

# WHY FUNDRAISE FOR YOUR TRIP

While it seems like fundraising is for the single purpose of raising money—it is far more than that. From the beginning, we must see fundraising as an invitation for others to journey with us, not simply using people as a means to raise financial support. This is an opportunity for others to participate in your mission experience by encouraging and praying for you along the way.

## BENEFITS OF FUNDRAISING:

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- Stretches your faith and your dependence on God.
- Offers you an opportunity to witness to your supporters.
- Increases your supporters' awareness of the mission partner. They will feel informed knowing why you are going, how the money will be used, and how you expect to grow spiritually.
- Involves your supporters in changing lives: What is the Kingdom benefit? Will the unsaved hear the Gospel? Will God's will be done?
- Makes supporters feel like valuable partners in your mission trip. Communicate with them often, letting them know how dependent you are on their prayers and support.
- Recruits prayer partners for you, your team, and the mission partner.

All of us are called to be good stewards of our resources. Fundraising offers an opportunity to share a common journey with your supporters.

## STEP 1 NAME-STORMING... WHO SHOULD I INCLUDE IN MY FUNDRAISING EFFORTS?

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Coming up with your initial list of potential supporters doesn't have to be difficult. Here are some simple suggestions to help with this process:

- Try to come up with 100 names at first. Just start name-storming—don't overthink.
- Include both Christians and non-Christians. You may be surprised at how many non-Christians want to support worthwhile causes.
- Now, narrow your list to those with whom you have a relationship. They will be more likely to support your trip than someone you hardly know.

Aunts/uncles	Grandparents	Siblings	Cousins	Friends
Parents' friends	Teachers	Employers	Youth pastor	Mentors
Small group leaders	Camp counselors	Your doctor	Your dentist	

## STEP 2 ASKING FOR SUPPORT...

### HOW SHOULD I ASK FOR SUPPORT?

There are countless ways to recruit financial supporters and prayer partners for your mission trip.

- Letters with donation envelopes included. This method insures that donors have return envelopes in hand and that payments are directed to the appropriate place. You may even go a step further and include return postage. You may also include the link to your Personal Donation page which contains instructions on how to donate online.
- Email or social media requests including the link to your Southeast Personal Donation page.

## STEP 3 WRITING MY LETTER...

### WHAT SHOULD I SAY?

*Before you begin your letter, remember these tips:*

**Presentation matters.** Ask yourself, “What will get their attention?” Maybe it’s not the typical letter, but a greeting card with letter included or maybe a photo collage with your letter interspersed among the photos.

**Invest the time.** People can tell when you’ve spent time on your letter, so take the time to write a quality letter and people will notice. Your return will be worth it.

**Make it personal.** Tailor your letter to your potential supporter. Generic, mass mailings don’t usually work.

**Limit your letter to one page separated into paragraphs.** You can always follow up with more information as needed.

**MUST-HAVES** Writing your letter need not be a challenge. Here are a few suggestions to help you construct your letter:

- INTRODUCTORY PARAGRAPH (1)**
- Include date and recipient’s name.
  - Briefly discuss your life over the past year.
  - Introduce your plans for this trip.

**OPPORTUNITY/TRIP  
PARAGRAPH (2)**

- Introduce the mission partner.
- Describe this mission opportunity, its purpose and goals.
- State where and when it will take place.
- Mention the impact it will have.

**PERSONAL GOALS  
PARAGRAPH (3)**

- Describe your personal vision and how God has led you to this trip. Try to be real and authentic in communicating why you wish to be part of this trip.
- Invite them into your story.

**REQUEST SUPPORT  
PARAGRAPH (4)**

- Explain the financial need
- Make a clear request for financial and prayer support. For close relatives, you may suggest that they donate to your trip instead of giving birthday, Christmas gifts, etc.
- Be specific about the amount you need to raise. Suggest dollar amounts, e.g. “Would you be willing to prayerfully consider investing \$100, \$75, etc. Every penny will be used to share Christ with others.”
- Provide the deadline of when funds are due.
- Explain that you will not know the amount given by individual donors.
- Explain the options of giving via the enclosed envelope or offer a link to your Southeast Personal Donation page. If you include envelopes, please make sure you complete the back portion of the envelope.

**CLOSING  
PARAGRAPH (5)**

- Include a brief summary of the trip, culture, and goal.
- Include your contact information.
- Personally sign your letter and possibly include a handwritten sentence, thanking them for their support.
- Include a scripture verse that applies to your trip.
- Suggestion: Include a photo of previous trips, service opportunities, etc.

And, finally, have at least one other person proof your letter for grammar, spelling, and comprehension.

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**SAMPLE LETTER**

*Date*

*Dear (Recipient's name),*

*I just wanted to update you on what is going on in my life and share with you some exciting news about an opportunity I have to serve others. I have just graduated high school and am preparing to study dentistry. God has been laying on my heart a call to serve in a third-world country and, recently, I was asked to join a team that is going to provide a short-term dental clinic in Africa. I feel that God has answered my prayers for direction in my calling.*

*My team will travel to Kenya, Africa, September 6-16, to host a dental clinic as well as to train the local church members on basic dental procedures in order to serve their congregations and to offer an opportunity for church outreach. This trip will also provide a chance to build strong relationships with our mission partner, (partner's name), as we work alongside them, encourage their staff, and learn what God is doing in their ministry.*

*(Recipient's name), as you probably know, it has always been my goal to become*

*a dentist and help others. I feel, with my summer dental internship here in Louisville, I will be able to contribute to the work of the team, encourage and build a lasting relationship with our mission partner, and learn about healthcare and ministry in a foreign country.*

*In order to participate on this journey, I will need to raise (\$\_\_\_\_\_). I am assembling a team of supporters to help with my trip expenses and I prayerfully ask if you could partner with me in contributing (\$\_\_\_\_\_ ) or whatever you feel led to donate. Checks must be made payable to Southeast Christian Church and should be mailed in the enclosed, addressed envelope. Another option is to go to my Southeast Personal Donation page at (link to page) to donate online. Funds are due by (deadline), so if you could donate by then, I would greatly appreciate it. Your contribution is tax deductible and I will not know the exact amount donated—just the names of my supporters.*

*Thanks for your consideration in partnering with me in service to Kenya. I would love to meet with you or talk with you if you have questions. You can reach me at (email) or (phone number).*

*Prayerfully,*

Your signature

*Brief, handwritten note of thanks.*

*Scripture Verse*

## **STEP 4 FOLLOWING UP...** KEEPING THE MOMENTUM GOING WITH MY SUPPORTERS.

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**Stay in touch.** Keep a database of names, addresses, emails, and phone numbers of the people that you have contacted.

**Thank them.** Remember to send handwritten thank-you cards, emails, or other forms of communication upon receiving support responses. Don't wait until after the trip....do it now!

**Share your experience.** Consider sending follow-up letters, sharing your experiences about the trip. Send your donors a link to the trip Event Page so they can read stories from you and your team.

**Fundraising isn't just about money. It's about communicating the bigger picture.** What you tell those who are sending is critical to God's work in our own country and around the world. Your communication with your supporters places an awareness of the world on their hearts. Perhaps they will continue to financially support future mission trips. Or perhaps, they will go themselves someday!

# STEP 5 PRAYER SUPPORT...

LAST, BUT DEFINITELY NOT LEAST.

*“Prayer does not fit us for the greater work; prayer IS the great work.”*

*–Oswald Chambers.*

Prayer is essential. It is our lifeline. We grow in relationship with God as we spend time with Him.

## **BEFORE YOUR TRIP**

In preparing for a trip, your personal and team prayer times are significant. Invite God into your team and into your trip. Find out the partner’s prayer needs. Seek God’s heart regarding what you pray about specifically. Start praying for the partner ahead of time. Listen. Invite family and friends to join you in prayer and financial support for your trip. Be aware of spiritual opposition. Remain alert and “...be strong in the Lord and in his mighty power” Ephesians 6:10 (NIV®). Pray through Ephesians 6:10-20 about “putting on the armor of God.”

## **WHILE ON THE TRIP**

As you are experiencing, observing, and interacting with so many new people, sights, tastes, ways of life, worldviews, and religious practices, ask God how He is revealing His beauty and glory. What is God’s heart for the people with whom you are interacting? How is God asking you to pray for and encourage them? Be open. Listen. Step out in faith!

As you are experiencing the highs and lows of community, pray for joyful hearts, flexibility, and a unified spirit on your team. How is God asking you to pray for members of your team?

## **AFTER YOUR RETURN**

Start praying on the way home that the truth God spoke to you Himself and/or through your new friends will stay in your heart. Pray that your relationship with God will continue to deepen after you return home. Ask God how you can continue to join Him in His work—serving locally, going internationally, praying, learning, sending, encouraging, etc. Continue to pray for your new friends. God may ask you to help mobilize others to pray as well. Praise Him and thank Him for this amazing experience.

## **>> IMPORTANT FUNDRAISING INFORMATION**

Checks made payable to individuals will not be accepted. In order to be considered tax deductible, contributions should be in the form of **1)** checks made payable to Southeast Christian Church, **2)** cash contributions from the original donor with name and address for proper record keeping or **3)** online donations made on your online Southeast Personal Donation page. Contributions will be promptly credited to your trip if made online, returned by mail or hand-delivered to Southeast in the return envelopes provided by the Missions Ministry. Please discourage your supporters from giving you cash, making checks payable to you, handing their contributions directly to you, or placing them in the church offering.

As a team member, you will have the capability to check your donation status via your personal dashboard at any time once you have been accepted on the trip.

If you have difficulties raising the necessary support by the deadline, contact your trip leader or the Missions Ministry before the deadline. Please note that you are responsible for maintaining an address list of your donors for acknowledgement purposes. The Missions Ministry records only the names of contributors and amount contributed.