



Mission Trip Fundraising Packet

We are excited to have you join us on a Creatio mission trip and looking forward to serving with you! God has given us the great gift of calling us to serve Him in a very concrete way by physically going to the poorest of the poor. We have the great opportunity to look into the faces of the people we will serve. Many people do not have the opportunity to serve in such a concrete way; however, we have the opportunity to invite others to join us in this mission. God calls us all to be missionaries in different ways: "Some give by going, others go by giving." We have the ability to help others answer their specific call from God. Asking others to join in this mission is opening up a door for them to serve the Lord; it is a gift to them.

Please read this packet carefully as you discern who God is calling you to invite into this mission. Additionally, don't let this packet limit you. Pray about other ways to invite people into the mission at hand. Parishes and communities are filled with people who want to serve, but don't have the opportunity to physically go. Reach out and give people that opportunity. Please let us know if you have any questions!

I. Personal Contacts

Step 1: Pray

"God is faithful who has called you and He also will bring it to pass." - (I Thessalonians 5:24)

"Don't be anxious for anything, but by prayer and supplication, with thanksgiving, let your requests be made known to God, and the peace of God which surpasses all comprehension will guard your hearts and minds in Christ Jesus." - (Philippians 4:6-7)

That's it! Pray for grace for this fundraising process and watch God work it all out.

Step 2: Namestorm

Namestorming = Developing an initial list of potential sponsors.

As with brainstorming, in namestorming there is one cardinal rule - *anything goes*. No name should be disqualified. Mentally erase any clouds of doubt from your mind. Don't try to decide for yourself whether or not any specific individual might be interested. If you limit yourself to only reaching out to those that *you* feel will or can give, you may be prematurely disqualifying those God actually wants to become sponsors. Later you will prioritize who to contact, but for now, don't disqualify anyone! "God's ways are not always our ways." (Isaiah 55:8) Many times God reminds us that He is in control by providing in the most unexpected ways.

You may be thinking you could never generate more than a handful of names, but research shows that the average person has a network of at least 400 friends and acquaintances. Let's take the pressure off and say you should be able to develop a list of at least 100 potential partners. Think of your teachers, doctor, local businesses, neighbors, parishioners, mentors, tutors, friends, family, and anyone else.

As you namestorm, associate various professions, businesses, and places with any friends and acquaintances they bring to mind. To aid you, we have provided 88 thought provokers. Take plenty of time - an hour or more - to mull over these categories. Push yourself...see how many names, as far-reaching as they may seem, you can put on your list.

After taking an hour or so for namestorming, label each contact either "T" for top priority, "M" for medium priority, or "L" for low priority. These designations refer to your evaluation of how likely they are to give.

Please remember, that even though you might label someone as "top priority," they might not necessarily give. Likewise, just because you designate someone as "low priority" does not mean they won't give. Expect that you might be pleasantly surprised by some who will give more than you anticipated, but don't let yourself be disappointed by others who you think would give but don't. God will provide for you in ways that you do not expect. After you have come up with 100 or more names, start collecting their addresses.

Thought Provokers:

Family members, Co-workers, Former co-workers, Friends of parents, Sorority sisters, Fraternity

brothers, H.S./college friends, Church directories, Church friends, Prayer group, Sunday school classes, Bible study groups, Students, Staff, Christian business groups, Pastors/priests, Neighbors (present/past), Coaches/teammates, Former teachers, College professors, Accountants, Mailman, Banker, Parents' employees, Dentist/orthodontist, Doctor, Nurses, Kiwanis Club, Community leaders, Barber, Church newspaper ads, Wedding list, Baker, Printers, Retired people, Veterinarian, Apartment manager, Mayor, Civic leaders, Chamber of Commerce, Referrals, Hospital personnel, Rotary club, Family attorney, Beautician, Christmas card list, Editor of paper, Plumbers, Insurance salesmen, Realtors, Florist, Missionary, Societies, Parents' employer, Civic clubs, Military personnel

Step 3: Write

Now that you have namestormed to develop a list of potential sponsors, you need to write a letter to these potential supporters. Try to start mailing your letters ASAP. You'll be glad you did early.

When writing your letters, the personal touch is a must. This does not mean that you need to handwrite every request for support. We recommend writing a form letter requesting money, and then personalizing the greeting. Go ahead and type your name after the salutation, but make sure you sign each letter personally. Additionally, it is important to add a handwritten P.S. (personal note) at the end of each letter so the donor knows that you care about them and are not just using them for their donation.

Please see the included sample letter. Change the letter to fit you and your trip; however, if you do, be sure to include/take to mind all of the following:

- Specific date.
- Remember they are a person, not a name on a list!
- Connect with the person. What do/did you have in common? Help your contact to recall who you are.
- Bring your reader up to date with what you're doing.
- Educate your reader. Tell them what the mission is all about, why you have decided to participate, as well as what you hope to accomplish
- Explain the need. The purpose of your letter is to give your reader an opportunity to help. Make sure you explain exactly what you need to raise for the mission (i.e. I am looking to raise \$2,750).
- Involve your reader by asking them for specific action, based on the needs you have shared. This can include challenging him/her to cover a specific part (or all if you have an extremely generous and well-endowed potential donor) of the cost of the mission. State your deadlines for your fundraising goals. Also inform them of your commitment to follow up by telephone - "I will be calling back soon to hear what you think."
- Acknowledge your relationship again, with an emphasis on thanks, appreciation, gratitude, partnership and commitment. This should tie back to your opening acknowledgement.
- Including your telephone #, address, and e-mail address.

- Close the letter and sign it. You can type your name so it is easier to read - but always sign it personally.
- P.S. it with a personal remark written in a contrasting ink color so it stands out.

Perspective:

You are providing potential donors with an opportunity to be involved in a spiritual ministry through their resources. In reality, the giver needs to give - just as well as any person or cause needs to receive a gift. "Not that I seek the gift itself, but I seek for the profit which increases to your account (Philippians 4: 17).

How to mail your letters:

Include a stamped envelope addressed to Creatio (623 Fox St. Denver, CO 80204) and your donation and prayer request card for a quick and easy response from the potential donor. Research shows that the easier you make it for people to donate, the higher the response rate.

Step 4: Call

One week after sending out your letters to your potential support team, give them a call to follow up for their answers. This is also a great opportunity for you to ask if they have any questions for you. This step is important, especially because people often suffer from "Information Overload." Mail is easy to ignore or forget. If you haven't heard back, they may have overlooked your letter unintentionally or forgotten to follow through. Also remember that you are on a time frame - you have a lot of money to raise in a relatively short period of time.

Be courteous toward mission sponsors. Many people will want to help, but won't unless you call and speak with them. Your phone call takes the burden of response off them and puts it on you. We know this is probably a "crunch" time for you, but anything you can do in this arena will be well worth it in the long run.

Remember to pray, relax, be yourself, and ask the Holy Spirit to work in the conversation. Then take action.

- Introduce yourself and be friendly.
- Briefly mention the letter you sent. Be gracious - think about how easy it is to overlook or put aside even the most important papers.
- Briefly explain your plans: "*As I mentioned in my letter...*"
- Share what you hope to see God do as a result of your time on the mission trip.
- Remind them of the financial needs you mentioned in your letter and specifically ask them if they had considered being a part of the mission.
- So you can keep track, ask, "Do you know how much that will be?" It is important to know what you can count on.

If someone decides to become a partner, arrange a time to pick up his or her check, if possible,

or have the check dropped off. If they live out of town, ask them to mail it in the stamped envelope addressed to Creatio that you enclosed with your letter.

After hearing a person's decision, always ask them to refer you to other people who might be willing to invest. Have a pen ready for this. Sometimes they really do know people who might be even more enthusiastic than they are, so don't forget to follow through!

Phone Conversation Example:

"Hi Aunt Betty, this is _____ how are you doing...(allow only a short amount of time for small talk – then quickly get to the point.) "I am glad you are doing well. I was wondering if you have received my letter this week?...Great!...I am really excited about this opportunity and am calling to see if you would like to help fund my mission trip and also to see if you have any questions for me..."

If YES:

Ask: "My goal is to raise \$2750 for the trip, and I am keeping a record of how much money I will be raising. Would you mind telling me how much you are able to donate at this time? ...Thank You!! You can make the check payable to Creatio and put it in the envelope addressed to Creatio that I enclosed with the letter. Also, please fill out the donation and prayer request card; I would love to pray for you and your intentions!...Thanks again and please keep me, my fellow missionaries, and the people we will serve in your prayers."

If NO:

Respond: (Don't end the conversation abruptly.) "I would still like to pray for you and your intentions. Do you have anything in particular I can pray for?...If you can keep me, my fellow missionaries, and those we will serve in your prayers, I would appreciate it!...Thank you for your time, Aunt Betty, and I look forward to seeing you...etc."

Step 5: Thank You

Send a thank you note the same day you get a response. It's too easy to procrastinate, misplace information or forget to send one out. Be sure to keep a record of this so you'll know who has been thanked. If you accidentally send two thank you notes to a person, you might seem disorganized or inauthentic.

Also, remember that verbal thank-yous are important, but your letter is an even more important part of showing your appreciation for your donor.

Thank You Card Example (Handwritten):

"Dear (Sponsor's Name),

(Include something personal first.)Thank you for your decision to become a member of the Peru Mission Support Team! Your prayers and financial generosity are greatly appreciated. Your investment will have far-reaching results as I go to Peru to grow deeply in my love for Christ and His Church and to help share my faith with others while we build clean cookstoves for the

Peruvians.

Please join me in praying for our Mission team and for all those we will come in contact with on the way. Your prayers are most appreciated. Thank you again for your generous support.

Peace of Christ,

Your name here”

Step 6: Relationship and Follow-Up

Remember that you aren't done once a check is received. You invited them into the mission so be true to that.

- Pray for supporters and their intentions. Ask them for specific intentions and be sure to pray for them before, during, and after the trip
- Update them – Send them updates during the whole trip process - before and after. If possible, you may want to keep a blog and invite all supporters to follow it.
- Share your experience with them. Meet with them after the trip. Bring pictures and tell them about your experience.

II. Parish Efforts

Step 1: Meet with your pastor

Call and set up a time to talk with the pastor at your parish. Let them know your intentions and what you want to discuss.

- Ask to speak at Mass on Sunday.
- Ask if you can present the mission to your parish in a three minute appeal at the Sunday Masses. We recommend speaking at the end of Mass. Go into the conversation knowing which Sundays you are available.
- Ask if you can put something about your mission in the parish bulletin, on the parish website, or in other parish media.
- Have a simple and short write-up ready to present to your pastor. It should include a little bit about the mission, an invite to join the mission either financially or in prayer, your name, and a way to reach you.
- If you are planning on hanging a mission board (see below), ask your priest at this time.

Step 2: Prepare a Mission Board

This is a board you can hang in your parish church. The board should include information about the mission, pictures, who you are, and how they can contact you.

Also include in little pockets or a method to hang the following on the board:

1. Simple picture of you, with a request for prayers and your contact information.
2. Cards or a sign-up sheet asking for contact information

Explain on the board that people can take your picture and leave their contact information for you. They then have a concrete reminder to pray for you.

Step 3: Speak at Mass - and be available after Mass

Give your three minute presentation: tell them who you are, talk about the mission, explain why you feel God is calling you to go, invite them into the mission, and explain how to be involved (prayer and financially). Invite them to come speak to you after Mass, look at the board, and leave their contact information and prayer requests.

Be in the gathering space after Mass to talk with those interested in hearing more about the mission or asking questions. Have prepared:

1. Sheets of paper for people to leave prayer intentions
2. Basket for donations and prayer intention sheets
3. Sign-up sheet if they are interested in supporting you

Step 4: Contact your supporters

Calling is much more personal and effective than letters or email. Call anyone who said they were interested in supporting - either on your sign-up sheet after Mass or on your board. Do a quick introduction reminder of who you are, and about the mission. Tell them that you are calling because they wrote down that they were interested in supporting you. Ask them how much they would like to give and inform them how to donate. Ask them for prayer intentions, and then thank them.

Step 5: Send a thank you to your pastor

Be sure to thank your pastor, not only in person, but also send a well-written card. Include your pastor on mission updates and follow-ups.

Step 6: Thank you and follow-up for supporters

Be very intentional in thanking your supporters. Remember that you invited them into the mission, and that this does not end after their donation is received. Send a personal thank you to each supporter. Use the sample from the section above on personal contacts. Continue to update them on the mission. Additional ideas for follow-up with supporters after the mission:

1. Put a thank you in the bulletin.
2. Have a board of pictures from the mission with explanations. Share with supporters and place in the gathering space of your church.
3. Invite all supporters (prayer and financial) to a webpage, blog, or facebook page with your testimony from the trip to show them the fruits of their support. Include pictures and stories.

III. Social Media & Facebook Efforts

Facebook is a great and easy way to reach people. Friends can quickly see that you want to do something great, and many may be willing to support the mission, even if it is just for \$10. Every little bit helps. It's also a simple way to post a link to the donation page. Young adults, in particular, will like the option to donate online (many don't even have a checkbook, or know what that even is!). You are likely friends with people on Facebook that you might not even think about asking to donate, but some might be happy to do so!

Step 1: Create an Event

Creating a Facebook event allows you to explain in depth what you are doing and post updates of your progress. You can include pictures and posts as you get closer to your goal or are preparing for the pilgrimage. Donors can also post prayer requests on the event page. A large advantage of a Facebook event is that you can invite specific people. Most young adults will use this more than an email. Make sure you post a link to the Donation page.

Be intentional about thanking the donors and asking them for prayer requests. Lastly, post on the page after the pilgrimage. It's a great way to share pictures and stories with the donors.

Step 2: Post a Status Update(s)

Write a post and link it to the donation page. Here is an example, but you should write your own to be authentic:

"Hey friends! I'm going to Peru for two weeks this summer to work with the poor. It is an exciting opportunity for me to make an intense gift of faith to God and give of myself! However, I can't do it alone. Please consider joining me in this mission by donating to help cover the costs of the trip (instructions below – any amount helps!). I would love to tell you more about the trip and why I feel called to go; please message me if you are interested!"

IV. Frequently Asked Questions and Concerns

“I don’t want to beg for money. It seems like asking people for a handout, and I won’t do that.”

Who are you representing?

Read John 15: 16. *How did you get the job of representing Christ as His ambassador?*

You are giving people an opportunity to participate in fulfilling God's promise and plan for the world; that isn't begging. You will probably be meeting people who have had this type of opportunity before and will be greatly encouraged by being able to share in this ministry.

“People get so many requests for money. They’re tired of giving.”

Let’s look at some examples found in the Bible to see how people respond to God's missions.

Read 1 Chronicles 28 and 29. *What does David want to do?*

David had a great task before him. However he did not attempt to complete it alone.

What was David's 1st and strongest encouragement to his son, Solomon? How did the people help? As the people were giving of their time, talents and treasure, what do you see of their attitude and motivation?

In 1 Chronicles 29:11-12, we see part of the reason for their response. In your own words, describe their perspective of ownership and riches.

Read 2 Corinthians 8 and 9. *What was the New Testament Church's attitude toward giving money to further the gospel?*

“I could never ask a non-Christian for money.”

Read Nehemiah 1: 1-11. *What was Nehemiah's burden? To whom did he turn for help (2:1-8)? What response did he get?*

In this situation God's sovereignty and Lordship over the entire world is illustrated as even the resources of a pagan king are used to bring God glory.

“I just don't feel comfortable asking for money.”

Read Matthew 6:19-21. *How does Jesus describe the relationship between a person's heart and their wealth?*

Because money is so important to people it will tend to be an uncomfortable subject of discussion. Expect this! We talk with people about uncomfortable issues all the time as we present the gospel. Just as there is often conflict then, we can expect conflict when we challenge people to give to the cause of Christ. What are some reasons for this?

Read Ephesians 6: 1–12.

Be prepared for spiritual battle as you seek those God has already chosen for a support team. As you begin to gather financial resources to further the cause of Christ, you will enter into the arena of supernatural battle, a struggle between the forces of God and Satan. There is a battle for men's hearts and for the stewardship of their treasure.

Read Matthew 6:21.

The last thing Satan wants is God's people using their financial resources to more effectively reach out to the world with the hope and forgiveness of the Gospel. Satan doesn't want us to ask those uncomfortable questions. He would take great delight if you kept silent about financial needs. Expect the battle to be the most intense when your challenge is the most direct.

The Apostle Paul, in defining our role as an "ambassador for Christ" said, "God has committed to us the word of reconciliation" (2 Corinthians 5:20). To the extent that proclaiming God's Word requires money, our role as ambassadors may even include raising funds. A soldier would not expect comfort in battle. So as you ask individuals to give to the cause of Christ don't become discouraged when you encounter resistance. Realize you are on the very cutting edge of spiritual battle. It's the strategic nature of what you're doing (raising funds to spread the Gospel) that makes the battle so intense.

"Don't the scriptures say God helps those who help themselves?"

No. Somebody said that, but it isn't in God's Word! Throughout the Bible, God has chosen to give man the privilege of participating in God's promise and plan for the ages. He wants to use you to win others to Christ.

Review 1 Chronicles 29 again and you'll notice that King David was instrumental in channeling the resources of God's people toward the goal of building a physical testimony - a temple to the Lord. How does asking individuals to become a mission partner compare with what David did?

"Isn't it enough to simply ask God to supply my finances and then wait patiently for his provision?"

Yes and no.

Yes - Read Habakkuk 2:4. *What contrast is made in this passage?*

Above all it is our first responsibility to trust in the Lord. He delights in us as we exercise child-like faith.

No - Read Exodus 14: 15.

The Bible (paraphrased) illustrates that in addition to praying and trusting the Lord we must also respond by taking personal initiative. As the Egyptian army chased the people of Israel they found themselves caught between the advancing troops and the Red Sea. In this context note God's instructions to Moses:

"Then the Lord said to Moses 'quit praying and get the people moving! Forward March! Use your

rod - hold it out over the water and the sea will open up a path before you and all the people of Israel shall walk through on dry ground! I will harden the hearts of the Egyptians and they will go in after you and you will see the honor I will get in defeating Pharaoh and all his armies, chariots and horsemen. And all Egypt shall know that I am Jehovah.”

What initiative did God ask Moses to take?

What did God do?

What were the results?

“I feel that for me to ask others for support would be the equivalent of ‘working in the power of the flesh.’”

Asking others to become partners with you in ministry in no way negates the fact that God is our ultimate provider. However it does clarify our responsibility as Christ’s ambassadors in asking others to help fund the fulfillment of the Great Commission.

As the Israelites wandered between Egypt and the Promised Land, God chose to miraculously provide manna (bread) from heaven to sustain them. Then upon entering

the land He expected them to plant and harvest in order to feed themselves. A portion of their crops was given to support the priests who served God full-time. Had Israel continued to expect manna in Canaan it would have been an affront to God since His new means of provisions was through the land He had given them.

It is certainly possible that God could choose to miraculously meet your financial needs through unusual circumstances. However don’t expect money to fall from heaven like manna. Rather, expect God to provide your sponsorship funds as you observe the laws of sowing and reaping in the area of human relations. Just as the Israelites had to plant in order to reap a harvest, in order to raise financial support, you must ask others to give.

“I don’t want others to see me raising money. No one I know would be caught doing something like this.”

A wide variety of groups raise funds to help meet their needs. As you raise financial support you are not doing anything different than what millions of Americans do all the time for their favorite group or charity. And there’s a very big difference: Many of these causes are often detached from the infinite worth of the message of the Gospel.

“Given the economic uncertainty of our time, people won’t be able to give.”

During the great depression of the 1930’s giving was still strong, down only 13 percent! Statistics show that during the 1981-82 recession giving was up 12 percent from the previous year- an increase of \$7.3 billion in 1982 to a total of \$60.4 billion. In 1983 Americans gave away \$65 billion.

People do have money to give and they will give whether we ask or not. As you challenge individuals to become Mission partners, you will be playing a significant role in channeling the wealth God has entrusted with others toward fulfilling the Great Commission.

“People are bombarded with requests for money and, frankly, won't be interested... they're too 'burned out' to respond.”

Students who have developed financial support for missions and conferences before you have often found up to 75% of people respond to their invitation to give.

That does mean that some will say no. Expect that. Don't become discouraged because not everyone is interested, capable, or even called to give to us. Like the early Apostles and Saints, we have to learn to accept and even welcome all that God allows us to experience with a spirit of Christian joy. Not becoming distressed at difficulty, but rather confiding our trust in God to provide for us, can be a wonderful witness to the world of our hope in Christ.

“My Mom and Dad think if I need something I should earn it myself. They don't want others to think I'm trying to get a free ride.”

You are raising money so that you can grow in your faith and help share it with others. Every disciple needs to be fed to feed others. On the trip you are being fed in order to feed others. You will be dealing with physical, emotional and spiritual challenges. People are really donating so that you can then reinvest their generosity with the poor that are spiritually starving for a clear witness to the Gospel.