



MISSIONARY SUPPORT RAISING ROADMAP

MIKE KIM & MARY VALLONI



WHERE ARE YOU IN THE SUPPORT RAISING PROCESS?

JUST GETTING STARTED: START AT STEP 1 | SEASONED MISSIONARY: FIND YOUR STEP AND START THERE

STEP 1: FOCUS YOUR VISION	STEP 2: RUN YOUR RESEARCH	STEP 3: ENLIST YOUR TEAM	STEP 4: ENHANCE YOUR BRAND	STEP 5: DEPLOY YOUR TEAM	STEP 6: ORGANIZE YOUR ASK	STEP 7: MAKE YOUR DIFFERENCE
<p>FOCUS YOUR VISION Move on to the next step if you've completed the following:</p> <ul style="list-style-type: none"> You have a written mission statement (why you exist) You have a written vision statement (your desired end results) You have written timeline (Download Sample Timeline Checklist) You have a written budget (so you know when you're fully funded!) 	<p>RUN YOUR RESEARCH Move on to the next step if you've completed the following:</p> <ul style="list-style-type: none"> You have followed 1-3 other missionaries who are successfully fully funded You know why those missionaries are successful (How do they share their story? How do you know about them?) You've had a 1:1 conversation with a minimum of 3 fully funded missionaries to hear how they succeeded You've identified the path to become fully funded and you are committed to it. 	<p>ENLIST YOUR TEAM Move on to the next step if you've completed the following:</p> <ul style="list-style-type: none"> You've identified 1 individual/couple who is a natural leader, is excited about the work you are doing, and is willing to help you raise funds You've created a 1-page description to invite this individual and others to help you brainstorm ideas and take action to raise your full budget (Download Sample Team Description) You've asked 1 or more current/future supporters to join your team! 	<p>ENHANCE YOUR BRAND Move on to the next step if you've completed the following:</p> <ul style="list-style-type: none"> You've identified key colors and graphics that capture your story and mission (headshot/logo) You have a website to accept donations You have a place to share your expertise (blog/podcast/email) You have an email/print newsletter You have a private closed/secret facebook group You have a 1-page promotional document (See sample 1-pagers) 	<p>DEPLOY YOUR TEAM Move on to the next step if you've completed the following:</p> <ul style="list-style-type: none"> You have identified and invited donors and potential donors to volunteer You are empowering members of your support team to use their talents and skills to support your mission and vision Your team is equipped and willing to introduce you to new donors, they are opening up doors to their home/church/business and are asking others to give to the incredible work you do 	<p>ORGANIZE YOUR ASK Move on to the next step if you've completed the following and are fully funded:</p> <ul style="list-style-type: none"> You consistently show up, (filled up) ready to serve You are prepared (with a customized message) to invite outsiders to become insiders in your movement You know how to speak your audiences language - to an individual, family, church, organization or business You are prepared to give exact dollar figures for every area of time, resource and financial need 	<p>MAKE YOUR DIFFERENCE CONGRATULATIONS!!! You are fully funded and...</p> <ul style="list-style-type: none"> You celebrate with your volunteers and donors! You share the impact of their time, resources and money You keep in constant communication with your team using the tools in the Enhance Your Brand step You are a good steward of every volunteer hour, resource and dollar you receive You lead your people well by being an example of generosity! 



MARY VALLONI & MIKE KIM

We're Mary Valloni and Mike Kim, and the system we provide eliminates stress and helps you grow your donor base, stay "top of mind" with supporters, and build relationships in a way that creates dependable, reliable support for your ministry ... every single month.

We've helped organizations like the American Cancer Society, the ALS Association, and Special Olympics and ministries like Catalyst and People of the Second Chance generate millions of dollars. We've seen what works (and what doesn't) and we're here to help you build long-term financial support.

For More Information...

Visit fullyfundedacademy.com

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