



Personal Support Evaluation

Top 25 Questions



Full Name

Ministry Name

Support Start Date

MM
DD
YY

Funded Date

MM
DD
YY

Present Status

1. What is your monthly support goal?
2. What is your one time or startup cost goal?
3. What is your current support percentage in office?
4. What is your support percentage pledged verbally?

Support Breakdown

5. How many monthly givers make up your team?
6. How many quarterly givers?
7. How many annual givers?
8. How many one-time givers?

Total Calculations

9. How many total supporters do you have?
10. How many contacts do you have total? Left to be contacted?
11. What is your average monthly gift?
12. What percentage of your total support goal do you receive each month?
13. How many support meetings do you average per week?
14. How many *missed gifts* have you experienced in the last year? (monthly gifts which did not go through)



Communications

15. How many newsletters have you send out this year?

16. How many email updates have you sent this year?

17. How many face-to-face appointments have you had?

18. How many personal thank you's have you sent this year?

Next Steps

19. How many networkers are on your team?

20. How many churches currently support you?

21. How many people support you solely by prayer?

22. How many supporters currently give \$25/month or less?

23. Do you have a budget filled out for all potential expenses?

24. What % of budget goes to salary, taxes, ins., admin, 401k

25. What is your fully funded date goal?

Determine Your Budget.

Example: \$3,000/MONTH

To raise \$3,000/month per month you will:

- Need **67** supporters (divide goal by \$75)
- Have **100** appointments (multiply supporters by 1.5)
- Ask **200** people for appointments (multiply appt's by 2)
- Make **600** contacts to set up appointments (multiply by 3)

Your Turn—Your budget is \$ /mo.

- Need supporters (divide goal by \$75)
- Have appointments (multiply supporters by 1.5)
- Ask people for appointments (multiply appt's by 2)
- Make contacts to set up appointments (multiply by 3)

Determine Your Pace.

Your pace is important because it breaks your goal down into measurable weekly goals. As long as you stay on pace you give yourself a faithful chance to hit your fully-funded deadline.

Amount to be raised ÷ Number of weeks to raise support = amount needed per week.

Number of new donors per week is:
(divide amount needed per week by \$75)

Number of appts. needed each week is:
(multiply donors needed per week by 1.5)

No. of requested appts needed weekly:
(multiply appts. needed per week by 2)

No. of contacts made weekly to request appt:
(multiply requested appts. Needed weekly by 3)