

## HARVEST MISSIONS: SUPPORT RAISING

It is important to keep in mind that the ultimate objective is not just to raise money, it is to build a viable support team. Each support team member can be involved in one or more of the following functions:

- Prayer Support
- Encouragement
- Financial Contributions

Some support team members will do all three. The most important need for each team member that goes on a short-team project is to have people who will commit to keep the team member and the team before the Lord in prayer during all phases of the project. This is essential to the success of the project. Find two or three prayer warriors who will agree to pray regularly. Do not ask this prayer group to do anything but pray at this point.

Experienced fundraisers for large organizations will tell you that people give to people they know. You will find that potential contributors are happy to have the opportunity to invest in someone they know personally that is participating in a worthwhile foreign project.

### Step #1 - Prepare the Team List

Prayerfully prepare a list of 50 to 100 names of people who you feel God want on your team. Remember to consider friends, co-workers and family members.

### Step #2 - Write the letter

Although samples can be provided, it is very important that you write a unique letter. You know your audience and your personality and style should be evident in your letter. People prefer to read a personal letter. A form letter is a deterrent for a support team. Even if you are able to provide for your own project costs, a letter asking for prayer support should still be sent out.

Include the following information in your letter:

1. Information about the country and culture where you are going
2. Information about the sending organization (Harvest) and the hosting organization.
3. Provide a description of what the team will be doing. Answer the question, "Why is the team going?"
4. State the reason you will be involved in the project. Answer the question, "Why do you want to be involved in this project?"
5. Ask the recipient to be a team member with you on this project.
6. Tell the recipient of the letter how you desire their involvement- as a prayer warrior, financial sponsor or both.
7. Tell the recipient about the mission trip partner's dinner to take place upon our return where details of the mission trip will be shared.
8. Mention the cost of the project for you individually
9. You may want to recommend a certain amount. Provide an explanation stating how the check should be made out. Checks are to be made out to Harvest Church. A note on check can say youth foreign mission or Belize, but not your name. They need to include your name on a separate sheet.
10. Include a support response form along with a self-addressed envelope.
11. Supporters can also give online at the Harvest website ([www.harvestmemphis.org](http://www.harvestmemphis.org))
  - a. Go to the "Giving" page. Select "Short Term Mission Trip" from the drop down menu and in the Other Comments section please write "TRIP—LAST NAME" (i.e. Belize—Smith)

### **Step #3 - Send the letter**

Send the letter, response slip, and a self-addressed envelope to the potential supporters by the date set by the team leader (see #5).

### **Step #4 - Expect results**

As prayer warriors and you faithfully pray, expect God to provide. Not everyone will raise their total need by writing letters. It may require personal phone calls and visits.

### **Step #5 - Payment schedule**

A payment schedule is needed because:

- It provides funds, as they are needed for the cost of the trip, especially for the flight.
- It is a standard by which team members can judge how well their support raising campaigns are progressing.
- Periodic deadlines enhance the faith building process as God shows Himself faithful every step of the way.
- It helps to keep the procrastinator on the team motivated and on track.

Support schedule:

Flight Amount Due - Typically 70 days before departure

Remaining balance due - 2 weeks before departure

Step #6 completed - As soon as possible

Follow-up with supporters completed - With-in three weeks of return

All payments and contributions should be turned in to the Harvest offices.

### **Step #6 - Response letters**

Keep an accurate record of supporters and the donated amount. As you receive responses from the contributors, send them a share/statement that reflects their commitment, a short thank you note, and statement of what their share entitles them to. Here are some ideas:

- Detailed prayer requests before leaving.
- Follow-up letter when you return about the trip a
- We will likely keep up the blog so you can send them that link so they can follow team
- Be creative! Make up you own.

You may also want to include flight information in this response letter. Before boarding the plane we will gather with everyone who has come to send us off and say a prayer. Invite them to be a part of this special time.

### **Step #7 - Pray**

Pray for your support team.

### **Step #8 - Follow-up**

Following the trip, each support team member should receive the promised follow up activities. Report what happened on the trip, how God moved, and specifically relate how the trip affected you personally. There is nothing more disappointing than to support someone and then never hear from him or her again. You are encouraged to have all follow-up completed within 3 weeks of returning from the project. By sharing your experiences and blessing with your support team, you can spread the burden of the lost people of the world and help develop a committed heart for world missions.