

Giving and Receiving Money for Missions in the 21st Century

This Pre-Forum Conference series will address how the exchange of money to support Christian endeavors between those who go, give, and send can change from mere transactions to transformative relationships. This creates a communion of giving and receiving where all serve each other, are in fellowship, and are equals at the foot of the cross. Topics will include trustworthy leadership, knowing your purpose, trust and accountability, characteristics of healthy organizations and healthy boards, faith and excellence, and the basics of biblical fundraising.

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Missions from Everywhere to Everywhere! Christianity in the 21st Century

In the 21st Century, the global church is sending missionaries from everywhere to everywhere! In the past 200 years, Western Christian mission has moved through eras of Presence, Activity, and Outcomes. Today, we are in an era of Ownership, Responsibility, and Engagement. In this presentation, we'll explore the implications of the explosive growth of the church across the globe. We will address how local missional entrepreneurs who want to solve problems within their own contexts can be supported and funded in a way that promotes autonomy rather than outside dependence.

- I. History of the 4 Eras of Mission Funding in the Past 200 Years
 - A. Presence
 - B. Activity
 - C. Outcomes
 - D. Ownership, Responsibility, and Engagement

1. A New Christendom that is overwhelmingly non-European and Non-white. (Philip Jenkins)
 2. The rise in local missional entrepreneurs who see and want to solve problems within their own contexts.
 - a. Raising funds for local endeavors and maintaining autonomy within the local context is correlated to local accountability, local boards, and local giving.
- II. There is a need to find a balance moving from dependency to discipleship and responsibility within the local context.
- III. How do Christians come to the foot of the cross as equals?

The Communion of Giving and Receiving: When Transactions Become Transformative

Within the global church and her commitment to missions, a communion of giving and receiving is cultivated when givers offer trust and receivers offer accountability to each other. When this relationship is present, the exchange of money to support Christian endeavors changes from mere transactions to transformative relationships of fellowship and equality at the foot of the cross between those who go, give, and send.

I. The Biblical Basis of Fundraising

A. Old Testament Example (1 Chronicles 29)

1. David gave and raised money to build the temple.

B. Did Jesus need money?

1. He fed 5,000 (Matthew 14:13-21)
2. He paid his taxes (Matthew 17: 24-27)
3. A group of women supported Jesus out of their own means (Luke 8:1-3)

- C. The Apostle Paul raised funds for the benefit of fellow believers (2 Corinthians Chapters 8-9)
 - 1. Giving is an expression of God's grace.
 - 2. Givers need to give. The act of giving itself is God's gift to the giver.
 - 3. Giving is inspired by Christ's incarnation, His life and death.
 - 4. Giving should be proportional to our wealth.
 - 5. Giving supplies needs and is an expression of thankfulness to God.

- II. Transactions become transformational when the giver offers trust and the receiver offers accountability.
 - A. It's an investment with a common purpose for blessing.

 - B. When givers offer trust and receivers offer accountability, a communion of giving and receiving occurs where all are equal at the foot of the cross.
 - 1. Each gives the other what they need.

Being a Trustworthy Leader

Good leaders are better defined by 'who they are' rather than 'what they do'. They are people of good character, good track records, and most importantly, they are servant leaders. They understand, "You can't lead if you can't follow." Rather than relying on their own power and skills, excellent and godly leaders are supple, and able to sail by the wind of the Holy Spirit to their God-given destinations.

- I. The four things a giver looks for when considering making a gift are:
 - A. Purpose

 - B. Character

- C. Idea
 - D. Track Record
- II. Be a servant leader, as Jesus was.
- III. Must be led of the Holy Spirit.
- A. “You can’t lead if you can’t follow” (Gang leader)
 - 1. Be a sailor, not the driver of a power boat.
 - 2. You must know your destination – your purpose, but follow Christ to get there.

Knowing Your Purpose

When God gives vision, He gives sight. And with sight, He can show you your destination. In this session we’ll explore the three questions that need to be answered to know your purpose – What is God showing me? What is God telling me to do about it? And how will I know I’m doing it? Also, we’ll discuss how to communicate your purpose, which is different than the strategies you use to achieve your purpose, and we’ll talk about the importance of short term vs. long term planning.

- I. When God gives vision, He gives sight. And with sight, He can show you your destination.
- II. The Three Questions:
 - A. What is God showing me?
 - B. What is God telling me to do about it?

- C. How do I know I am doing it?
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- III. Your Purpose and Your Strategies
 - A. Knowing the difference between them.

 - B. How to communicate your purpose and your strategies with those who will join you.
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- IV. Long-Term Planning is a Waste of Time!

Accountability and Healthy Organizations

Proper accountability structures create healthy organizations. In this presentation, we'll look at how to establish healthy and balanced relationships between organizations' executive directors, boards, staff, and beneficiaries. A mission's "universe" will be presented as a model to understand how to fundraise and create good accountability structures. Characteristics of healthy boards will also be addressed.

- I. Every organization has its own fundraising accountability orbit.
 - A. The "Orbit" and its rings represent layers of accountability and types of givers to the organization.

- II. Accountability dynamics:

- III. Requirements for a healthy board:

Faith and Excellence

To fulfill our calling before God, what is required of us is excellence in our practice and a full reliance on faith in God for the results. God cares more about our faithfulness to the process and our attempt to serve than the results of our efforts. As we implement our callings, two things are critical – our trust in God to provide, and our willingness to serve in excellence with the best we have in us. An all-in attitude and commitment to excellence is necessary.

- I. The Eagle and the Fish story
 - A. Relying on God for his provision.

 - B. Being good at what you do.
 1. “Fly to where the bugs are!” (Henry Cloud)

Fundraising 101: Discovery, Acquisition, and Nurturing

DO YOU HATE FUNDRAISING? If so, perhaps you have a misconception of what fundraising is. IT'S NOT BEGGING, but rather, fundraising is an opportunity for you to invite others who have similar purpose and vision for ministry to join you on your journey. This presentation will discuss the basics of fundraising, its biblical basis, and the methods and metrics of discovering, acquiring, and nurturing donors who share your ministry's purpose.

- I. Discovery of Potential Donors:

- II. Acquisition of Potential Donors:
 - A. Communicating Your Purpose

 - B. White Papers

 - C. Proposals

- III. Nurturing Your Donors

Sustained Interdependence: An Emerging Paradigm

Sustained Interdependence occurs when ministries are centered within their own communities and are strengthened and supported by their own boards, local funding, and an accountability structure within their own settings. They must also be in community with the church at large, as equals at the foot of the cross, in a giving and receiving relationship where all are dependent on God and are interdependent with each other.

- I. Ownership and Responsibility require local accountability and local giving
 - A. Understanding your “Universe of Giving”

- II. Jesus is the cornerstone on which the ministry is built.

- III. Small local gifts are the foundation of a healthy organization.
 - A. The size of the gift is not what matters, but rather, the act of giving is the strength of the foundation.

- IV. When local ownership, responsibility, and engagement occur, sustained interdependence will naturally develop.
 - A. When a ministry is sustained in a local context and the ministry leaders can associate and work with others outside the local community as equals, the whole Body of Christ can support each other.

Suggested Readings:

When Money Goes on Mission, Giving and Receiving in the 21st Century, by Rob Martin

A Spirituality of Fundraising, by Henri Nouwen

The Longview: Lasting Strategies for Rising Leaders, by Roger Parrott