

Fundraising Packet  
PAC Summer Training Program, Estes Park, CO

Workshop Outline:

1. Set purpose, vision, scope of fundraising (5 minutes)
  - a. Purpose: To trust God and His provision in a very tangible way
  - b. Vision: Funding is not about how well we can sell ourselves, or the opportunities we have, but simply inviting people to participate in what God is doing in and around us, both prayerfully and financially.
  - c. Scope: Brainstorm people who would care about what you are doing for your summer, write a letter expressing the opportunity and including a direct ask for support, follow up with some (follow up is a big deal)
2. Review bible study in groups, end with God Ask illustration/personal fundraising story (25 minutes)
  - a. Reveal groups
  - b. Answer:
    - i. What stood out from the study?
    - ii. How did you view fundraising before doing the study? After?
    - iii. What are 1-2 passages that encouraged you in thinking about fundraising?
    - iv. What questions do you still have?
  - c. Matthew 6:25-34 → share how God used this passage to calm my heart about a whole summer of support raising and viewing Him as the provider
  - d. The God Ask
3. Break down process of fundraising (10 minutes)
  - a. Brainstorm names (pray), then gather addresses, phone numbers, etc.
  - b. Write letters (examples will be provided)
  - c. Send letters asap (By April 1st)
  - d. Follow up
  - e. Be fully funded by the start of the program (May 15th)
  - f. PRAY!! Spend time praying for every person you send a letter to and petition the Lord directly and specifically of what you need.
4. Time to work (30 minutes)
  - a. Brainstorm
  - b. Write letters
  - c. Follow up

5. Next steps/deadlines (5 minutes)
  - a. Send letters by April 1st (at least 60, aim higher)
  - b. Follow up calls starting April 25th (10-15 calls)
  - c. Assign a point person in your group to communicate any questions to me, encourage one another, do envelope stuffing together, etc.

## 1) MAKING YOUR CONTACT LIST

1. Write down everyone who comes to mind, whether you think they know Christ or not. Many people will support you because they care about you as a friend. Think of relatives, friends from church, former teachers, classmates, and teammates. List them all on a sheet of paper. If you are having trouble coming up with names, ask your local staff for some help brainstorming.
2. Pray over each name individually.
3. Go over your list and identify the people that the Lord has laid on your heart who you think would most likely consider having an investment in your spiritual life and summer.
4. Keep the list of names and addresses so that you can send thank you notes to those who gave to you, and so that you can send a follow-up letter after the summer. Most people would like to hear of your summer experiences and lessons that you personally learned. (Also, it might be a good start for getting addresses for graduation in the future!)
5. Here are some ideas for your friends on campus:
  - a. Personally tell your friends from your dorm what you are doing this summer and ask them to consider donating \$35.
  - b. Ask each person in your Bible study to donate \$35.

## 3) WRITE A FUNDRAISING LETTER

Review the sample letter below and personalize it using your language and style. You may want to include a personal story from your life or describe the specific things you would like to learn during the summer. Use particular words and images such as, "This morning as I was reading Mark 5, I wondered what it would be like for me to be like the freed man who eagerly tells everyone of what Jesus has done for him." In all of your descriptions, relate how the summer program will help you know and love Christ more fully in your world.

Use the sample letters below as an example of how to keep your letter to one page. Have a few friends review the final draft of your letter both for content and for grammatical and spelling errors (send it to your campus staff for review!). Typographical errors can be an annoying distraction. One way to catch them is to read your letter slowly out loud.

Send the letter to the people you listed. A personal note is important if possible.

Each envelope should include:

- An appeal letter
- A pledge/response card (that you will need to order from [navigatorstore.org](http://navigatorstore.org))
- A personal hand-written note on each letter saying something like: *'Thank you Joe and Martha for your consideration. I am thankful for you.'*

In addition to personal letters, think of opportunities you can find to speak before a group (i.e. your home church or Bible study group) to explain what you'll be doing for the summer. The more times you can make your appeal face-to-face the better.

Pray and see what God does!

#### 4) SEND YOUR SUPPORT TO THE NAVIGATORS

The easiest way for people to give is online using your NavID#, which you will include in your letter.

If people want to write a check, have them send it to you directly, and I can help you send it directly to the Navigators. [No need to include a check option in your letters]

If you are given cash, set it aside and bring it with you to the start of the program.

#### 5) PRAY!! PRAY!! PRAY!!

It is God who will move in people's hearts to partner with you financially. Ask the God who has created all things and is over all things to partner with you in your fundraising efforts!

## Sample Funding Letter #1 - Include a picture of yourself on the letter!

*Month 2022*

Dear (Name - hand write this in),

It is hard to believe that I am almost done with my first year at the University of Arizona! Though I definitely miss being home, I have enjoyed my time here, my classes, and have especially loved making new friends.

One of my favorite parts of this year has been my involvement in some student clubs. One in particular has made a really significant impact on my life. The Navigators (a Christian ministry on campus) has provided me with an opportunity to be part of a Bible study of 5 other freshmen girls. We have learned, discussed, prayed, laughed, and cried our way through this year, loving every minute of it. It is truly amazing to see how God has transformed each one of us throughout the year, and how the love of Christ bonds people of such different backgrounds together! God has really given me a burden to be used by Him to impact this campus for His Kingdom.

This summer the Lord has provided me with an exciting opportunity to grow spiritually and to share His love with others by joining over many other students from across the Southwest for a spiritual development program sponsored by The Navigators, an international ministry organization dedicated to serving Christ. Our program will be located in Estes Park, Colorado. My summer will be spent working at the YMCA of the Rockies and also participating in an intense discipleship program sponsored by The Navigators.

Much of my growth will happen in a "team" setting, where four students will be together with a student team leader. We will live together, work together, and study the Bible together. We will also have the opportunity to live and work alongside people in the community and at the YMCA. All summer I will be rubbing shoulders with those who don't know Christ in Estes Park (and many of my co-workers will be international students from all over the world!) and seeking to learn how to impact them for Christ. This will give me a unique opportunity to have a "missions experience" in the context of this training program. I believe this experience will prove invaluable to me in learning how to follow Jesus for a lifetime. I hope to be better equipped in the fall semester to mirror the light of Christ to my fellow students.

The reason I am sharing this opportunity with you is that I would love for you to consider partnering with me in prayer and finances. I am asking God to surround me with a team of people who will each pray for me and financially contribute anywhere from \$25 to \$500. My goal is to raise \$1,600 for this training program. Would you prayerfully consider being part of my support team for this summer? I would be deeply grateful. Thank you for considering this. I look forward to hearing from you.

Serving Christ,

P.S. As the Lord leads you, please set up your gift online using this link: [insert giving link] by May 1st. I plan to arrive in Estes Park by May 20th . Thank you!

## Fundraising Letter: Sample 2

*Month 2022*

Dear (Name),

Several months ago, as students around me began to talk about what they were going to do this summer, I started to think about how I wanted to spend those months. "Well," I thought, "I could take classes and get some Gen Eds out of the way... or I could work a summer job back home like I did last summer." However, as I prayed about what to do with my summer, neither of those options settled well. I wanted to do something that would stretch and build my faith. I felt God placing a burden on my heart to do something that could help develop the spiritual foundation of my life and prepare me for a lifetime of serving Christ.

This summer the Lord has provided me with an exciting opportunity to grow spiritually and to share His love with others...

Make sure to include the description of the program, a direct ask for support, and your personal giving link.