

## Skill Foundation

As a support raising coach, I've discovered there are two significant foundations that will enable each missionary to succeed. The first is a Spiritual Foundation and the second is a Skill Foundation.

Many missionaries have acquired a method to share their ministry in order to raise support. Sometimes it can work with close relationships but be less effective with more distant relationships. The exciting thing, is that there is a lot of good training available today, especially in Chi Alpha, that can increase your support raising skill and ability to a whole new level. Just as Olympic athletes continue to develop their skills, as we continue to develop our support raising skills, they'll serve us well, when we face greater challenges in the future.

A success secret I've discovered is to take time to role-play and practice support raising skills until they become your "new default". This can be done with a friend, coach or peer coach. When you reach your "new default", it birth's a new level of excitement, ability and confidence.

Another success strategy is to purpose to share your entire 30 Minute Conversation/Presentation at every face to face donor meeting, even with close friends or alumni. Often we think they know what we know and it's tempting to get right to "the Ask". But taking the time to share your entire Conversation often connects their heart more deeply to your ministry (more about this point in the next blog).

Additionally, close friends and alumni are often your easiest "wins" which is a great place to polish your skills. If you "mess up" they'll be the most forgiving. And when you allow these relationships to be your training ground, they can also give you great feedback. Developing your skills with your first tier of relationships will enable you to be excellent with your second and third tier relationships.

Here are 3 Support Raising Skills to develop with excellence.

1. A 30 Minute Conversation (presentation) with some kind of media (ppt slides, photo book etc).
2. A 5 Minute Presentation – that begins with a ministry changed life story (and not your story).
3. A Referral Ask Presentation – that you can use separately or at the end of your 30 Minute Conversation.

With well-developed support raising skills that become your new default, you will be able to hear and flow with the Holy Spirit much easier and with greater effect. You'll be confident with what to say next and your polished skills will help you be effective with referrals, and with second and third tier relationships.

Being fully-funded one week at a time,  
Gregg Glutting  
XA support raising coach