

Advanced Training—MPD Topics

1

- Passion for Starting a team.
 - The Big Idea: Our immediate need is not our greatest need. In order to successfully grow a quality partnership team, we must set our eyes far above our own individual needs.
 - Theme Verses:
 - “The earth is the LORD's and the fullness thereof, the world and those who dwell therein,” (Psalm 24:1 ESV)
 - “For by him all things were created, in heaven and on earth, visible and invisible, whether thrones or dominions or rulers or authorities—all things were created through him and for him.” (Colossians 1:16 ESV)
 - _____

 - Sub-points:
 - Our greatest need is to be progressively synchronized with Jesus’ passion for the nations. As this happens more and more, we become less and less preoccupied with our own individual worries.
 - _____

 - God's redemptive plan for this nation is reigniting his glory and his mission in the hearts of thousands through the partnership-raising of a few.
 - _____

 - M.P.D. stands for the MINISTRY of PARTNERSHIP DEVELOPMENT.
 - Ministry: MPD is a ministry in and of itself. It’s not a means-to-an-end. This is a part of your life that will enrich you in unique ways, and thus you should make lifestyle priorities to build this ministry.
 - _____

 - Partnership: Nonprofits raise donations; missionaries raise partners (fund-raising/friend-raising). You must address the heart of those you seek to join your team, because their funds are simply an indication of the shared passion they have in partnership with you.
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 - Development: MPD is a process that you grow in. Therefore, you must patiently walk out the steps laid out for you, and build in such a way that will maximally benefit you years from now.

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- Questions:
 - As you step out in the process of developing your partnership team, what is the biggest barrier that stands in the way sharing Jesus' passion and faith for people? (shame/fear/laziness) How are you seeking to overcome this barrier?
 - _____

 - As we've begun to explain the heart behind MPD, which particular people come to mind that you want to be on your team? Please take a moment to pray for them.
 - _____

2

- The Three-Legged Stool of MPD.
 - The Big Idea: Successful, sustained MPD requires the growing fusion of ***Faith***, ***Diligence***, and ***Strategy***.
 - Theme Verse: "Whatever you do, work heartily, as for the Lord and not for men, knowing that from the Lord you will receive the inheritance as your reward. You are serving the Lord Christ." (Colossians 3:23-24 ESV)
 - Sub-points:
 - Without the necessary ***faith***, such that overcomes shame and fear, no amount of diligence nor skill will suffice. We will encounter challenges to our faith, but our kingdom revelation and desire must always speak louder than the challenges.
 - Practical steps: scripture confession, prayer, etc.
 - _____

 - If you possess faith and skill for MPD, yet lack consistent ***diligence***, you will not progressively develop a team. To succeed, you must sustainably maintain a faithful work-ethic, especially knowing that often it's only God that watches what you're doing.
 - _____

 - Even though faith and diligence are the most important, you must develop a growing MPD ***skill***-set. This requires humility, as you

will need to learn to do what others tell you is best, as opposed to doing things your way.

○ _____

■ Questions:

- What is the biggest challenge to your faith for MPD?

○ _____

- What is the biggest challenge to maintaining your diligence?

○ _____

- What is the biggest challenge to developing your MPD strategy?

○ _____

3

The MPD Lifestyle: Being responsible and strategic with people.

The Big Idea: If we receive the revelation that MPD is a lifestyle, we will rightly execute the important tasks involved, knowing how each piece serves the whole process.

Theme Verse: “You must *love the LORD your God* with all your heart, all your soul, all your strength, and all your mind.” ~Luke 10:27

- We need to be worshipful with this whole process, knowing that God provides for us.

Sub-points:

1—Organization: Our level of organization will determine how well we sustain a growing lifestyle of MPD. We must be faithful in this area, because it involves people.

- Suggestions: Spreadsheets with personal info and notes, prayer lists, etc.

2—Focus: The more you do MPD, the more you do MPD. It's like learning a new language, you need the pressure to build momentum.

- Reminder: We go gather and fish; they don't jump in the boat.

3—Phone Calls: The goal of a phone call is to meet in person. A phone meeting is better than no meeting, but it's VERY DIFFICULT to build rapport

- Helpful Hints: Establish credibility, get to the point (state your agenda), request a meeting (with specific dates), let them respond.

4—Written Correspondence:

- Emails: Brief and to the point (bullets?) with proper English.
- Newsletters: The goal of a newsletter is to get read. We want to briefly and clearly build passion and vision, and then
- Other: Thank you notes, meeting reminders, postcards.
 - REMEMBER, MPD IS A LIFESTYLE.

QUESTIONS:

- Of the points covered above, which will be your greatest challenge, and why?

4

The support meeting: Faith, principles, and skills for calling forth new partners.

The Big Idea: People have an intrinsic need to give, and be a part of something worthwhile—to participate vicariously in the move of the kingdom.

Theme verse: "Knowing the fear of the Lord, we persuade others." ~2 Corinthians 5:11

- There is very little difference in what we're doing in an MPD meeting than in preaching on campus; preach the Gospel for a response.

Sub-points:

- People give to vision, not to need or personality.
 - Know your vision specifically, and even organizationally (know where the money is going)
- THERE'S NO SUBSTITUTE FOR FACE-TO-FACE INTERACTION.
- You're always a minister—discern your future partners needs for More Jesus.
- Stay in control of the conversation.
- Meeting 1-2-3:
 - Share who you are. (2 minute miracle)
 - Cast vision for what you're a part of
 - Ask them to be a part.
- GIVING REQUIRES ASKING
 - An indirect ask is a no ask
 - Asking everyone is asking no-one.
 - Ask specifically! Days (next Tuesday) or amounts (\$25)
 - Show them what part of the partnership team they are playing.
 - Give them time to respond
- Referrals are the life-blood of mpd
 - People are most likely to give when they just gave
 - If you do this right, then most of your team you don' know right now

Questions:

- Of the points just listed above, what do you find most helpful?
 - Which points hit you as new revelation?
- Application: You have an impromptu phone appointment with a businessman who only has 2 minutes to hear you out. Ready, set, GO!