

FUNDRAISING GUIDE

Ideas for success in raising money for your project

Well, the decision has been made. You have prayed, God has answered, and now you are on your way to the mission field. One of the first big steps in going on a mission project is making the decision to trust the Lord to provide the money for the project. Time after time people say they would like to go on a mission project, but it costs too much. Our response is always the same... "It doesn't matter how much a project costs. If God wants you there, HE WILL PROVIDE."

The following information is provided to help you with your fundraising. Do not be limited to these suggestions. Be creative! Use your imagination! We just want to give you somewhere to start this process.

***"GO THEREFORE AND MAKE DISCIPLES OF ALL NATIONS, BAPTIZING THEM IN THE NAME OF THE FATHER AND THE SON AND THE HOLY SPIRIT."
MATTHEW 27:19***

God tells us to "Go," but is there any more direction from Him on how He will provide for His work?

How Will God Provide?

The Lord has chosen many ways to provide for His people who go on mission with Him. The following information contains suggestions as to how you may approach raising the necessary funds for your project.

Take a few moments to read through each of these scripture passages to see how each one applies specifically to fund raising for a mission project. It might be a good idea to journal as you go to remind you of God's activity concerning finances throughout scripture.

I Chronicles 29:10-14

Psalms 24:1

Haggai 2:8

Philippians 4:19

I Thessalonians 5:24

Deuteronomy 8:16-18

Proverbs 30:8-9

I Timothy 6:17

I Corinthians 4:2

Luke 16:10-13

II Corinthians 8:1-5; 9:5-7

God has called you to join Him at work. You will have to trust Him as you go – even with finances. He is faithful.

FUNDRAISING TIPS

Here are a few tips from experienced missionaries who have had to raise support. Feel free to add other suggestions in the SportsConnection forums at www.sportsmissions.com.

“Get Started NOW!” is the number one tip we could ever give a volunteer. It is never too early to begin talking to friends and family members about your project and the financial need. The majority of people who have serious problems raising the funds wait until the last minute to start the process. Once God has called you to a project, it is time to begin the fundraising process.

Find good resources to help you. The information found at sportsmissions.com is great, but if you need more, seek more resources. Many people have had success in fundraising for a mission project. You don't have to reinvent the wheel.

Prayerfully seek the Lord's guidance as you begin your fundraising journey. We understand that the financial barrier is one of the most difficult parts of making the decision to participate in a mission project. It is our goal to help you understand that the Lord has provided for many volunteers much like you in the past, and we believe He will continue to meet the needs of sincere, committed volunteers.

Be smart! The most effective tool of communication is one-on-one conversation – use this to tell others about your opportunity! Talk to them, write them and call them! You never know who God wants to use to get you on the mission field.

Most Effective One-on-one Conversation

Small Group Presentation

Large Group Presentation

Telephone Conversation

Handwritten Letter

Least Effective

SUPPORT LETTERS

Writing an Effective Support Letter:

1. Make a list of people you think may be interested in helping you with your project. Don't forget: businesses, mission committees, Sunday School Classes, Christian friends and family members. Also, don't prejudge people as to whether or not they may want to help you. Most of the time volunteers' money comes from the most unlikely sources. It is a blessing for people to give to you because they may not be able to go themselves, and people on a limited income may be your biggest supporters!
2. Write your support letter. Let it reflect your heart and why you feel the Lord is leading you to go on this particular project. Let your personality show through your letter. Be honest about your needs and let God deal with people's hearts.
3. Enclose a return envelope in your letter. Have your donors make the check out to a non-profit organization, not in your name, if tax-credit is important.
4. Follow-up your letter with a phone call. Let them know how excited you are about your project. Check with them to see if they have any questions. Remember, they are your friends - they are usually glad to help and are very excited for you. Don't dread the follow-up call!!

Dear Julie,

Greetings! I pray that this letter finds you and your family well. I would love to tell you about what God is allowing me to do. In the fall of 2004, I became the director of SportsPlus, which is the volunteer mobilization department of ISF. This summer, SportsPlus will recruit, train, and send volunteers for 16 different projects to 14 countries! God has been so faithful! He is doing wonderful things through this ministry, and I know that He will continue to be faithful to finish the good work He has started here.

As you already know, the last five years have been full of trials, doubt, encouragement, faith, excitement and opportunities. God has written my life story for me, and it has not always been the story that I would have chosen for myself. I could never have imagined the open doors that He would call me to walk through. Each step has grown my faith in who He is and what His plans are for me. The next big door that has opened is leading a team to Australia this July.

On July 20th, I will be heading "down under" to run a sports/rec camp for community outreach in Melbourne. We will be working with a local church there in order to build a stronger presence in the community. We will be able to speak in the schools and build relationships through a sports camp.

Now, you may be thinking that this will be a "cush" mission project, but Australia is one of the most liberal, free-spirit places in the whole world. Currently less than 2% of Australia's population attends a bible-based church regularly. The fastest growing faith in Australia is Buddhism. Generally Aussies have a saying that sums up their view on life: "She'll be right, Mate," that means: "if" there is a God He will treat us right. Some may even consider that God will join them at the pub for a beer. They consume more alcohol than any other English speaking nation in the world! A recent statistic on suicide among young adults puzzles everyone because Australia has the largest incidence of suicide among the young anywhere in the world!

As you can see, there is a need, and I am excited about the opportunity to serve and to minister there. I ask you to join me in this endeavor. I am seeking your support and prayers for this mission project. As you can imagine, a trip like this requires financial support from a number of people. I need to raise \$2,000 for this project. If you are able to support me in a financial way, I would be very grateful. I also need your prayer support. Prayer is the fuel that will allow our team to be successful as we follow God's leading. Without prayer, nothing will happen. Enclosed is a bookmark that you can put in your Bible, on your bathroom mirror, on the "fridge", or anywhere else you will see it at least once a day. Please pray for the entire SportsPlus summer, including my project to Australia.

Thanks again for your support of what God is doing in my life right now. I really appreciate each of you, and I know that I could not fulfill my calling without this incredible foundation of friends and family that God has given me. Please contact me and give me the update on you and your family. God Bless you as you allow Him to write YOUR story - -

HIS - -

Sara Beth

Dear Friends and Family,

Blessings to you and yours. I hope this letter finds you doing well.

As most of you know, God has really blessed me with opportunities to serve at Central Baptist Church, in Round Rock, Texas, over the last two plus years. Two summers ago, I was able to serve as an intern in the children's department. I am also going on my second year of teaching 7th grade boys Sunday school for the youth department, as well as, assisting at camps, Disciple Now's and other youth events. All these opportunities came after a life changing conversation with the Father, during which God called me to serve.

This letter is in regards to another opportunity God has presented me with. The ISF (International Sports Federation), travels to foreign countries using sports to minister to others. The particular mission trip I would like to attend will be in Burkina Faso, West Africa. When we get to West Africa we will be meeting up with missionaries in the local villages and we will be conducting basketball and soccer clinics for the kids. We will have the opportunity to share the Gospel and love on the people there in the name of Jesus. Our team will leave December 26 and return January 7. If you would like more information about the ISF, you can go to www.sportsmissions.com, or call **1-800-999-3113 ext.1512**.

I am excited about this opportunity and I know that God will use this mission to help me grow in my walk. I am eager to see if missions is where God is calling me to serve. As I begin preparing for this trip, I really need your prayers for my team and me. We need to be prepared physically, mentally and, most importantly, spiritually. I would love to have some prayer warriors who would be willing to pray for me on certain days. To know that someone is praying for me each of the thirteen days would be a great comfort.

In addition to much needed prayers, I also have a financial need. There is a \$1000 deadline on November 27. The total cost for this trip is \$2250. If you would be able to help in any way, I would greatly appreciate it. The ISF is a 501(c) 3 non-profit organization. All donations are potentially tax deductible. Receipts are mailed to donors before Feb. 1st of the following year. Non-profit organizations are not required to send receipts for amounts of less than \$250, so if you would like a receipt for any donations less than \$250, please specify. You will need to write the check to ISF for the tax exemption, or you can just write it in my name. All the money I receive will be applied toward the cost of this trip. This cost includes airfare, food, travel, lodging, passport, and all other expenses. I know that some of you will not be able to support me financially. Believe me, your prayers will be an even greater asset to me.

Thank you in advance for your prayers and support. This trip would not be possible, if not for faithful prayer warriors and selfless givers. I am very excited and you can rest assured that I will have a full report for you when I return.

In God's Hands,

John

SAMPLE ENCLOSURE

**I would like to join Jay's prayer support team
for his project to South Africa**

Signed _____

I would like to support Jay's mission with the enclosed
donation of \$_____

_____ is a 501(c)3 organization and donations are potentially tax exempt.
Please make check payable to _____. Thank you for your support!

Detach and keep the bottom portion for a prayer reminder!

Please pray daily for Jay as he
prepares and serves on a Sports Mission Project to
Johannesburg South Africa July 11-30.

OTHER FUNDRAISING IDEAS

3-on-3 Tournaments

Get with your coach or someone with experience in running a tournament. A good advisor will be your biggest asset in running a successful tournament. Some have found success in having an all day event with basketball and volleyball running simultaneously. Others find volleyball one weekend and basketball the next works better.

Only you can know what will work best in your area. There are several options in setting your tournament. You can have one at your school, community center, or another venue. It depends on what facilities you have available and how much help you can rally around you.

Car Wash

A car wash is a good solid fund raiser. You can go about it in two ways. One is to charge each car as you wash it. The other is to get pledges for each car you wash prior to the car wash. For example, you may have commitment from 50 people to give you 10 cents for each car you wash. Let's say you wash 30 cars on the day of the car wash. That means you will get \$5.00 per car and \$150.00 for the day when you collect on all your commitments.

Garage Sale

A garage sale is another good fund raiser. It is also a good way to clean out your garage and make money at the same time.

Bake Sale

A bake sale is another good way to raise money. Recruit as many cooks as you can to bake the goods, and then sell the baked goods. Set up a table at your school, grocery store, church, etc.

Fun Run

The first step is enlisting an experienced person to help. A coach, teacher, or even your local sporting goods store manager may be a good contact. With a \$10.00 entry fee, you can give a \$5.00 T-shirt and still make \$5.00 per entry. If you have 50 people involved in your event, you could quickly raise \$250.00. Be sure to ask for donations or business sponsorships to raise extra money on top of the entry fees.

You will probably have to get permission from the city to conduct any event using city streets. Make sure you go through the proper channels to plan your event. You may try to have an indoor triathlon or similar competition at your church's recreation facility or the local YMCA.

Personal Savings

Serving on mission requires sacrifice. Start with your own bank account. Set aside money every week or month to go directly toward your project, even if it means giving up certain personal events or privileges. For example, cut out ONE evening a month of dinner and a movie, and you will be able to put \$20 toward your mission project.

Side Jobs

Take on other small jobs to raise support. If you are good with children, offer babysitting services to parents at church or work. If you are good with cleaning, offer car or house cleaning services. Use any personal skills, certifications, or abilities to raise extra dollars.

SUCCESSFUL FUNDRAISING CHECKLIST

- Make sure you gather all the resources you need for fundraising.
- Pray for God's direction throughout your fundraising process and your mission experience.
- List the names of everyone you know that might be interested in your mission project.
- Look over the sample support letters and write one in your own words.
- Send your letters out with an envelope and support card.
- Follow up each letter with a phone call within two weeks. Try to set up a one-on-one conversation, if possible.
- Remember that you are seeking both financial and prayer support. Prayer is more important than money. Be encouraged when a person can only commit to prayer.