

GR W

TRAINING PROGRAM

Pre-Field Packet

Guidance In Ministry
Relationship Building
Overcoming Obstacles
Worshiping Through Bible Study

What To Bring:

- 1) Read "Friend Raising" by Betty Barnett published by YWAM
- 2) Complete all Pre-packet Assignments
- 4) USB Flash Drive
- 5) Blank Compact Disk with protective cover
- 6) About 30 of your best Ministry Pictures in Digital Format for Presentation
- 7) 3 Family Pictures for Prayer Card in Digital Format
- 8) The logo(s) of your area in digital format
- 9) Laptop with PowerPoint or Keynote capabilities (not trial versions)
- 10) A completed and ready for operation Beacon Team
- 11) 20 stamps and 20 Standard Letter size envelopes
- 12) A copy of your local CBM area's staff policy manual
- 13) Bring brochures, giving cards and/or forms, and giving return envelopes
- 14) A copy of a recent promo video about your local CBM area
- 15) A 200-word testimony about how your family came to be called to CBM for The Channel
- 16) Any props or helps for your presentation

The Beacon Team

You will prayerfully choose 3-7 individuals to become your Beacon Team. This team will help assist you in building up financial partners. Try to find people that go to different churches, live in different states, and know different circles of friends.

There are three ways that this team needs to help you reach your 100% goal.

- 1) They need to commit to praying for you everyday:** Prayer is a vital source of strength during partnership raising.
- 2) They need to try to make a list of 20 households for you to contact:** This will be easier if your beacon team members go to different churches and work at different businesses.
- 3) They need to commit to being a financial partner:** It is difficult for people to help you raise support if they themselves do not give to your ministry.

Ask that the Beacon Team help plan meetings in order for you to come share about the ministry to the 20 households.

Bring their contact information with you to the G.R.O.W. Training Program. Halfway through the week you will be asked to call and give an update to your Beacon team.

Testimony: Thinking It Through

No one has ever become poor by giving.
–Anne Frank

This is the brainstorming section. Do not try to write out your testimony here. Simply answer the questions. This will help you collect your thoughts.

When I Became An Adopted Child of God

1. What was my life like before becoming a Christ-follower (without diving into too
" " much dirty laundry)?
2. What did my life revolve around the most? What did I get my security or
" happiness from?
3. How did those areas begin to let me down?
4. What were the final struggles that went through my mind just before I
" " accepted Christ?
5. Why did I go ahead and accept Christ?

How I Came To Know CBM, And Be Called to Be A CBM Missionary

1. When was the first time you heard about CBM or a CBM camp?
2. When did you start to feel God calling you to work with CBM?
3. What will your responsibilities be with CBM consist of?
"

Helpful Hints

1. Write the way you speak; make the testimony yours.
2. Practice this over and over until it becomes natural.
3. Shoot for short -- 5 minutes. At that length, it's easily something you " can
put into conversation without it becoming a monologue.
- " 4. Use your Bible or quote Bible verses.

5 minutes is perfect

There may come a time where you share for 15 minutes or longer, but for the pre-field training, we limit the testimonies to just 5 minutes. This is to help train you in time constraint situations in churches.

The following 6 steps will assist you in organizing and writing your testimony. The 6 steps can be used in any situation and with any story. During your time at the GROW Training Program, you are going to be asked to share your testimony. Before you do, we will have a session where we discuss the 7th step—presentation—to teach you successful techniques in presenting your story more effectively. However, before you can present, you must prepare. Please use these steps to gather your thoughts and prepare your testimony before you arrive so that you will be ready to practice presenting. Feel free to bring props. These can be useful depending on the audience. However, remember that props must not be a

distraction. If a prop fails, the story should not fail. If the story fails due to a prop, then it is much more than a prop.

Step 1. Character

Here are some things to consider when creating your testimony:

1. You are the main character.
2. Once you've decided on the direction you would like your testimony to go, think through all the people, objects, etc. that are involved in your story.
3. Make sure your story can relate to the audience. For example, telling your story to a group of children will be much different than to a group of senior citizens.
4. Use descriptive words and sentences when telling your story. Are you happy, or gloomy? Polite or rude? Clever or arrogant? Punctual or late? Careless? Generous? Sleepy? Irritable? The more you develop your story the more the audience will connect.

Step 2. Challenges

Your story will involve a problem or challenge. The challenge will create one or more of the following: tension, awkwardness, joy, sadness, etc. While telling your testimony, you might have "rabbit-trail" challenges. These can be tempting. No matter how interesting your testimony is, you need to focus on the main challenges or your story will be B-O-R-I-N-G. For example:

1. Boring: I lived in many states across the Southeastern United States. We finally returned to my hometown of Gadsden, AL where I came to know the Lord.
2. Better: I was born in Gadsden, Alabama, but I lived in many states across the Southeast. After making a large circle, we finally made it back to my hometown of Gadsden, AL. It was there that I came to know the Lord.
3. Best: After many years of moving from state to state, we finally made it back to my hometown of Gadsden, Alabama. It was there that my eyes began to open to the leading of the Holy Spirit. The influence of my parents, youth pastor, and many others helped me see my need of the Savior. I placed my faith in the eternal work of Christ. Now, I can come boldly before the Creator of the universe.

Step 3. Motivation

You need motivation to solve any problem. Was there anyone that helped you see your need for salvation? We know the motivation to confront sin only comes from God, but God might have used a counselor, a staff person, a team-building game, Bible verse, or even you getting in trouble.

Step 4. Setting

Your story needs a setting. Where and when does this story take place?

1. Does the setting add to the story? If not, don't spend too much time on it. For example, if the story is about you sitting at a dining table, then most people will understand the setting. The audience does not care that the table and chairs were made out of oak wood.

2. If the setting is important, then paint to best possible word picture. For example, if your setting is crossing a rough mountain creek, then you may spend more time illustrating it. It is not something the audience may understand without a longer colorful description.

Step 5. Climax

The climax of the story should present the proof that you are transformed. It is the point at which God adopted you as His child. It is the point that you quit your job to begin raising financial partners.

The climax generally follows one of these patterns:

1. Realization: You have placed clues about a tragic situation to help the audience figure out what happened. Later on you show how this tragic situation helped you see your need of salvation. This type of climax works well for mysteries.
2. Resolution: You are up against the very last obstacle and through the confrontation a transformation takes place.
3. Ruling: You face a difficult decision. Should you tell the truth, repent, and face the consequences or lie? Do you obey God, or try to run from Him?

Step 6. Closing

Finally, your story needs an ending. After the climax, there are usually some loose ends to tie up. Here are some questions you might try to answer:

1. Has everything been resolved? Is it clear what has happened in your life and where you are going?
2. How has it changed your life?
3. How does your story help your audience understand eternal life?

NOTE: Below is the evaluation sheet. Use this to help you write and practice your God-given story.

Public Speaking/Testimony Evaluation Sheet

Candidate: _____

Theme/Title of Testimony:

Evaluation Scale: Liked A Lot (+) 5! 4 3 2 1 Needs Work (-)

Presentation Style:

1. Speaks clearly and with sufficient volume"	"	"	"	"	"	_____
2. Achieves connection with the audience"	"	"	"	"	"	_____
3. Eye contact "	"	"	"	"	"	_____
4. Posture and poise "	"	"	"	"	"	_____
5. Hand gestures and facial expressions "	"	"	"	"	"	_____
6. Energy and enthusiasm	"	"	"	"	"	_____
7. Dress"	"	"	"	"	"	_____

Content:

1. Use of Scripture"	"	"	"	"	"	"	"	"	"	_____
2. Quality and Flow of Story "	"	"	"	"	"	"	"	"	"	_____
3. Testimony includes introduction, body, and conclusion "	"	"	"	"	"	"	"	"	"	_____

YOU COULD IMPROVE YOUR SPEECH BY:

I LIKED YOUR SPEECH BECAUSE:

Evaluator: _____

Developing Your Master List of Potential Partners

Using the checklist below, make a list of everyone that comes to mind. Remember, just because you are not best friends with the people does not mean they will not support you. We need to give them the opportunity to give.

Make your list organized. For example: alphabetical, by city, by church, etc. You can use a color-coding system to help mark donors. Be creative, but don't make it too complicated.

You should strive to have the information below on each potential donor: Names of everyone in the family, address, phone(s), email, etc.

People Who Care About You

- Family
- Friends
- If married, people on your wedding invitation list
- People in churches where you have a contact
- Members of the Sunday-school class you attend or attended
- Older believers who have taken an interest in you
- Former partners for any short-term project you've done
- Members of committees on which you serve or served, Christian or secular

People Who Care About Your Organization

- Ask your area if they are able to give you any information on:
 - " 1) major donors
 - " 2) former donors
 - " 3) board members
 - " 4) former board members
 - " 5) General mailing list
- Camp Contacts (counselors, campers, etc.)

People Who Care About Your Cause

- Christian professional societies (law, medical, business, etc.)
- Lay leaders in active churches, especially on missions committees
- Financial partners to similar ministries
- Former board members of other ministries
- Civic groups

IMPORTANT: Set up an account with the email information of your potential partners uploaded on an online email newsletter service. (constantcontact.com, mailchimp.com, etc.) **Make sure that you ask the individual's permission before uploading their email address.**

Newsletter

Things You Need:

- 1) A title: Okay, so it's basic, but it is important. What will you call your newsletter? Title it in a way that helps your audience associate your newsletter with you.
- 2) A featured article: This is the "meat" of your newsletter. Provide a brief and helpful article on a ministry update, a short Bible study, or an inspirational story that happened through your ministry.
- 3) Ministry events: What's going on in the calendar? People need to know. Provide a look ahead at upcoming special events, meals, activities, or special services.
- 4) Prayer Requests and Announcements: Let people know what changes may be going on in ministry life, an anniversary, birthday, new construction, or just a praise. People want to know what is going on.
- 5) Scripture: Be sure to include a brief passage of Scripture. You can use a verse that is particularly meaningful to you, a current church memory verse, or a seasonally relevant passage.
- 6) Featured Family Member: This is great idea for help keep your partners up to date on your family. Provide a picture, list their favorite verse, hobbies, foods, movies, etc. In each newsletter, you can feature a different family member.
- 7) Ministry vision: Once a year include the ministry's purpose statement, vision, goals, etc. This helps keep everyone on the same page.
- 8) Fun stuff: Include some Bible trivia, an educational web link, or a funny photograph.

Things to Avoid:

- 1) Typos: This one is obvious. Just be careful. Proofread—several times if you need to.
- 2) Personal information: If you haven't gained permission to write about a certain family or individual, don't do it. Be careful that you don't give offense.
- 3) Tackiness: Try not to use too many fonts, all caps, multiple exclamation points, or too bright of colors. There may be a time for some of this. However, we are talking about a newsletter, not a flyer for VBS.
- 4) Really long articles: Sad as it may be, people may not have time to read an extensive article on a newsletter. Keep it brief, relevant, and to the point.
- 5) Repeats: Do not use the same word over and over again in a paragraph. Be over creative in your wording. There is a thesaurus in Microsoft Word, Thesaurus.com, and you can purchase an over-the-counter thesaurus book.
- 6) Writing for Yourself: Stories that are appealing to you may not be fascinating to your partners. Know your partners interests, and write to what peaks their excitement.
- 7) Empty Adverbs: Actually, totally, absolutely, completely, continually, constantly, continuously, literally, really, unfortunately, ironically, incredibly, hopefully, finally – these and others are words that promise emphasis, but too often they do the reverse. They suck the meaning out of every sentence.

Developing Your Presentation

Watch the presentation samples before going further in this section.

While at the G.R.O.W. Training Program, we want to assist you in developing a quality presentation that fits your personality and your future ministry. The following questions should help aid in brainstorming for information that will help in this process. We will use the information you give us to compile a personalized presentation.

- 1) What is the purpose of the area where you will be working? Give the purpose statement the area, goals for your ministry, etc.
- 2) When did you feel God's calling on your life? Please tell how you came to the point of know CBM is the place for you.
- 3) What areas of ministry will you be helping with once you start working? You may not know this exactly. Answer this to the best of your ability. Future partners want to know that there is a need that needs to be met.
- 4) What are two (2) stories in your life that influenced you to follow God's call into camp mission work? (Be as specific as possible with names, places, cabin numbers, etc. Also, try to bring pictures that tell about these two stories)
- 5) Explain some unique cultural tidbits about your area:
 - " A) Percentage of Christian, public, home schools
 - " B) Percentage of the different church denominations
 - " C) Percentage of different people groups: African, Indian, Hispanic, etc.
 - " D) What are the major occupations and how does that affect the ministry?
- 6) Written Presentation: Before developing your slides. Write out your presentation. Fit it within a 15 minute time frame. Use stories, props, audience participation, Bible verses, etc.
- 7) Working with Different Audiences: How you present the ministry children and adults may be totally different. You may need different illustrations, props, slides, games, etc. Be prepared to share your ministry to different age groups.

Bring any props, t-shirts, games, etc. you think may help in your presentation.

Monthly Personal Budget

To give an idea.

Missionaries with one to four years of experience have a salary range of \$25,900 to \$46,500. Salaries for missionaries may or may not increase as your experience increases. This is an average of \$2,100 per month. There are some variables that need to be accounted. Does your area provide housing, garbage, help with food, cell phone, cable, electricity, water, etc. All of these things will effect your monthly income needs.

Complete the budget below. Take your time. It is a good idea to make a few copies of this, because it may take you a couple of times to figure everything out.

What is the average income for a household your size in your ministering area?

	What I am doing Currently	When I am at Full Budget
Extra Income While On Field:		
Stocks, Bonds	\$	\$ _____
Rental Property	\$	\$ _____
Continual Inheritance	\$	\$ _____
Home Business	\$	\$ _____
Other	\$	\$ _____
Total Extra Income	\$	\$ _____
Giving:		
Church (10%)	\$	\$ _____
Missions	\$	\$ _____
Other	\$	\$ _____
Total Giving	\$	\$ _____
Gov. Deductions:		
FICA	\$	\$ _____
Federal	\$	\$ _____
State	\$	\$ _____
Other	\$	\$ _____
Total Gov. Deductions	\$	\$ _____

Organization Deductions:

Retirement Fund	\$	\$ _____
Administrative Cost	\$	\$ _____
CBM Conferences	\$	\$ _____
Other	\$	\$ _____
Total Organization Deductions	\$	\$ _____

Savings/Investments:

Emergency Funds (3-6 mo. Salary)	\$	\$ _____
Continuing Education	\$	\$ _____
Other Retirement Investing	\$	\$ _____
Vehicle Savings	\$ _____	\$ _____
Other	\$	\$ _____
Total Savings/Investments	\$	\$ _____

Auto/Transportation

Monthly Payments	\$	\$ _____
Insurance	\$	\$ _____
Tag (taxes)	\$	\$ _____
Gas	\$	\$ _____
Maintenance/repairs	\$	\$ _____
Other	\$	\$ _____
Total Auto/Transportation	\$	\$ _____

Family Care:

Allowances	\$	\$ _____
Baby-sitting	\$	\$ _____
Music Lessons	\$	\$ _____
Sports	\$	\$ _____
Tuition	\$	\$ _____
Camp (Band, sports, summer)	\$	\$ _____
Clothing	\$	\$ _____
Dry Cleaning	\$	\$ _____
Other	\$	\$ _____
Total Family Care	\$	\$ _____

Banking/Debt/Loans:

Personal Loans	\$	\$ _____
Bank Loans	\$	\$ _____
Credit Cards	\$	\$ _____
School Loans	\$	\$ _____
Bank Charges	\$	\$ _____
Other	\$	\$ _____

Optical	\$	\$ _____
Other	\$	\$ _____
Total Medical	\$	\$ _____
Total Gross Income	\$	\$ _____
Minus Extra Income	\$	\$ _____
Total Personal Budget	\$	\$ _____

Monthly Ministry Budget

Most missionary positions have some ministry expenses covered. However, there are some expenses that are going to occur that have to do directly with ministry. This section helps you work through the expenses of ministry that most ministries do not cover.

	What I am doing Currently	When I am at Full Budget
Education:		
Books	\$ _____	\$ _____
Conferences/Training	\$ _____	\$ _____
Seminary	\$ _____	\$ _____
Other _____	\$ _____	\$ _____
Total Education	\$ _____	\$ _____
Office:		
Prayer Cards	\$ _____	\$ _____
Newsletter	\$ _____	\$ _____
Postage	\$ _____	\$ _____
Gifts	\$ _____	\$ _____
Phone	\$ _____	\$ _____
Local Networking (food at restaurants And home)	\$ _____	\$ _____
Out of Town Networking	\$ _____	\$ _____
Travel	\$ _____	\$ _____
Other _____	\$ _____	\$ _____
Total Office	\$ _____	\$ _____
Total Ministry Budget	\$	\$ _____
Add Total Personal Budget	\$	\$ _____
Total Salary Needed	\$	\$ _____

Sample Schedule

Day 1

3:00 – 4:30 – Arrive at TRC

5:00 – Dinner

6:00 – Welcome/Itinerary/Uniquely You/Chain of Command

Day 2

7:30 – Group Devotion and Prayer

8:15 – Breakfast

9:15 – Missions Dilemma/Using Scripture: God's Design For Ministry

10:20 – How to Tell your Testimony

12:00 - Lunch

12:30 – How To Present Your Ministry

1:45 – 2:45 – Prayer Card and Newsletter Design

2:45 – 3:15 – Prayer Card Design

3:30 – 5:00 – Presentation: Telephone and debrief

6:00 – Supper

6:30 – 7:15 – Powerpoint Design

7:30 – Board Games

Day 3

7:30 – Group Devotion and Prayer

8:15 – Breakfast/testimony

9:15 – Building Partners and Fearing God

10:30 - Powerpoint Development

12:00 – Lunch/testimony

1:00 – 2:00 – Powerpoint Development

2:15 – 2:45 – Newsletter Writing Skills

3:00 – 5:30 – Presentation – One-on-One

6:00 – Supper

7:00 – Movie

Day 4

7:30 – Group Devotion and Prayer

8:15 – Breakfast/testimony

9:15 – Public Speaking

10:45 – 11:45 – Why People Give Biblical Worldview of Stewardship

12:00 – Lunch/testimony

1:00 – 2:00 – Different Partners

2:15 – 2:45 – Using Social Media

2:50 – 4:00 – Presentation: Small Group/Presentation Debrief

4:00 – 5:00 – Newsletter Writing Skills
5:00 – 5:45 – Make Phone Call for Appointment
6:00 – Supper
7:30 – Camp Fire and Smores

Day 5

7:30 – Group Devotion and Prayer
8:15 – Breakfast/testimony
9:15 – The Worship of Missions
10:15 – Stuff and Address Newsletters
12:00 – Eat Lunch Out/Presentations
1:00 – 3:00 – Church Presentations
3:30 - Partnering with Churches - Bobby Williams
4:30 – Write Letter
6:00 – Supper/Testimony
7:00 - Free Time

Day 6

7:30 – Group Devotion and Prayer
8:15 – Breakfast/Testimony
9:00 – Using Social Media
10:15 – Stuff and Address Newsletters
12:00 – Lunch/Testimony
1:00 – First Impressions - A study of your appearance
3:30 – Question and Answer Time
6:00 – Supper/Testimony
6:30 - Go to Auction
Skype Presentation?