THE FOCUS GROUP
SYMPOSIUM

Staying Biblically Grounded as a Fundraiser

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Quick Quiz

1 – Disagree 2 – Somewhat Agree 3 – Definitely Agree

- We don’t have enough donors to fund our work
- There is a lot of competition for donor dollars, so we need to work hard to get our share
- People get upset if they are asked for money too often or for too much
- It is up to me/us to raise the money we need to operate
- We could raise more money if we could convince more people why they should give to us

What we will cover today:

- Five transitions our hearts must make as biblically faithful fundraisers.
- Assessing your major gifts strategy from a Kingdom perspective.
- How thinking right theologically honors God and your giving partners through a God-honoring development strategy.
- How your biblical perspective impacts your day to day work

Five Key Transitions We Must All Make

1. **From Owner to Steward**
   a. One-kingdom creation
   b. Rise of the second kingdom
   c. Our personal journey
   d. Raising kingdom resources from a one-kingdom perspective

Five Key Transitions We Must All Make

2. **From Transaction to Transformation**
   a. Donors as ATM machines – one-way transaction
   b. From donors to partners, taking partnership seriously
   c. Care more about blessing partners that being blessed by donors

Five Key Transitions We Must All Make

3. **From Harvesting to Sowing**
   a. Focus on sowing and the harvest will come
   b. Without sowing, there is no harvest
   c. Think about the agricultural year – four (4) seasons

Five Key Transitions We Must All Make

4. From Scarcity to Abundance

a. In God's Kingdom, there is enough!

b. Trust the God of abundance and be thankful for what he provides

c. No competition in the Kingdom

Five Key Transitions We Must All Make

5. **From Funding Ministry to Being Ministry**
    a. Not just a means to an end
    b. See partners less as conduits to resources and truly as ministry partners
    c. Test question – your true job

The Christian Disciple as a Fundraiser

Five Practices

The challenges to maintaining a biblical perspective

- Missional urgency
- Economics of major donor relationships
- Economics of working at a non-profit organization when your neighbors don’t

Personal Practice

- True Emotional Intelligence lies in our identity in Christ
- Grounded daily in Christ through spiritual disciplines
- A vision for how you carry yourself
- The Freedom of Self Forgetfulness (1 Cor. 3-4)

It’s not about me

Five Lies and Five Truths

Lies

1. We don't have enough donors to fund our work
2. There is a lot of competition for donor dollars, so we need to work hard to get our share
3. People get upset if they are asked for money too often or for too much
4. It is up to me/us to raise the money we need
5. We could raise more money if we could convince more people why they should give to us

Truths

1. There is enough resources in the portfolios of your current giving partners to fund your work
2. There is no competition for funds in God's kingdom
3. When we bring blessing into people's lives, they will experience joy
4. God is our only fundraiser
5. We would receive more resources if we better connected our work with people's passions

Let’s talk about this!

Resources

- The Third Conversion, *D. Scott Rodin*
- The Spirituality of Fundraising, *Henri Nouwen*
- The Freedom of Self-Forgetfulness, *Tim Keller*

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