



# The Cornerstones of Healthy Ministries:

Four People and Priorities  
That Make or Break an Organization

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Born/raised in Dallas  
 Lived in Arkansas 40+ yrs  
 Married to Carol for 33 yrs  
 5 children, 4 grandchildren  
 Loves God, family, friends, & hellions  
 Passions: Missions, mobilization, college students, raising up workers  
 On support since 1986 & lovin' it!



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Network

SUPPORT RAISING SOLUTIONS

Helping you shape  
**SPIRITUALLY  
 HEALTHY,  
 VISION-DRIVEN,  
 FULLY FUNDED**  
 Great Commission workers

# The Cornerstones of Healthy Ministries:

Four People and Priorities  
That Make or Break an Organization

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## Four Critical Roles

- Executives
- Team Leaders
- Support Trainers
- Support Coaches



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## The Elephant In The Room

**THE** greatest felt need  
**EVERY** one of your  
staff has?

How they can **get** to  
full support,  
and how to **stay** at full  
support!



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## Executives and Team Leaders

- In Denial?
- Tyranny of the Urgent?
- Wrong Priorities?
- No Member Care?
- Fear of Failure?
- No Credibility?



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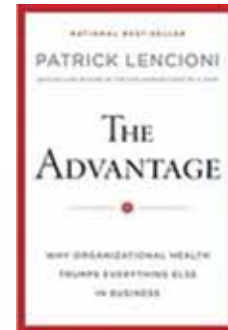
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*The Advantage:*  
*Why Organizational Health*  
*Trumps Everything*

by Patrick Lencioni

Organizational Health: “It is when an organization has *integrity* —i.e. it is whole, consistent, and complete, that is, when its management, operations, strategy, and culture fit together and make sense.”



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## Top Obstacles Missionaries Face

1. **36% Raising financial support**
2. 24% Being far away from family and friends
3. 18% Long process/time before launching
4. 18% Need to learn another language
5. 14% For child(ren) or future children

2015 MissionNext Survey of 299 missionaries.  
 46 agencies, 85% Americans, 53% Male, 77% long termers.

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# Fear of Fundraising

This was #1 concern for all three generations

35% Millennials

53% Gen Xers

38% Boomers

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## Our Objective:

To flood the nations with  
Great Commission workers who are:  
**spiritually healthy, vision driven, & fully funded.**

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## The Four Cornerstones of a Healthy Support Raising Organization

### Shape **CULTURE**

Create a healthy support raising DNA founded on Biblical convictions, vision-driven budgeting, and a belief that full-funding is expected and achievable.

### Build **STRUCTURE**

Construct a framework of essential policies, principles, practices, and personnel to effectively organize and guide your staff to consistently thrive in their support raising.

### Elevate **TRAINING**

Identify the tools, resources, and strengths you need to take your support raising instruction to a new level, sharpening your skills by learning from other experts.

### Multiply **COACHING**

Develop a proficient cadre of knowledgeable and caring support raising mentors at every level of your organization to get your staff fully funded—and stay there!

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Cornerstone:  
Every other stone in the wall or building is based and dependent upon their alignment and strength

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## Changing DNA of your Org

From the Top Down  
(Executives and Team Leaders)



**Healthy Support Raising Culture**



From the Bottom Up  
(Trainers, Coaches, Individual Staff)

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## Build Structure

To organize, arrange, construct, or  
build a systematic framework

### Synonyms

Design	Formation
Plan	System
Devise	Network
Order	Scaffolding



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## Structure: Laying Down the Right Tracks

- **Policies**—this explains the WHAT of the ministries’ overall funding model.
- **Principles**—this is explains the WHY behind those policies and funding model.
- **Procedures**—this explains HOW those policies and principles will be implemented to the staff and organization.
- **Personnel**—this explains WHO will do the implementing of the policies and procedures.

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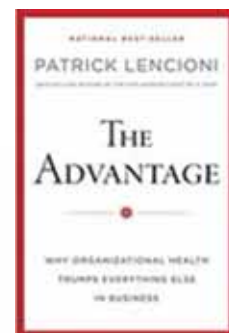
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### *The Advantage:*

*Why Organizational Health Trumps Everything*

by Patrick Lencioni

Leaders must “establish a few critical, non-bureaucratic systems to reinforce clarity in every process, policy, and program. Every activity should be designed to remind staff what is really most important.”



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## Elevate Training

To develop or form the habits, thoughts, or behavior of a person by discipline and instruction.

### Synonyms

Concentrate	Elevate
Cultivate	Enrich
Drill	Illuminate
Teach	Refine
Develop	



## Support Raising Training

Make it Essential

Make it Biblical

Make it Practical

Make it Reproducible

Make it Comprehensive

## Multiply Coaching

To give ongoing instruction or advice to improve and succeed in a goal or pursuit

### Synonyms

Nurture	Guide
Refine	Compel
Mentor	Influence
Counsel	Steer
Monitor	Sharp



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## Support Raising Coaching

Make sure it is:

- Organized
- Excellent
- Ongoing
- Strong

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# SRS Coaches Playbook

*(coming soon to the SRS Network)*

## Coaching at Every Level

- Personal Accountability Partner
- Team Leaders
- Staff MPD Coaches
- Full-time MPD Coaches
- MPD Director

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## Our Objective

To flood the nations with Great Commission workers who are spiritually healthy, vision driven, and fully funded.

## Problem and Solution

- Greatest Need: Laborers
- Greatest Obstacle: Funding

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**Will you be the “Tim Tebow”  
of your organization?**

**If not you, WHO? If not now,  
WHEN?**

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## The Four Cornerstones of a Healthy Support Raising Organization

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### Elevate TRAINING

Identify the tools, resources, and strengths you need to take your support raising instruction to a new level, sharpening your skills by learning from other experts.

### Multiply COACHING

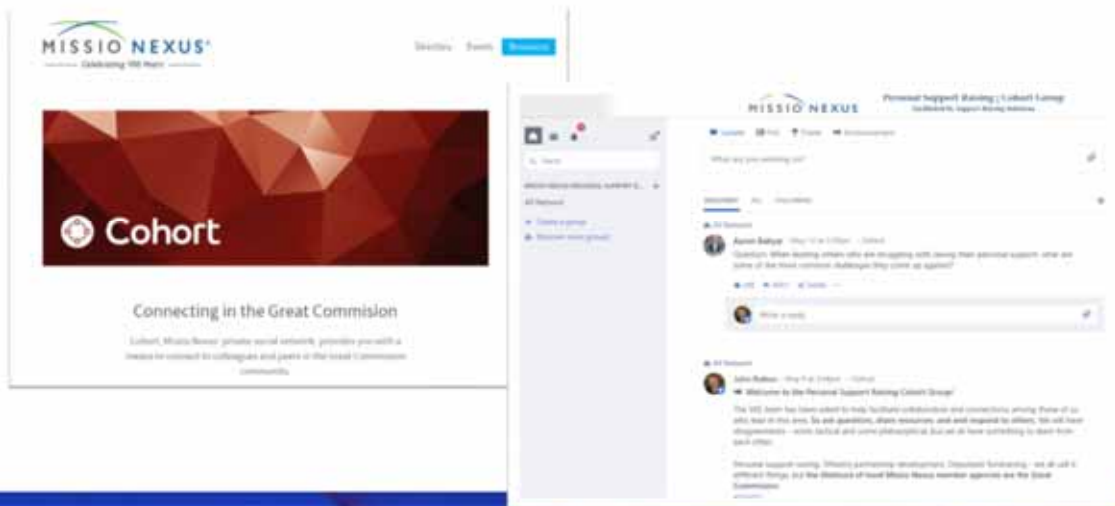
Develop a proficient cadre of knowledgeable and caring support raising mentors at every level of your organization to get your staff fully funded—and stay there!

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## MissioNexus Online Collaboration



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SUPPORT RAISING SOLUTIONS

Helping you shape  
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FULLY FUNDED**  
Great Commission workers

*Register all you trainers, leaders, and coaches today.*



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FEB 6-9, 2018 ORLANDO, FL

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*Evangelism + Discipleship + Planting Churches*

