

## **GENERAL PRINCIPLES - SUPPORT DISCOVERY**

**Bob Lehman**

### **V.P. Missions Door, Mobilization and Care**

Set appointments with your top 20 potential supporters.

No ambushing - Let them know what you're meeting is about.

Have materials necessary - Business card, brochure, easy way to give

Know what you're going to say - The prodigal rehearsed what he would say

Setting up the meeting say...

I've got new ministry

I would like you to know about it

I would like you to become a prayer partner

I would like to send you my weekly blog

I will send you my VERY regular updates

I would like you to consider being a financial partner

Have a financial number in mind.

Find a calendar scheduler that will work across all platforms.

Give every task a time, date and duration.

Do a Brain Dump weekly - prioritize and then fill your schedule

Treat support discovery on a par with other ministry

Fight the mental thought of "necessary evil."

Make it easy to give...button...QR code QRCode Monkey is free.

Do a weekly blog, video, etc.

Do a prayer update every two months

Do a quarterly challenge

Do an annual - end of year appeal

Have Mallory Webster Update Missions Door Website at Missions Door

Send her a New Picture

Send her New Information, including Missionary Care

Missions Door is developing a Newsletter Template - USE IT. Nobody  
reads uninteresting ANYTHING!

If married, ask your spouse take an active part in reaching and caring for your partners

Consider recruiting a VOLUNTEER to do some of the support discovery busy work.

Attend Taylored Fundraising Year End Appeal WEBINAR

<https://teams.microsoft.com/api/virtualevents/prod/beta/events/theme/0-wus-d9-5264ffd5ddb48277dd47c1251dfc03a6>

Get necessary cards, brochures, etc. Business cards are cheap. Get several different ones with different emphasis...i.e. One focused on your ministry, one on you. Start a personal website - Jason Lehman can help you get started (602) 885-2195 or [jason@keenly.agency](mailto:jason@keenly.agency) - I believe EVERY MISSIONARY should have a personal website.

This is Bob's website as a model - [bobandjanet.org](http://bobandjanet.org)

Make a goal to send your weekly blog to 1000 people  
Ask everyone in church for permission to send your blog.  
Ask all in your leadership circles.  
Ask MD missionaries that you know.

Use Word Press - Jason Lehman will help you.

Use Dave Chopacki to produce business cards and prayer cards- Give me your contact info, Liz's contact info, a brief description of your ministry, both Next Step and Missionary Care.

Print Missions Door Brochures on good, heavy bond paper.  
You can find all of them here on the MD Website under "Updates"... "x"

Use Mail Chimp - to send your mass emails. Sign up for a free account or talk to Mallory. MD is using kajabi and it is very good.

Use Canva for layouts

Create a YouTube channel  
Bob's - [https://www.youtube.com/channel/UCNDXY0HZF1ZvapjBZg1G\\_eg](https://www.youtube.com/channel/UCNDXY0HZF1ZvapjBZg1G_eg)

Partner Essentials - Contact Krissy Martin. She will help you (602) 751-1708