

## **Summer Fundraising**

A few years ago I asked a missionary friend how his summer fundraising was going. He said, "It's been more like fun-raising than fundraising!" Summer is a great time to fun-raise, enjoy family and de-stress. But summer is also a great time to connect with prospective supporters, current donors, and even do a fundraising journey. Consider these tips for a fundraising journey:

1. Plan ahead, make your appointments 1-2 months in advance. Bathe your effort in pray for favor and supernatural connections.
2. Map out strategic geographical areas to visit. Prioritize key appointments; schedule them first as the "backbone" of your trip. Then schedule meetings with other contacts around those times.
3. Consider breakfast and lunch appointments, sometimes these can be the best times available for ministry partners.
4. Bring assorted gifts to give away to donors and their children. Mugs and other items from campus can be great gifts, etc.
5. Create a ministry book of pictures to share ministry results. Update your PowerPoint slides to use with new partners.
6. Wear business-casual attire. Leave your jeans at home. It just helps to feel more professional and you'll gain an edge of being seen more as a professional.
7. If possible, stay with your supporters. It not only saves on funds but also creates experiences that knit your hearts together.
8. Take a "selfie" of you and your supporter as a memory of your time together.
9. During your journey, take time each day to write thank-you cards to keep current. Make a journal of your trip with notes of each meeting. Your notes (and pics) will be a valuable resource when connecting with your ministry partners in the future.

Summer gets busy and time flies quickly. Make the most of your summer fun-raising and fundraising! Make memories with your family. Make memories with your ministry partners.

Being fully funded one week at a time,  
Gregg Glutting  
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