

■ by Scott Shaw, CCCA Fundraising Coach

## Are You Fully Funded?

I was recently asked to be a guest lecturer at a local university for a senior capstone class full of next-generation Christian leaders. I started the class by sharing a few job openings in their field. As I read through the job descriptions, students began to ask questions and were very interested in each role. I asked, “How many of you would apply for these jobs?” Every hand shot up in the room. Then I added a line to each job opening: MUST RAISE FULL SUPPORT. I then asked, “How many of you would still apply for these jobs?” One student put a hand halfway up. The energy and excitement left the room.

Fundraising seems to zap our joy and our calling. But it doesn't have to. Steve Shadrach, in his book *The God Ask*, says there are five keys to being “spiritually healthy” when raising personal support:

**1) Look to God as the owner and supplier of all things.** He is generous, abundant, good, faithful and He owns all things. We rely on Him, not ourselves. Nehemiah 2:4 reminds us, “so I prayed to God of heaven.”

**2) Believe you are called by God and worthy of support.** If you believe God has called you to this work, He will provide. You are “worthy of the wage,” according to Jesus in Luke 10:7.

**3) Understand the biblical basis for raising support.** Nehemiah and David raised support, or else the wall and temple would never have been completed. Paul received financial gifts to continue his work spreading the Gospel to the gentiles. Raising support is biblical and is not something we should fear. Read 2 Corinthians 8 and 9 and Henri Nouwen's book, *A Spirituality of Fundraising*, to help you unpack this truth.

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**4) You must thrive in your relationship with Jesus.** He must be and continue to be the centerpiece of your life. He is the source of your ministry vision and spiritual health. When future champions see you in tune with Jesus, they will count it a privilege to invest in you as a patron of the Gospel.

**5) Balance support raising with life and ministry.** Fundraising can consume us. When it's not going well, we fret, worry and work harder, sometimes leaving our ministry and family to pick up the pieces. Matthew 6:33 reminds us, “But seek first His kingdom and His righteousness, and all these things will be given to you as well.”

**6) You are not the cause.** (This one I added!) When raising personal support, it can be easy to focus on your personal financial needs since they directly impact you. However, the work you will be able to do when you are fully



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*How to experience joy  
when raising personal support*

funded extends far beyond you. Kingdom-minded givers want to give so that exponential fruit can happen. When presenting your case, focus on the impact to the greater cause their gift will have when they support your work.



Personal support raising should not kill our joy, excitement or calling. If He calls, He will provide. ■

■ You can also check out Support Training Solutions at [www.supportraisingsolutions.com](http://www.supportraisingsolutions.com) for more ideas and suggestions.

■ Need help with fundraising or personal support raising? Scott is here for you! Contact him at [sshaw@ccca.org](mailto:sshaw@ccca.org).



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