

## FUNDRAISING SEMINAR

13.30 – 14.45 – WEDNESDAY, OCTOBER 10

### HOPE FOR EUROPE, TALLINN

**Baiba Baikovska**

1. Introduction of myself and my experience with MPD and my growing love for it. Why I love MPD so much?
2. How do you feel about MPD? Here is one example how you might feel.
3. Because the emphasis in this process is on building relationships not only on money. That is the ministry. I agree 100 % with what Henry Nouwen is saying in his book “Spirituality of fundraising: “«Ministry partner team development is not “unpleasant duty”, what we must do to get to doing real ministry. Well done ministry partner team development can be most meaningful disciple making ministry what we ever will experience». And in my own more than 5 years long experience building and maintaining, sustaining ministry partner team I can say that it is never about the money, my need, but always about the vision, opportunity to work together for God’s Kingdom. I have seen how people are crying, laughing, touched in our meetings (some examples).
4. At the beginning we will talk a bit about what is and what is not MPD what I have learned during these years. I think MPD have 2 parts – heart attitude and practical skills. One can not be without other (examples). At the beginning we will speak about 2 heart attitudes what have helped me a lot.
5. MPD is not about money but about developing relationships. From personal experience I can tell that it is crucial to develop this kind of attitude, because it changes everything – how you look to phone calls to arrange meeting with somebody, meeting and everything else you need to do to build and keep your ministry partner team. Here is the freedom, because then you are free to bless people even if they say no to joining your ministry partner team. I am not telling here that money is not important, but it cannot be at the center of our motivation in building ministry partner team. It is important to see people not money walking around. You could say that for me it is easy to say this because I already have ministry partner team, but I can say that it has been not easy always. But you need also understand that it is also learning process together with the Lord and you dont need to feel guilty if you dont have such a heart attitude.
6. One more heart attitude is about difference between support raising and ministry partner team development. If we are raising support we are doing that so that we could go in to missions, so that

we would have all we need for it, but if we are doing MPD then emphasis is on doing ministry together with our partners. Those 2 heart attitudes are really important to me myself in MPD. Now we will look at most common myths about MPD.

7. Does those myths sound familiar to you?

Myths related to ourselves:

I don't have time for ministry partner team development;

I need to be able to convince people to give me money. I don't want to ask for money;

If I will ask my friends to join my ministry partner team our friendship will be over;

I need to show results in order for people to think that I am worthy of support.

Myths related to others:

It is not spiritual to ask for money;

MPD is invention of modern US evangelization and it works only there;

People in Latvia are financially poor and they don't like to give;

Paul was making tents. Why couldn't you do ministry in your free from work time?

If we would have more time we could work together more and find the Bible place about each of these myths, what to put against those. But since we don't have so much time I chose 3 places in the Bible, what to look at and what might answer to all myths/stereotypes about MPD and main principles of this process.

8. And so about Biblical view on ministry partner team development (MPD)

M – ministry belongs to God;

P – partnership is the key;

D – development takes time.

a. Ministry belongs to God.

1. Chronicles 29:14: ““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.”

b. Partnership is the key.

Luke 8: 1 – 3: “After this, Jesus traveled about from one town and village to another, proclaiming the good news of the kingdom of God. The Twelve were with him, 2 and also some women who had been cured of evil spirits and diseases: Mary (called Magdalene) from whom seven demons had come out; 3 Joanna the

wife of Chuza, the manager of Herod's household; Susanna; and many others. These women were helping to support them out of their own means."

What is special about partnership in these Bible verses?

1. Jesus could choose different way to support himself;
2. Each of His partners was different;
3. All partner were the same;
4. Even after His death Jesus gave them dignity and value.

c. Development takes time.

Philippians 4: 14 – 19: "14 Yet it was good of you to share in my troubles. 15 Moreover, as you Philippians know, in the early days of your acquaintance with the gospel, when I set out from Macedonia, not one church shared with me in the matter of giving and receiving, except you only; 16 for even when I was in Thessalonica, you sent me aid more than once when I was in need. 17 Not that I desire your gifts; what I desire is that more be credited to your account. 18 I have received full payment and have more than enough. I am amply supplied, now that I have received from Epaphroditus the gifts you sent. They are a fragrant offering, an acceptable sacrifice, pleasing to God. 19 And my God will meet all your needs according to the riches of his glory in Christ Jesus."

All these Bible places can be summarized in one main principle of MPD:

MPD is God's children working together to ensure that Father's resources are being used in the best way possible to spread the knowledge of His glory.

9. From previously mentioned Bible verses we can see several practical truths which have proved themselves being truth and really useful in my own experience.

First practical truth is that it is always more effective to meet personally than to send letters. Because when you have had personal meeting with the potential partner you can get to know each other better and most probably that he or she will become your partner. For example I had had already more than 100 meetings and I believe that it is far more effective than if I would only send letters. I can see that from the partners who have stayed with me even after changing of ministry spheres from students to people with mobile impairments. 99 % stayed. 😊

10. Next practical truth is related to how we can arrange the meeting with potential ministry partner.

And again my experience shows that it is more effective to call than to send letter, email, facebook message or sms. Because by calling you can more clearly tell your vision and invitation to the meeting. Person hears your voice and can respond. For example now you hear my voice and can respond and afterwards we can arrange meeting. 😊”Wings for Wheels is Christian organization for people with disabilities. The goal of this organization is to reach people with disabilities and to give opportunity to them to hear Gospel message and get eternal life. My job right now is related to small group at my place and intellectually, emotionally, spiritually developing group in social care houses Mezciems and Ezerkrasti and helping with organization of other Wings for Wheels events to give to people opportunity to hear the Gospel and to respond. Right now I am building my ministry partner team where are people who are investing in this work with prayers, finances and time. Would you like to meet with me to get to know more?”

11. This is example of what to tell the person we are calling to arrange meeting if he/she is our friend and...
12. If the person is not familiar to us. Why should we call person we dont know? Because to build fully our ministry partner team it can be not enough with the circle of your friends and people you know, because not always response to your invitation to be in your ministry partner team will be positive. And it is ok, because people have different callings. We can see it as hunting for the gold, treasure hunting. This proved to be one of the best experiences. 😊 During this experience I have grown tremendously in my relationships with the Lord, because I had never had so alive conversations with Him and prayers for courage and not being afraid, because if I am afraid I literally lose my voice and cant speak. And the feeling that I have arranged meeting I will never forget so amazing it is! 😊
13. One more practical truth what have proved itself as really important and time saving in my practice is reminder sms to potential partner an evening before meeting or in the morning of the day when meeting is arranged to remind about the meeting and ask if nothing has changed related to meeting. You dont need to feel uncomfortable for doing it, because in our busy rythm people can just forget it not thinking anything bad. Often I have gotten thank you for these sms. 😊
14. And when you have arranged meeting with potential ministry partner. Whats next? Meeting. 😊  
What does the good MPD meeting looks like?

It includes:

Clear vision(HEART) (“People are responding more to vision than to need”);

Personal stories;

Clear invitation to participate in ministry and how (short and concrete);

Being ready to the answers yes and no; because of this it is important to work on our attitude so that we are able to respond in love to whatever answer from potential partner. This has been really important in my practice and helped me to gain many not less important prayer partners. You may think that because of that that I am in a wheelchair I have received only yes, but no I have received a lot of no`s or talked people out of being in my ministry partner team if I see that they would do it just out of pity because of my impairment. If the money is not the main I can concentrate on the vision! I want that people are joining only if God is putting in their hearts to join my vision and my ministry.

Silence after giving the question – this is serious question you have just asked the person, let him or her think for a while. Dont need to be afraid of the silence. Endure it till the end.

Follow up! – if the person wants to pray about the decision to join your ministry partner team it is really important that you follow up this and get to know the decision from the person. Usually in this case during the meeting I would ask to the person if I can write them after a week and get to know the answer about decision. Because then it is my responsibility to do it. And again my experience shows that we dont need to be ashamed to do it, because in this rythm people may forget to answer to you by themselves without thinking anything bad.

Asking for referrals – without this it will be simply hard to make wider your ministry partner team. And usually people are ok to suggest to whom to speak or they are ok to answer no to this ask.

Regular continuing contact with ministry partners – newsletters, meetings etc.

15. And one more important practical truth is to say thank you for an investment and help to partner to see how important is his or her investment in God`s Kingdom. In this way we are also serving to our partners.

16. And the main truth what we cant forget in no circumstances is this:

«For from him and through him and for him are all things. To him be the glory forever!» Amen. (Romans 11:36)

Our ministry partner team is not the result of our bright personality and ability to convince people to be in our ministry partner team, but it is all done by the Lord and we are His tools. God cant be out of the center of MPD otherwise it will turn to be only support raising for unclear goal and it will become much harder.

17. And then it is important to recognize and be aware of what it will cost for us to do MPD. There are several such things:

- 1.) Comfort – you will need to step out of your comfort zone;
- 2.) Pride – what prevents us from asking help to others;
- 3.) Self-sufficiency – in missions we cant deal without other people.

It will ask from us courage to overcome new challenges, because life begins where the comfortzone ends, where for years, decades of years can be no changes! ☺

18. At the end some books what I would suggest to read for encouragement, because it is needed in all of the process, and for some practical MPD ideas:

- Bible;
- Henri Nouwen «A Spirituality of Fundraising»;
- Steve Shadrach «The God Ask»;
- Steve Shadrach «View points. Fresh perspectives on personal support raising»;
- Ken Williams. Ph.D., Gaylyn Williams «Never do fundraising again»;
- William P. Dillon «People raising»

19. Question and answer time;

20. Discussion/ Application: How confident do you feel to do MPD? How can this information be useful for you personally and your network or organization?