





Review:

Cycling in the same direction and to the same destination:

- Front wheel: "on the ground" ministry Local Partners
- Rear wheel: sending/providing ministry
- Bicycle chain: connecting mechanism







Essential Elements of TWR's "Faith Reliance":

- 1.Local entity "owns" the Great Commission
- 2. Local entity understands and teaches the joy and discipline of giving
- 3. Local entity "dis-owns" materialism, excessive debt and/or culture of corruption
- 4. Local entity learns practical fundraising fundamentals.







Essential Foreign Elements

- 1. Foreign entity sees the local partner as the "owner" and follows local, Holy Spirit-driven plan, including an exit strategy for foreign involvement
- 2. Foreign entity places priority on relationship, not "fixing" a problem
- 3. Foreign entity does not sit on Board of local partner or possess financial control





- Do you feel that you are stewarding the resources (people and finances) to their full potential?
- Pause to reflect on your relationships. Do you allow others room to grow their talent and learned skills?







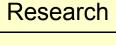
Stewarding Finances:

- 1. Pray
- 2. Receive
- 3. Say "thank you"
- 4. Measure what you can measure
- 5. Measure what God does





The Donor Process Funnel: Activities to measure:



Initial Communication

Presentations

Overcoming Objections/

The Decision

Follow-up



Ask Questions/Listen

Educate with Presentations

Spend time answering questions

Make it easy to make a donation

Follow up with "Thank You"

Be Accountable; make Annual Reports available to donors





- Transparently Measure God's Activity
- Make Annual Reports available to donors









We all have different obstacles and areas needing attention:

- **Every country has different terrain** (and external "brakes")
- **-Constant attention to the road map, tires & parts**
- There are always detours, steep hills, accidents and surprises – good and bad!





Let's take some time to look at re-alignment to ensure that we are going for the "long-term" together:



Not just about money!
Dirty spokes?
Damaged wheels?
Rusty chain?
Fresh grease needed?



Start the cross-cultural conversation on giving and receiving resources!





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