

**From Called To Sent:  
Finding Your Way Into Global Mission  
May 19 – 21, 2011**

**Workshop Presenter:**

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**From Broke to Bankrolled:  
Funding Your Way Into Global Mission**

**I. Our Story: Kateri Medical Services in Partnership with  
The Anglican Diocese of Kaduna, Nigeria**

Friendship, Call, Vision, Goals, Planning and Prayer

Results: 9 years of continuous medical mission, 4 year partnership with Faithcare, 13,000 people received care in past year, \$50,000 per year every year.

**II. Fundraising Principles Based on Our Experience**

**1) First Priority: VISION**

*“When I heard these words, I sat down and wept, and mourned for days; and I continued fasting and praying before the God of Heaven...Then I said to them, “You see the trouble that we are in, how Jerusalem lies in ruins with its gates burned. Come let us build the wall of Jerusalem, that we may no longer suffer disgrace.” And I told them of the hand of my God which had been upon me for good.”*

Nehemiah 1: 4 and 2: 17-18

What is God calling you to do ? How is God calling you to invest your time, talent, treasure, passion for God’s work ? How do you see yourself fulfilling God’s mission ?

**2) BHAG’s “Big Holy Audacious Goals”**

*“Make no small plans; they have no magic to stir (people’s) blood and probably themselves will not be realized. Make big plans, aim high in hope and work.”*

Daniel Burham, Chicago architect

What specific and concrete steps do you want to accomplish in the first year ?  
Second year ? five years ?



**3) Identify People who will help you – gather a base of support**

What will you need in terms of money, preparation, help from others to achieve these goals ?

Identify a team of recruiters who will recruit others. Look for natural leaders who influence others. Look for people who are already getting things done. Who are the people who will be most likely to help you ? Recruit the most likely first, the less likely later.

*Don't ask anyone for money until you have worked through steps 1 through 3 above.*

**4) Plan a “big event” which will showcase your vision and goals.**

**5) Articulate Your Vision First, Ask For Money Later**

Spend the most time and energy casting your vision and telling ONE personal story of people whose lives have been or will be changed by your vision.

Know your audience !!!! Connect your vision with what is important to them.

Give a brief summary of your goals.

Give a brief summary of how your donors can help make your vision a reality.

Make a brief and reasonable and easily understood connection between giving and results. For example: a pledge of \$20 per week brings medical care to 4 children every week, 200 children per year.

Ask people to make a specific pledge for an extended period of time.

**6) After you have asked for money**

Say “thank you” early and often.

Communicate regularly. Give specific examples of how their donations are making a real difference in the real world.

**Discussion Questions:**

Describe one fund-raising project that was a great success and one great disaster. What are the common denominators in success and disaster? What did you learn ?