

Section 2

Finding Support

Section Overview

The thing that keeps most people from going on a mission trip is the cost. The lack of money should not stand in the way of what God is calling you to do. Raising funds is often a lesson in building faith and trusting God for the “impossible”. We often say “God, if you want me to go... provide the way.” And if it is His will that you go, He will provide...in His timing.

One way that God provides for us, is by putting it on other people’s hearts to become financial supporters or partners with those going on the missions trip. They, themselves may not be able to go on the trip, but God has put it on their hearts to partner with someone who is making the trip. In this packet, we will go through a process of finding partners that will help make your trip possible and successful.

The first step to fundraising is prayer. It’s important to spend time extra time praying and asking God for direction about who your ministry partners will be, and what the best way is for you to raise funds.

The second step is getting prepared to find partners.

Be prepared!

People are normally pretty generous if the cause is worthwhile. Before you start looking for partners, it’s important that you have a clear understanding of the “cause” that you’re asking others to support. This section will help you learn about your trip and the ministry you will be doing. You’ll need to have a clear understanding of **why** you want to go on the trip, **what** you hope gain from it, and **what you’re asking from your potential partners**.

Please answer the questions below, before you start the fundraising process. The first two are already done for you.

- 1. What is City on a Hill?** *City on a Hill is Christian urban ministry located in the inner city of Milwaukee that works to save children, reach parents and transform families in Milwaukee’s central city. City on a Hill is an outreach ministry that not only helps the urban poor by meeting their needs physically and spiritually, but host missions trips to educate the those who also have a heart for the urban poor.*

2. What will I be doing on the trip? *While on the trip you will be participating in outreaches to children, street evangelism, service projects for families in the inner city, and helping at a local shelter., learning about different cultures and participating in a 40-hour poverty simulation (Check with your leader to confirm that the poverty simulation is apart of your trip)*

3. Why do I want to go to City on a Hill? What are you hoping to get out of it?

4. Why should people support you on your missions trip?

Now it's time for find your partners!!!

Finding Partners

Before you start finding partners, let's talk about the importance in having partners. First, we need to look at the relationship between **Jesus and His disciples**. The disciples served Jesus in His ministry; **they became partners in ministry** to spread the good news (gospel) that Jesus brought.

The key to finding partners is NOT finding someone who is interested in giving you money to go on a trip, but finding someone to **become partners with you in the ministry you'll be doing**. **Your partners are people who will support your purpose through prayer, finances, or both. Your partners are the backbone of your mission's trip. They are the people who, with God's help, are helping you fulfill the plans God has for you!**

Ways to show your partner's appreciation:

- ❖ Send them a Thank You cards
- ❖ Pray for them as they're praying for you
- ❖ Send a letter and pictures when you get back from your missions trip!

How to Find Partners

Using Appendix 1, list family members, family friends, friends, colleagues, anyone else who you believe may be interested in supporting your mission's trip to City on a Hill. If you cannot come up with many names, ask your parent or leader for help.

When asking support from your church, please contact your leader first to determine the best way to do that. Sometimes churches will take an offering for the whole group to be divided among the team members. ***Please make sure you talk to your leader or Pastor first!***

Once you have created a list of potential partners, you need to think about what the best way to contact them and the best way to ask for their support. **Using Appendix 2**, keep track of the contacts you make with your potential partners. Keep track of calls you've made and letters that you've sent to them.

Fundraising Ideas

1. Individual or Group Presentations

Presentations can be the best way to raise support for a mission's trip. What you should do is meet with a potential partner or a group of your potential partners. See if the person would be willing to meet for a short while so you can explain your cause. You could meet at church, your home, or a local coffee shop. If you decide to go with this method, make sure that you're prepared when they arrive and confident in what you are presenting.

Here are a couple tips to make your presentation a success:

1. Greet your potential partners warmly 😊 and make eye contact
2. Allow a few minutes for everyone to chit chat with one another.
3. Thank them for taking the time to meet with you.
4. Speak clearly and personally and tell them why you asked them to come.
5. Give them the general information about the trip and the ministries you'll be doing.
6. Tell them why you want to go on this trip & what you are excited about.
7. Inform them how much the trip will cost and that you are looking for partners to share in the mission trip experience with you.
8. Suggest a desired amount you'd like them to pledge (\$20-\$100).
9. Have all the information ready for those who would like to make a pledge or become a prayer partner.
10. If they want to think it over, give them information they need and ask if you can follow up with them and thank them again for coming.
11. Send Thank You cards out to those who came, even if they made no commitment.

2. Support Letter Campaign

Sending letters to potential partners is another great way to raise support for those who may not live close to you or be able to come to one of your presentations. They are inexpensive and a good way to communicate on a personal level.

Your leader has a support letter that is supplied by City on a Hill. You can also write your own letter if you'd like. When writing your letter, focus on the importance of their role in fulfilling what God has for you on this trip, and what their support means to you personally.

If you choose to use the supplied support letter, remember to personally write the name of the person on the top, sign your name on the bottom, and fill out the participant section on the sponsor card. **Make sure you include the name and address of the place you want the check to get sent to, this typically should be your church.**

Below are guidelines for you to follow in your support letter campaign.

- Prayerfully put together a list of people that you'd like to send your letters to.
- Put support letter and a recent pictures that you (optional) in an envelope. Make sure to include a return envelope with the address you want their donation to be sent to. (It's a nice touch!) and pray over each letter before sending out.
- In about 2-3 weeks, check with your trip leader to see the response you've received. If there are some who have not responded, pray about calling them. If you choose to, give them a follow-up call to remind them of the letter you sent, and ask them if they might consider supporting you.
- Send a thank you card to each person who responds to your appeal.

Here are some additional fundraising ideas:

1. **Serving Others-** Do work for families at their houses in exchange for money to go on your trip.
2. **Bake Sale-** Ask the pastor at your church if you would be able to have a bake sale on a Sunday. Get a group together and make a variety of baked goods.
3. **Dog- Walker-** Walk around your neighborhood and ask you neighbors if you took their dog(s) for a walk, if they would donate a couple dollars towards your missions trip.
4. **Singing Telegrams-** For those musically inclined, get group together to singing telegrams for upcoming holidays (birthdays, Valentines Day, etc.) Make a flyer and advertise "Singing telegrams... All proceeds go to support Missions Trip".
5. **Charity Yard Sale-** Clean out your closet and have a garage sale! You could expand this idea, and maybe have a larger group or church wide garage sale.
6. **Extra chores-** If you live at home with your parents, ask your mom or dad if they have anything "extra" they would like you to do in exchange for donating to your missions trip.
7. **Yard Ornament Fiesta/Pink Flamingo Migration** – Collect or purchase pink flamingos or any "beautiful" yard ornaments. Find someone who will pay \$20 or so to have you put a flock of flamingos or yard ornaments in somebody's yard. Then travel over to that person's house and set up all the yard decorations/flamingos. When that person finds the decorations/flamingos in their yard, they can pay \$20 or so to have the you remove them and place them in another church member's yard. It's kind of different, but make sure you

run this through your leader beforehand. ****Make sure the people know that you're raising money for a missions trip, otherwise they could find this very annoying****

8. Baby-sit- If you've never babysat before, this may be a good time to start. If already is a babysitter, keep your eyes for additional opportunities. This may be a great time to encourage parents to go out for a date night!! 😊

9. "A-thon Event" - Walk-a-thon, Serve-A-thon(service around church, neighborhood, community), Bible Trivia- a-thon, Verse-a Thon(scripture memorization), Wake-a Thon (not going to sleep for 24 hours).

10. Breakfast Store- Every Sunday, have pre-made cinnamon rolls, or have bagels or doughnuts donated by local businesses. Make some coffee or glasses of milk, and put up a table and a donation bucket.

11. Penny War- All you need is two or more opposing groups, each with its own large container. When pennies are put in your own container, they count positively. Silver coinage and bills count as negative (which is why you try to put them in your opposing team's container). Whichever group has the highest total at the end, wins, although all groups usually end up in the negative. The loser/losing team must submit to whatever the terms were: shaving a head, dying hair etc, winner gets small ice cream party, etc.

12. Car Wash

13. Benefit Concert- Have the musicians in your group or church have a benefit concert/service where all proceeds go to support Missions Trip.

14. Student/Missions Team- Led Service- Have the youth or members from your team put together a service on a Sunday Night or Wednesday Night. Make missions the highlight of the service. Each team member can speak a couple minutes about what they're hoping to get out the missions trip. Take an offering and all money can go to support the mission's team.

15. Adopt-a-Team Member- Have an auction where members from the congregation can adopt- a- members from your team for a day.

16. Talent Show- Host a youth/church talent show, either charge an admission fee or charge participants pay a fee to enter. Publicize the event and make a church-wide gathering.

17. Pancake Breakfast/ Spaghetti Dinner- On a Sunday morning or Sunday after noon host a meal. Either charge for the event or leave a bucket for donations. Have team members dress up as servers.

18. Sporting Event- Organize a sporting/Mock-Olympic event. Charge admission to watch event and also ask for donations at the event. (Parents vs. Children, Youth vs. Adults.)

Tracking Your Support

Using Appendix 3, track the support you receive from your partners. You may not be able track all of your support, but you can at least have an idea of where you are.

Things to remember:

- Never have the checks made out to you or your parents. For tax purposes, the checks must be made out to your church.
- If you receive any checks or cash, make sure you give them to your Pastor/Leader.

After Trip Reporting

Remember... after you get back from the trip, it is important not to forget those who the trip possible. Within a week or two, sit down and spend time writing a letter to those who supported you in any way (financially & through prayer)

Don't forget to include:

- ◆ Exciting Events and New People that you met
- ◆ Personal Testimony on how the trip impacted your life
- ◆ Xerox pictures on the page if possible

Keeping it Alive

Because the fundraising process can be stressful, we encourage you to do the following things:

- Be an example of faith
- Specifically pray that all funds needed will be raised
- Give cards of encouragement to team members who are struggling with funds.
- Send a congratulations card when a team member has reached their goal.
- Have a small party or do something special when you or your team has raised their funds.



