

Building Relationships

At the end of the day, the effectiveness of your ministry will be measured in terms of how successful you have been in building life-long relationships with others. And, while most know how to build relationships personally, few understand how to build them with the multiplied hundreds (or thousands) you have been called to serve. This seminar will teach you how to build relationships in that context.

Jerry Twombly is the founder and Executive Director of BGW Development, part of the BGW network of kingdom building services. He is the founder and former president of Development Marketing Associates (DMA), an international consulting firm with headquarters in Indianapolis, Indiana (USA). DMA works with evangelical ministries throughout the world in providing training and support programmes designed to enable ministries to more effectively achieve their mission objectives. Applying the principles of "relational development," DMA has enabled clients to raise more than \$1 billion dollars to further the cause of Christ and His Kingdom.

I. Introduction

II. An Important Definition

A. The Definition

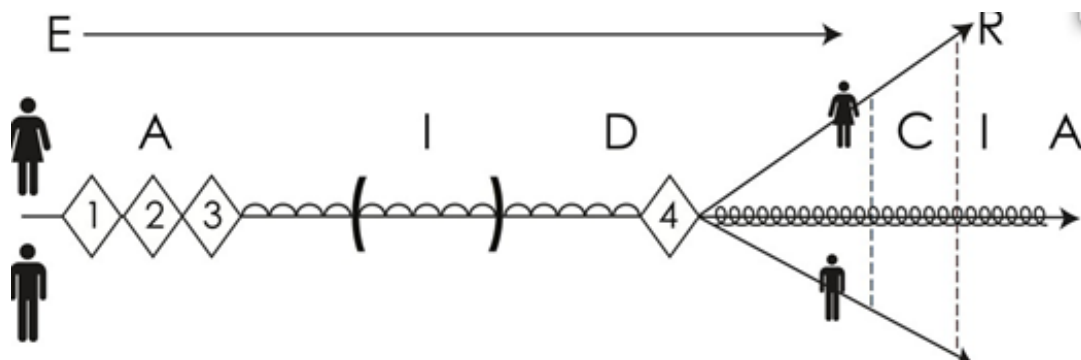
B. Key Words

1.

2.

C. The Good News—You have experience!!

III. The Relational Continuum



IV. The Five Step Process of Building Relationships

A. Identity

B. Quality

1.

2.

3.

C. Cultivation

1.

2.

3.

D. Invite

E. Sustain

1.

2.

3.

V. Your Greatest Need – You need _____ more than you need
_____.

VI. The Greatest Mistake!

VII. Conclusion