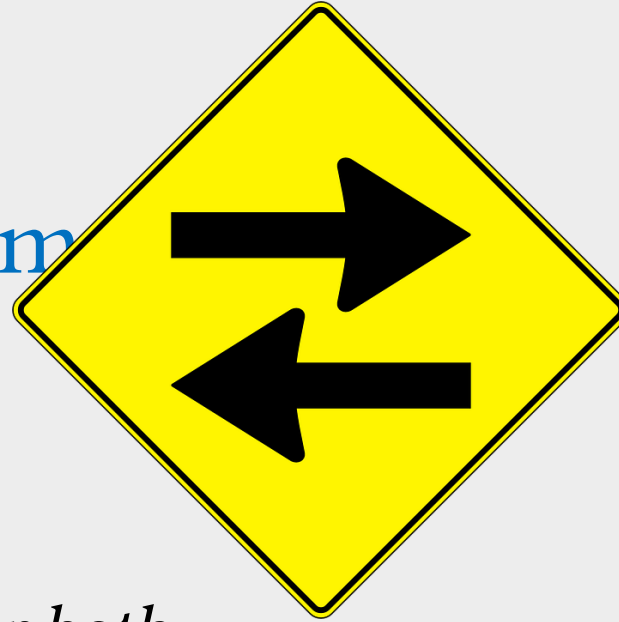
The **Ministry** of Development



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# The Ministry of Development



*If Rational Relationships are rewarding for both parties...*

*How can we use our Development Relationships to minister to our Partners?*



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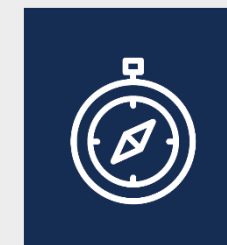


# The Ministry of Development

## Donor Stewardship

### Steward the Donation

- Using it toward what Partner intended
- Ensuring we communicate how funds are used
- Transparency in reports
- Gratitude for gifts



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# The Ministry of Development

## Donor Stewardship

### Steward the Donor

- Praying for them
- Helping them achieve their Spiritual goals and aspirations through their giving
- Assisting them in their daily walk with Jesus through their generosity
- Helping them cast a vision for their own life/legacy by using their gifts (time, talent and treasure)



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# The Ministry of Development

## Donor Stewardship

### Steward the Donor

“Lead with your Vision not with Your Need.”

(Jerry Twombly)

- Helping them cast a vision for their own life/legacy by using their gifts (time, talent, treasure & testimony)



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# The Ministry of Development

## Donor Stewardship

Matthew 6:21 (NIV)

*For where your treasure is, there your heart will be also.*

Do we know where are partner's hearts are?

How can we help them grow?

Their giving is an extension of their Faith and Obedience



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# The Ministry of Development

## Donor Stewardship

### Practical Steps - Organization

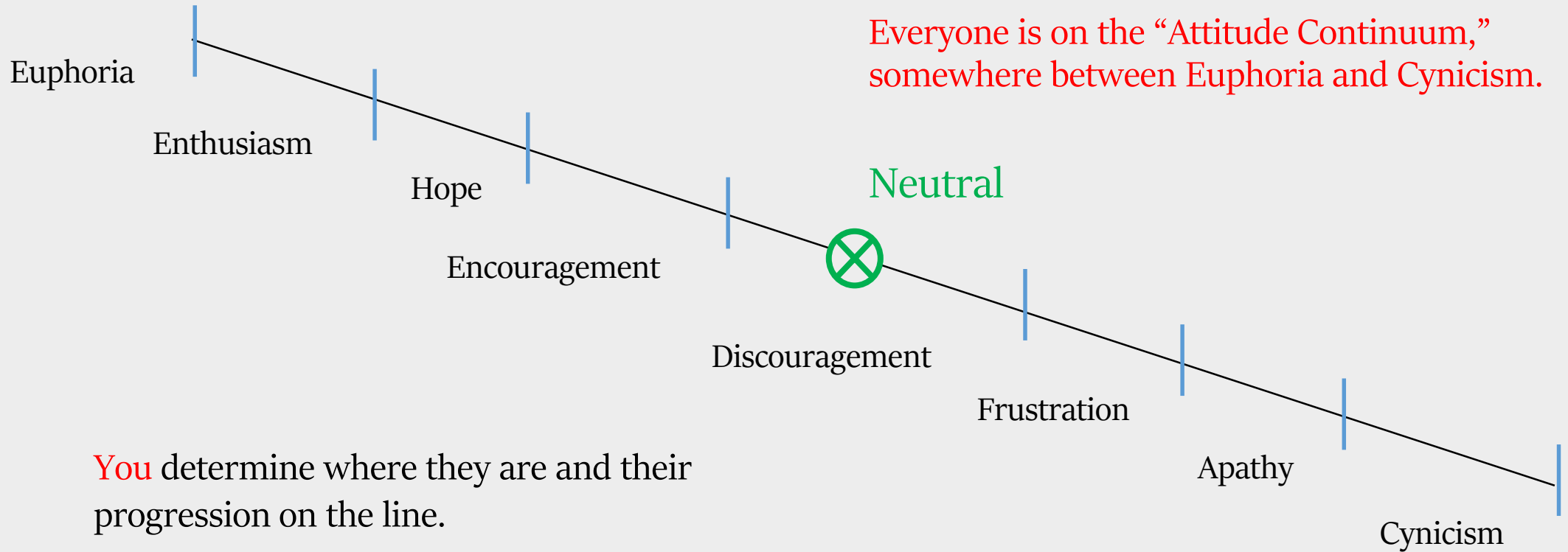
- Development is not just the responsibility of the Development Director. ALL areas need to have a “relationship” heart and mindset.
- Active, engaged Board of Directors.
- Focused, solid planning (avoid crisis requests)
- Manage Attitude Continuum for stakeholders



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# The Attitude Continuum



Everyone is on the “Attitude Continuum,” somewhere between Euphoria and Cynicism.

You determine where they are and their progression on the line.





# The Ministry of Development

## Donor Stewardship

### Practical Steps - You

Ask lots of question of your partners.

- How is God working your life?
- What is God teaching you as you give to us and other ministries?
- How can we pray for you?
- Lead group prayer for Partners with your staff.



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## Donor Stewardship

### How to Start...

- 1-2 partners per week
- Face-to-face (as pandemic restrictions allow)
- Lean toward faithful givers, not large \$\$ donors
- Have Board and others join you
- Personal conversation (in addition to emails, newsletters, etc.)



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## Donor Stewardship

Start Now...

10 Minutes

Self-Reflection or “Think Time”

- Pray
- Identify 8 people you sense God is asking you to connect within the next 4 weeks
- Do a little homework
- Put on your “pastor’s” hat (and heart)



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# The Ministry of Development

## Donor Stewardship

Questions

Concerns

Comments

Insights

We are here to help clarify and answer any questions you may have regarding this lesson.

[info@npauthority.com](mailto:info@npauthority.com)

Thanks, Greg



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