

What to do when we haven't got enough

Money

Discuss the following statement.

'Although there are exceptions, if a church planter can't raise funds, the planter probably can't plant a church' Ed Stetzer, Planting Missional Churches, p174

What is money?

Why do we need money?

Outline

1. What do you need?
2. Why haven't you got it?
3. How can you get it?

1. What do you need?

Discussion: What are the things that you **need** to pay for?

Exercise: List the major expenses in your situation.

What items do you need in your church planting proposal?	What will they cost?	What would you do if you couldn't afford them?	Why do you need them?

2. Why haven't you got it?

Discussion: Why do we find fund raising difficult?

Why do we find fundraising difficult?	How can we overcome those?

Six Habits to Develop in Fundraising

1

2

3

4

5

6

Exercise:

What are the obstacles to people giving?	How could you address those?

3. How can you get it?

Find people
Have a plan
Make your pitch

Discussion: what potential sources of church planting funding can you think of?

Ten Potential Sources of Church Planting Funding

1

2

3

4

5

6

7

8

9

10

Six Types of Money

The Type of Money	Explanation
1. Regular Giving	
2. Growth Project Finance	
3. Legacy Capital Investment	
4. Emergency Appeals	
5. Trusts	
6. Patrons	

The Pitch

30 second elevator

3 minute prayer

30 minute presentation

The Church Planting Proposal

Six Characteristics of a Persuasive Pitch

1

2

3

4

5

6

A church planting proposal ought to be a document that briefly answers the following five questions

1. Why start a new church?
2. Who is the church trying to reach?
3. What kind of church is it trying to be?
4. With whom will this church be planted?
5. How and when will this church be planted?

Ten Steps to Raise Funds for Planting

1. Articulate a good theology of stewardship
2. Regularly cast the church planting vision
3. Provide opportunities for giving
4. Implement a church-wide stewardship ministry
5. Constantly communicate the financial circumstances
6. Conduct capital campaigns
7. Make it easy to give to the church
8. Cultivate giving champions

9. Recruit someone to be responsible for profiling generosity
10. Challenge people to give

Seven Key Components of a Pitch

1. Meet face to face
2. Include the big picture
3. Don't motivate with guilt
4. Respect their time
5. Ask boldly and specifically
6. Be persistent but not annoying
7. Respond to offers with direct and specific request

Discuss: What do you need to do in the next week?

Conclusion

In Ephesians 3 Paul wrote this

²⁰ Now to him who is able to do immeasurably more than all we ask or imagine, according to his power that is at work within us, ²¹ to him be glory in the church and in Christ Jesus throughout all generations, for ever and ever! Amen.

Further Reading

'What will it Cost? Raising the Finances', Chapter 14, The Nuts and Bolts of Church Planting, Aubrey Malphurs

Planting Churches Changing Communities, David Stroud, Chapter 24, p241

Planting Missional Churches, Daniel Im & Ed Stetzer, Chapter 14, p165

Planting Churches for the 21st Century, Aubrey Malphurs, Chapter 3, p47

Useful Resources

John Stott, Ten Principles of Christian Giving,

www.castlechurch.org.uk/downloads/Stott%2010%20Principles.pdf