



STEP BY STEP FUNDRAISING

A 30-Day Ministry Fundraising Support Action Guide

CfaN School of Ministry | Student Edition

"Write the vision; make it plain on tablets, so he may run who reads it." — Habakkuk 2:2

***You are not asking for a handout.
You are inviting people into a harvest.***

How to Use This Guide

You enrolled in the School of Ministry to be deployed — not just trained. From your very first week, you will be actively serving in ministry, sharing the gospel, and growing in your calling alongside an experienced team. That is rare. That is real. And it is worth asking people to fund.

This guide takes you from zero to ramp-up in 30 days. Three phases. Daily tasks. Every step builds on the one before it, and that sequence matters. Do not skip steps. Do not jump ahead. Students who try to go straight to the ask without doing the foundation work get silence and rejection. Students who do every step in order get funded.

The phases are:

PHASE 1 Days 1-10	PHASE 2 Days 11-20	PHASE 3 Days 21-30	REPEAT
Foundation	The Ask	The Finish	If the gap remains, restart the cycle and never stop moving.

Important: Follow Every Step

- This guide is not a menu — it's a sequence. Each step prepares you for the next.
- If a day feels uncomfortable, that is normal and it is exactly why you do it anyway.
- Meetings take longer than a single day — you will be scheduling and running them throughout Phase 2. The daily tasks keep everything else moving while your calendar fills.
- End each phase by completing the Success Checklist before moving forward.

The One Mindset Shift That Changes Everything

Most students who struggle with support raising are thinking budget-first: "What can I afford to do?" The correct question is vision-first: "What has God called me to do, and who has He already placed in my life to help make it possible?"

You are not begging. You are not behind. You are not unworthy. The Scriptures are clear that the worker is worthy of wages (Luke 10:7). The people in your network are about to discover the joy of being part of something eternal — and it is your privilege to invite them into it.

"The worker deserves his wages." — Luke 10:7

PHASE 1: FOUNDATION

Days 1–10 | Build the base. Find your voice. Get your letters out.

DAY 1

Friendraising Before Fundraising

Before you write a single letter or make a single call, you need to understand the posture that makes everything else work: friendraising comes before fundraising.

The most effective support-raising relationships are not transactions — they are genuine partnerships built on real investment in each other. People who give to you do so because they know you, believe in you, and feel personally connected to what God is doing through your life. That connection has to exist before the ask, not just because of it.

This means two things practically:

- When you build your list, think first about who you have already been genuinely investing in — who knows your heart, who you have prayed with, encouraged, or stayed in relationship with over time. Those people are your best starting point. Support-raising works best when it flows out of something already real.
- As you begin to reach out to people in this season, do not open with a pitch. Lead with care. Ask how they are. Pray for them. Follow up on something you know is happening in their life. The ask, when it comes, will land completely differently.

"We loved you so much that we were delighted to share with you not only the gospel of God but our lives as well." — **1 Thessalonians 2:8**

Day 1 Action

1. Write the names of 5 people you have genuinely invested in over the past year — people who would say you have been present in their life.
2. Reach out to each of them today with no ask at all. A text, a voice note, or a call — just to connect, check in, or pray for them.
3. Make a note of anyone you need to begin re-connecting in before you request a meeting.
4. Check your own giving: are you currently sowing into any ministry or person financially? You cannot receive what you are not giving. If you are not giving, start — even a small amount — before this month is over.

Power Tips That Work

- People give to vision. If you cannot inspire someone with what you are stepping into, you have not yet fully owned the vision yourself. Own it first.
- Show yourself. Sell your vision. If you do not believe in yourself and in what God has called you to, no one else will either — your belief is contagious.

- Thank-yous are massive. Get excellent at saying thank you. A donor who feels deeply seen and celebrated is a donor who stays, increases, and tells others.
- One gift can become dozens. Every person you share with could be connected to ten more. Never treat a single conversation as small.
- Communicate testimonies and updates. Remind your partners that you are doing this together — they are not sponsors, they are teammates.
- Ministry is a calling. It is work, sacrifice, and service — not just a platform. Be faithful in the small things first, and the bigger doors will open.

DAY 2**Name Your Icebergs + Know Your Calling**

Before you contact anyone about support, name the private fears that will sink this process if you let them go unnamed. These are your icebergs — the things lurking below the surface that feel bigger than they are once you say them out loud.

⚡ Day 2 Action

5. Write down your top 3 fears about asking for support. Be specific: fear of rejection, fear of looking needy, fear of an awkward conversation — name them exactly.
6. Write one sentence of scripture-based truth that directly answers each fear.
7. Now write one sentence that names your specific calling for these two years — not a vague mission statement, but a specific sentence you could say in a conversation. Example: "I am joining the CfaN School of Ministry team to train and serve in active ministry for two years, starting August."
8. Check that sentence for self-promotion. If any part of it is about how you look rather than what God is doing, rewrite it.

The calling you name today will become the backbone of every letter, call, and meeting over the next 30 days. It has to be true, specific, and yours.

There are two roads available to you as you raise support. The first road is performing — trying to look impressive, name-dropping, inflating your story to attract donors. It tends to plateau quickly and pulls you off course. The second road is simply obeying your call without deviation, trusting that God provides for what He orders. The grace and provision you need are tied to staying on the second road.

"And my God will supply every need of yours according to his riches in glory in Christ Jesus."

— **Philippians 4:19**

DAY 3**Bust the Myths**

Most students carry false beliefs about support-raising before they ever make a single ask. These beliefs cause people to quit before they start, give up after the first no, or undersell what God is doing. Read every myth below carefully — chances are, you have believed at least one of them.

MYTH: *Support raising is about the money.* **TRUTH:** It is not. It is about impact, relationship, and partnership. You are not collecting funds — you are mobilizing a network for the Great Commission.

MYTH: *Only wealthy people give.* **TRUTH:** People who love you and believe in what you are doing will support you — regardless of their income. Don't pre-screen people out of your list.

MYTH: *I don't have a network.* **TRUTH:** You do. You are simply not looking carefully enough. Every believer has a God-given, customized network placed around them for a purpose. Don't fish in the same pond everyone else fishes in.

MYTH: *You only have to ask once.* **TRUTH:** Ask, knock, and seek. Be persistent. Support rarely comes the first time someone hears about your need — it comes after relationship and repeated, gracious follow-up.

MYTH: *Asking makes people uncomfortable.* **TRUTH:** It only makes them uncomfortable if you don't ask. It's actually an honor to invite someone into something eternal. The discomfort belongs to you, not them — get over it, because you are not a burden. You are good ground.

MYTH: *If it's God's will, the money will just come.* **TRUTH:** It won't fall from heaven without action. Faith without works is dead. You must sow if you want to reap — and sowing means doing the work of personal connection.

Day 3 Action

9. Circle the myths you have personally believed.
10. Write your name into one of the truth statements — make it personal and confess it out loud.
11. Read Romans 12:1-2 and write one sentence about what renewing your mind means for your fundraising this month.
12. Write this down somewhere visible: God pays for what He orders. He called you to this. He is not surprised by the cost.

Build Your Convictions Before You Build Your List

- Support raising based on genuine, scripture-formed conviction will carry you through the hard days of this month. Support raising based only on enthusiasm will collapse the first time someone says no.
- Before you contact anyone, do your own Bible study on what God says about provision, partnership, and the worthiness of ministry workers. Do not let secondhand opinions or someone else's bad experience shape your beliefs — go to the Word yourself.
- Romans 12:1-2 is not motivational language. It is an instruction: be transformed by the renewing of your mind. Your thinking about money, support, and worthiness must change before your mouth can ask with real confidence.

- A practical framework: God pays for what He orders. He does not fund every dream — He funds the assignments He gives. When you are settled that this is His assignment for your life, you can ask with that same settledness. Work on your certainty first.
- Surround yourself with vision-driven people this month. Avoid those with a victim mentality about money, ministry, or God's provision. One wrong conversation at the wrong moment can derail a week of momentum.

DAY 4**Set Up Your Giving Infrastructure**

Before you ask anyone for money, make sure there is a clean, professional, and trustworthy way for them to give. Most donors — especially those who give regularly — value two things above almost everything else: a simple way to give online and a record of their donation for tax purposes.

CfaN School of Ministry uses Modern Missions as our official giving platform. Modern Missions is a ministry platform that processes tax-deductible donations, issues year-end giving statements, and allows supporters to set up recurring gifts — all through a secure, professional giving page tied to your account.

⚡ Day 4 Action

13. Contact the school office today to confirm your Modern Missions account is active and your giving page is live.
14. Visit your giving page yourself and test the donation process from a donor's point of view — click through every step.
15. Note your giving page URL. You will include it in every letter, every follow-up, and every social post.
16. Confirm with the school office how donors should make out checks, and what information they need for their giving records.

🔗 Why This Matters

- Donors who give through an official platform are more likely to give regularly and more likely to give larger amounts — because they know their gift is documented and tax-deductible.
- Every donor should receive a thank-you that confirms their gift was received and will be acknowledged at year-end for tax purposes. Your giving page handles this automatically.
- Never ask people to give cash or personal payment apps as your primary method. Use the official giving page first.

DAY 5**Start Your Top 100 List**

Today you start building the most important document in your support-raising season: your list. This is not a random contact list — it is a map of the God-given network He has placed around your life for exactly this purpose.

Write down every name you can think of. Do not edit yourself during this step. The time for evaluating names comes after you have them all on paper. Start broad — family, church community, school friends, coworkers, neighbors, past mentors, former coaches, youth group leaders, social media connections who know you personally.

Begin with the people you already identified on Day 1 — those you have genuinely invested in. They go at the top of your list. Then expand outward.

Day 5 Action

17. Write at least 60 names today in your Top 100 worksheet (Appendix B).
18. Do not stop to second-guess whether someone will give. Your job today is quantity.
19. Put a star next to anyone you have already been genuinely friendraising with — those are your warmest leads.

DAY 6

Complete and Categorize Your List

Today you finish the list and sort every name into one of four teams. This categorization tells you who to contact first, who to invest more relationship into before asking, and who you will reach through referrals.

Team	Likelihood	Who This Includes
A Team	Most likely to meet with you and say yes	Family, home church, closest friends
B Team	50/50 — worth a real conversation	Extended family, coworkers, mentors
C Team	Probably not, but still worth the ask	Acquaintances, distant relatives
D Team	Referrals — names you don't have yet	People your A/B team will point you to

Day 6 Action

20. Complete your list of 100 names.
21. Mark every name A, B, C, or D.
22. Set up your tracker (Appendix B) with columns: Name, Team, Contact Info, Date Contacted, Response, Follow-Up Date.
23. Pray over your list by name before tomorrow. This is your God-given network — treat it as sacred.

DAY 7**Draft Your Letter**

Your letter is not the ask — it is the introduction to the ask. Its job is to create enough warmth, clarity, and curiosity that when you call to schedule a meeting, the person is expecting you and glad to hear from you.

The letter follows a simple five-part structure:

24. Personal greeting — one sentence that references your actual relationship with this person.
25. One true story — a moment from your calling, a testimony from a current student, or a specific experience that shows what this school does. Make it concrete, not general.
26. State the need plainly — what School of Ministry actually involves: two years of hands-on ministry training and active service alongside the CfaN and Nations Church teams, serving communities and sharing the gospel from week one.
27. The specific ask — invite them to a face-to-face meeting (or video call) to hear more. Do not make the financial ask in the letter. The letter asks for the meeting. The meeting is where the funding conversation happens.
28. A clear way to respond — your phone number, your email, and your giving page URL for anyone who wants to give immediately without a meeting.

See Appendix A for a full sample letter with CfaN-specific language you can personalize. Do not send a form letter — personalize at minimum the first line and the story for each person.

⚡ Day 7 Action

29. Draft your personal letter using the structure above and the template in Appendix A.
30. Do not skip the story — this is the most important part. If you do not have a personal story yet, use the student testimony provided in Appendix A.
31. Have one trusted person review it today before you finalize it tomorrow.

DAY 8**Finalize and Send Your Letters**

Today your letters go out. Send to your full A team and B team — mail or hand-deliver when possible. A physical letter stands out in a world of digital noise, and it gives you something to reference when you call.

⚡ Day 8 Action

32. Finalize your letter with any edits from your reviewer.
33. Personalize the first line of every letter before sending.
34. Send or deliver letters to every A and B team contact today.
35. Note the send date in your tracker — you will follow up with a call within 3-5 days.

Email vs. Physical Mail

- A mailed or hand-delivered letter gets read. An email gets filtered. If physical mail is not possible, send a personal email — not a mass email and not a group text.
- If you hand-deliver, do not turn it into the meeting on the spot. Your goal is to deliver the letter and set a time to talk.

DAY 9

Prepare Your Call Script

Your call has one job: to schedule the meeting. It is not the ask. The ask happens face to face. The call is short, warm, and specific — and it references the letter so the person knows this is a follow-up, not a cold contact.

The sequence is: Letter first, then call within 3-5 days. The letter creates context. The call creates the meeting. The meeting creates the partnership.

Phone Call Script — Setting Up the Meeting

"Hi [Name], this is [Your Name]. I sent you a letter earlier this week about a journey I'm stepping into with CfaN School of Ministry — did you happen to get a chance to see it?"

[If yes]: "Great. I would love just 20-30 minutes to share more about it in person — could we grab coffee or meet up sometime this week or next?"

[If no]: "No worries at all — let me give you a quick summary..." [Share your one-sentence calling statement.] "I'd love to sit down with you and share more. Are you free for a coffee or a quick meeting this week?"

Once they agree to a time: "Perfect — I'll send you the details. Looking forward to it." [End the call. Do not pitch further.]

If they can't meet: "Totally understand — is there a better time coming up, or would a phone call work better for you?"

If they say no: "I completely understand. Thank you for taking my call — I appreciate you." [End graciously. Log it. Move on.]

Day 9 Action

36. Read the script out loud three times until it feels natural — not rehearsed.

37. Roleplay the call with a friend or fellow student and have them respond with a "yes," a "what's this about," and a "no." Practice all three endings.
38. Prepare your calendar so that when someone says yes, you can name a specific time immediately.

DAY 10**Make Your First Round of Calls**

Your letters have been out for 2-3 days. It is time to call. Block a dedicated window of time today — not one call between other tasks, but a focused block where this is the only thing you are doing.

⚡ Day 10 Action

39. Call every A team contact today.
40. Your goal is to schedule at least 5 face-to-face meetings for Phase 2.
41. Log every call in your tracker immediately — whether they answered, said yes, said no, or did not pick up.
42. For those who did not answer: leave a brief, warm voicemail referencing the letter and asking them to call back. Then text them the same day.

"Ask, and it will be given to you; seek, and you will find; knock, and it will be opened to you. For everyone who asks receives, and the one who seeks finds." — Matthew 7:7-8

☑ Phase 1 Success Checklist — Complete Before Moving to Phase 2

- I have invested in relationships with no ask attached (Day 1).
- I have named my icebergs and answered them with scripture.
- I have a one-sentence calling statement I can say in a conversation.
- My giving page is live and I have tested it.
- My Top 100 list is complete with A/B/C/D categorization and a working tracker.
- My letters have been sent to my full A and B team.
- I have made my first round of calls and have at least 5 meetings scheduled.

PHASE 2: THE ASK

Days 11–20 | Sit down. Cast vision. Ask with confidence. Track everything.

This is the phase most students fear and most students remember as the moment everything changed. You are not selling anything. You are inviting people into something God is already doing — and you are asking them to be part of it.

Your meetings will happen throughout this phase. The daily tasks between meetings keep momentum: calls to schedule more meetings, follow-up on previous meetings, and expanding your list through referrals. Keep your tracker updated every single day.

DAY 11

Prepare Your Meeting Script

Before your first meeting, understand this: support raising and evangelism are the same discipline wearing different clothes. Both require you to share a vision someone cannot see yet, invite a personal response, ask a direct question, and then be quiet and let the person answer. The fears are the same — rejection, awkwardness, uncertainty — and the solution is the same: obedience regardless of the outcome.

Every meeting follows the same arc: Story, Purpose, Activation — what we call the Three-Beat Ask. Then you ask for referrals in every meeting, whether the person gives or not.

The Three-Beat Ask — Face-to-Face Meeting Script

BEAT 1 — STORY

"I want to start by telling you something that shaped why I am doing this..."

[Share one true, specific moment — your own call to ministry, an encounter with God, or a testimony from a current student who served on a CfaN outreach and witnessed lives changed. One story. Make it specific enough that they can picture it.]

BEAT 2 — PURPOSE

"CfaN School of Ministry is not a classroom program. From day one, students are actively serving in real ministry alongside the CfaN and Nations Church teams — preaching the gospel, serving communities, and developing their gifts in the field. By the time a student finishes two years, they have not just studied ministry — they have done it. I believe this is what God is calling me into for this next season."

BEAT 3 — ACTIVATION (The Golden Question)

"I am trusting God for [total amount] by [date] so I can step into this fully. I have a support team I am building at different giving levels — [show Levels of Giving Chart] — and I would love for you to be part of it."

"Would you come on my monthly support team at [specific level]?"

[Then stop. Zip the lip. Wait. Do not fill the silence — the next person to speak should be them. This pause is where the yes lives.]

COMMUNICATION TIP — Match their pace:

If they are busy and direct: be concise, get to the point quickly, and respect their time.

If they are relational and unhurried: take your time, ask about their life first, let the conversation breathe.

Mirroring someone's pace and style builds trust faster than any script.

REFERRAL ASK — say this in every meeting, regardless of their answer:

"Whether or not you are able to give right now, I would love to ask — is there anyone in your life with a heart for the gospel or for missions who you think should hear about this? I would be honored to reach out to them."

[Write the names down in front of them. Thank them warmly. Add to your D team tracker immediately.]

On the Levels of Giving Chart: use it in every meeting. It removes the guesswork for the donor and takes the pressure off both of you. \$20/month is a strong entry-level ask — affordable for most people, recurring, and meaningful across two years.

Partner Level	Monthly Gift	Annual Impact
Harvest Partner	\$250+/month	\$3,000+/year
Mission Partner	\$100/month	\$1,200/year
Vision Partner	\$50/month	\$600/year
Kingdom Partner	\$20/month	\$240/year
Seed Gift	One-time gift (any amount)	Given by grace

Day 11 Action

43. Read your meeting script out loud until you know all three beats without notes.
44. Roleplay the full meeting with a fellow student — including the referral ask at the end.
45. Confirm your first meeting appointments and prepare your giving chart to bring with you.

DAY 12

Conduct Meetings — First Wave

Your meetings begin. Aim for 2-3 meetings this day and every day through Day 15. After each meeting, do the following before your head hits the pillow:

46. Log the outcome in your tracker — response, amount committed, and the referral names they gave you.
47. Send a thank-you within 24 hours — for every gift, every "yes," every meeting, even if the answer was no. A handwritten note is best. A sincere personal text is acceptable.
48. Add every referral name to your D team list immediately. You will contact them in Phase 3.

"Let us not grow weary of doing good, for in due season we will reap, if we do not give up." —
Galatians 6:9

DAY 13

Send Thank-Yous + Continue Meetings

Thank-yous are not optional courtesy — they are a key part of the relational foundation you are building for two years of partnership. A donor who feels genuinely seen and celebrated is a donor who stays, increases, and tells others.

⚡ Day 13 Action

49. Send every pending thank-you from yesterday's meetings today.
50. Confirm any remaining meeting appointments for Days 14-15.
51. Call any B team contacts who have not yet responded to set up their meetings.

DAY 14

Follow Up on Every 'Maybe'

Most support is not lost to a hard no — it is lost to silence after a soft maybe. A "let me think about it" without a follow-up plan is a gift you are leaving on the table. Today you track down every open response.

⚡ Day 14 Action

52. Review your tracker. Identify every contact marked "maybe," "thinking about it," or "follow up."
53. Call or text each one with a warm, brief check-in: "Hey [Name], just following up from our conversation — I wanted to see if you had any questions or if you felt ready to jump in. I'd love to have you on the team."
54. Set a specific follow-up date for anyone who still needs time. Put it in your tracker.

DAY 15**Expand Your List — Contact All Referrals + Use the CfaN Referral Program**

You have now asked for referrals in every meeting. Today those names become active contacts. Every referral is a warm lead — someone a person you trust thought should know about your mission.

 The CfaN SOM Referral Program

- CfaN School of Ministry has a referral program that rewards you for inviting others to apply. Here is how it works:
- For every person who applies to the school using your name as a referral code and pays their enrollment, you receive a \$1,000 discount on your own tuition.
- The person you refer receives a \$500 discount on their own tuition when they use your name.
- If 5 people apply and pay using your referral, your second year can be free.
- Your referral code is your full name. Direct anyone you invite to cfansom.org and make sure they enter your name in the referral field on the application.
- This is a real, active program. Pray about who God is prompting you to invite — not just to give financially, but to consider enrolling themselves.

 Day 15 Action

55. Add all referral names from your meetings to your tracker under the D team column.
56. Contact every referral with a brief, personal message: "[Name who referred you] gave me your name and thought you might want to hear about what I am doing with CfaN School of Ministry. Would you be open to a quick call or coffee?"
57. Additionally, pray and identify at least 3 people you believe God might be calling to the school — not just to give, but to potentially enroll. Share the school with them personally and give them your referral code.
58. Schedule meetings with any referrals who respond positively.

DAY 16**Continue Meetings + Call Remaining B/C Team**

Keep your meeting calendar full. If your A and B team meetings are winding down, begin contacting your C team and any new referrals. The pipeline should not empty until you are fully funded.

 Day 16 Action

59. Conduct any scheduled meetings today.
60. Call any C team contacts who have not been reached yet.
61. Update your tracker with a running total of what has been committed so far.

DAY 17**Check Your Numbers**

By Day 17 you should have a clear picture of where you stand. Today is a numbers day — not to feel anxious about the gap, but to plan the right next step for Phase 3.

⚡ Day 17 Action

62. Calculate your total committed support so far — recurring monthly amounts and one-time gifts.
63. Calculate your remaining gap to full funding.
64. Identify the 5 contacts most likely to still move if you reach out personally. Mark them in your tracker.
65. Pray over the gap by name — not in a spirit of worry, but in faith that the provision already exists in the network God has given you.

DAY 18**Send a Second Wave of Outreach**

Some people on your list have heard from you once and not responded. Today you go back to them — not to pressure, but to make sure they actually saw what you sent and to give them another opportunity to respond.

⚡ Day 18 Action

66. Send a brief personal follow-up to every A and B team contact who has not yet responded.
67. Vary the channel — if you sent a letter, follow up with a call. If you called and got voicemail, send a personal text.
68. Message: "Hey [Name], I know life is busy — I just wanted to make sure you got my letter about School of Ministry. I'd love just 20 minutes of your time if you're open to it. No pressure either way — just wanted you to know the door is open."

DAY 19**Catch Up on Tracker and Thank-Yous**

Do not fall behind on your tracking and thank-yous. A sloppy tracker means lost follow-ups. Unsent thank-yous mean weakened relationships at exactly the moment they matter most.

⚡ Day 19 Action

69. Make sure every contact outcome in your tracker is current.
70. Send any pending thank-you messages — no exceptions.

71. Write a personal thank-you note (physical or email) to any donor who has committed more than \$100.

DAY 20**Assess and Prepare for Phase 3**

Phase 2 closes today. Look at where you are honestly — not with fear, but with clear eyes and a clear plan for the final push.

⚡ Day 20 Action

72. Know your exact numbers: total raised, recurring monthly committed, and the dollar gap remaining.
73. Identify your top 10 most likely Phase 3 actions — who still needs to be reached, who needs a final follow-up, who has not been asked for referrals yet.
74. Complete the Phase 2 Success Checklist before moving forward.

☑ Phase 2 Success Checklist — Complete Before Moving to Phase 3

- I have conducted at least 10 ask meetings.
- I asked for referrals in every meeting.
- Every meeting outcome is logged in my tracker.
- Every thank-you has been sent within 24 hours of the meeting.
- I have contacted all referral names.
- I know my exact dollar total raised and my remaining gap.

PHASE 3: THE FINISH

Days 21–30 | Expand. Post with purpose. Close the gap.

DAY 21

Post Your First Mission-Centered Social Update

Social media is a tool, not a strategy on its own. It works best as a supplement to personal relationships — it keeps your wider network aware, lets people follow the journey, and creates moments for people who weren't reached personally to step in and give.

The filter for every post is simple: could this post have been written about someone else? If a post only works because it centers your experience or your needs, rewrite it so that the people being served — or the mission itself — are the subject and you are the witness.

Watch for the self-promotion trap. It is tempting to use social posts to build your own image as a way of attracting funding. Resist it. God does not need you to promote yourself, and when you stop trying to, He tends to open doors far beyond what you could engineer. Posts that lead with impact — a story, a moment, a testimony — draw people in far more than posts that lead with a dollar goal.

Day 21 Action

75. Write one post today. It must include: a real story or moment (yours or a testimony from the school), what the school is doing and why it matters, your giving page link, and a specific deadline.
76. Include a clear, simple giving link — your Modern Missions page — in every post.
77. Do not post just a goal meter or a dollar count without a story attached.

Here is the difference between a post that scrolls past and a post that moves people:

Avoid this...	Do this instead...
"Still need \$3,200! Please donate!"	"Last week a student on outreach led three people to Christ for the first time. That is the school I am joining. I need [specific amount] by [date] to be there."
"Please share — I need this!"	Public thank-you to a donor (first name only, with permission): "Thank you to [Name] for believing in this mission. We are \$[X] from the next milestone."
No structure — just an urgent request followed by a dollar count	A structured post: MISSION / FUNDING UPDATE / PRAYER POINTS / HOW TO GIVE — clean, clear, easy to share
Repeated posts with only a goal tracker, no story or gratitude	One post per week — a story, a thank-you, or a progress update — always with a giving link and a deadline

Structured Social Post Template

MISSION

- [One sentence: what you are doing and where. Example: I am moving to Orlando this August to join CfaN School of Ministry — two years of hands-on ministry training and active service.]

FUNDING UPDATE

- [Exact dollar amount raised so far and what remains. Example: \$3,273 covered so far — \$2,127 to go before August 1.]

PRAYER POINTS

- [2-3 specific things people can pray for — not just money, but your growth, your transition, specific needs.]

HOW TO GIVE

- [Your official giving page link] *These gifts are tax-deductible.
- Your official school tuition account link

Please feel free to message me with any questions. Thank you for being part of this journey with me.

A Note on Layered Obedience

- Sometimes God calls you to a big vision but walks you into it one step at a time. Missing one step can stall the whole process — not because God stopped providing, but because there was an act of obedience required first.
- If support seems stuck during Phase 3, pause and ask honestly: Is there a step of obedience I have avoided? A person I have been unwilling to call? A fear I have let make decisions for me?
- Walking in step with the Spirit — including in the practical work of support raising — is where the breakthrough tends to happen. Not in the polished pitch. In the next obedient step.

DAY 22

Personal Outreach to Non-Responders

There are people on your list who have not responded to a letter, a call, or a follow-up text. Today you make one final personal attempt — not mass messaging, but individual, personal contact. Keep it brief and leave the door open.

⚡ Day 22 Action

78. Identify every contact who has not responded at all.
79. Send each one a short personal message: "Hey [Name], I just wanted to reach out one more time about School of Ministry. I know your schedule is full — if there's any chance we could connect, even for 15 minutes, I'd love to share what I'm stepping into. Totally understand if the timing isn't right."
80. For your closest relationships, make a personal call rather than a text.

DAY 23**Ask Existing Donors to Increase or Give a Second Gift**

The people who have already said yes are your most likely source of additional support. They have already decided they believe in you. A personal, gracious ask to increase their gift — or make an additional one-time gift — is entirely appropriate and often welcomed.

⚡ Day 23 Action

81. Identify donors who gave a one-time gift and contact them personally: "Thank you so much for your gift — it means more than I can say. As I get closer to full funding, would you consider setting up a recurring monthly gift as well, even at \$20/month? Having you on the team every month through this two-year season would be incredible."
82. For recurring donors, reach out personally to share a specific update and thank them — then ask if there's any capacity to increase.
83. Always lead with genuine gratitude before any ask.

DAY 24**Engage Your Church and Home Community**

Your home church and close faith community are among the most natural support bases for ministry training. If you have not already made a direct, personal ask to your pastor, church leadership, or small group, today is the day.

⚡ Day 24 Action

84. Contact your pastor or a church leader with a personal message asking whether the church has a missions or ministry fund that could support your training.
85. Ask whether you could share briefly with your small group, youth group, or Sunday gathering about what you are stepping into.
86. Follow the same Three-Beat Ask structure in any group setting as you would one-on-one — story, purpose, activation.

DAY 25**Ask Every Existing Donor for One Referral**

You have already been asking for referrals in your meetings. Today you go back to everyone who has given — and ask each of them personally for one more name. Someone who has already invested in you is your best advocate.

⚡ Day 25 Action

87. Message every donor with a warm thank-you update first — share one thing that has moved or encouraged you this week.
88. Then make the ask: "One more favor — is there anyone in your world who you think has a heart for missions or for training the next generation for ministry? I'd love to reach out to them if you're comfortable passing their name along."
89. Add every new name to your tracker and contact them this week.

DAY 26**Send Your Final Push Message**

Today you send your most direct communication of the entire 30 days — a specific, deadline-driven message to your full contact list naming exactly what remains and exactly when it is needed. Urgency rooted in honesty is not manipulation. It is clarity, and clarity moves people to act.

And do not be ashamed if this moment feels desperate. Real need — held with honesty instead of hidden — often produces the most genuine responses of the whole season. If your back is against the wall, say so. Sincerity and faith in God's provision, spoken plainly, move people more than any polished pitch.

📌 Final Push Message Template

"I am [X] away from full funding for my first year at CfaN School of Ministry, and classes begin [date]."

"I have seen God move in incredible ways through this process — [one sentence of testimony or gratitude]. But I still need [specific dollar amount] to close the gap."

"If you have been waiting to give, or if you know someone who might want to partner with me, right now is the moment. Every gift this week makes the difference."

"Give here: [your Modern Missions giving page link]"

"Thank you from the bottom of my heart. I am trusting God to complete this — and I believe He has already placed the provision in this very network."

⚡ Day 26 Action

90. Send your final push message to every contact in your tracker — email, text, and social post.
91. Make it personal wherever possible. Do not blast a generic group message to your A team.
92. Include your exact dollar gap, your deadline, and your giving link in every version.

DAY 27

Call Every Open 'Maybe'

If there is a name in your tracker with no final answer yet, today you get one. Not through text — through a phone call. A real conversation moves things that a message cannot.

⚡ Day 27 Action

93. Call every open maybe and follow up on every unread message.
94. Script: "Hey [Name], I know I've reached out a couple of times — I just wanted to connect personally. I'm in the final stretch of my funding and I wanted to see if you had any questions or if there's any way you might be able to jump in at this point."
95. Honor every answer — yes, no, or not yet — with grace and gratitude.

DAY 28

Post a Testimonial Update

Today's social post is specifically about someone else — a testimony, a student story, a moment of impact from the ministry you are joining. Your giving community deserves to see that their support connects to something real.

⚡ Day 28 Action

96. Write and post an update featuring a specific story of ministry impact — not about your fundraising goal.
97. If you have a testimony from a CfaN student or from your own encounter with the school, use it.
98. Include your giving link and closing date. Keep it brief. Let the story do the work.

DAY 29

Thank Everyone — Regardless of Whether They Gave

Today you thank your whole network. Not just donors — everyone who has prayed for you, shared your posts, taken your calls, or simply listened. These people are part of the journey whether or not they ever gave a dollar.

Day 29 Action

99. Send a personal thank-you to every single donor.
100. Send a general thank-you update to your full contact list — sharing where you are, what God has done, and what still remains.
101. For your A team relationships, a handwritten note this week is worth more than any digital message.

DAY 30

Assess, Celebrate, and Plan the Repeat

Day 30 is not the end — it is the assessment point. Celebrate every dollar raised and every relationship built. Then look at your gap honestly and plan your next cycle.

Day 30 Action

102. Calculate your final total: how much is committed in recurring giving and one-time gifts.
103. Identify your remaining gap and the names most likely to close it.
104. Decide whether to run a second 30-day cycle immediately or to shift into the sustaining rhythm described in the section that follows.
105. Send one final update to your full list: celebrate what God has done, name the gap if one remains, and keep the door open for anyone who is still considering.

Phase 3 Success Checklist

- I have posted at least two story-centered social updates with giving links.
- I have personally contacted every non-responder.
- I have asked existing donors for referrals and increases.
- I have sent a final push message with a specific dollar gap and deadline.
- I have thanked everyone — donors and non-donors.
- I know my exact funding status.

If the Gap Remains: REPEAT

If you reach Day 30 and are not fully funded, you do not stop — you repeat. Go back to Phase 1 with your updated list, your new referrals, and everything you learned in the first cycle. The second cycle is always faster than the first because your confidence is higher, your list is wider, and your story has more evidence in it.

- Expand your C and D team into the primary focus of your second cycle.
- Ask every existing donor for one more referral before the second cycle begins.
- Post a specific, story-driven update that shows progress — donors who are watching want to see momentum before they step in.

"Whoever sows sparingly will also reap sparingly, and whoever sows generously will also reap generously." — 2 Corinthians 9:6

Beyond Your Funding Goal: Sustaining the Relationship

Reaching full funding is not the end of the relationship — it is the beginning of a two-year partnership. Keep these rhythms through your entire time in School of Ministry:

- Monthly update to your full donor list — short, story-driven, never just a financial report. Your donors are on the team with you. Let them feel it.
- Quarterly personal note to your A and B team donors — a handwritten card or personal email. Reference something specific about their life or about what you have been experiencing in ministry.
- Real-time messages during significant field moments — when something moves you, when someone gets saved, when God shows up in an unexpected way, share it with the people who are funding it.
- Use school breaks as natural reconnection points. A coffee with a key donor during a break does more for the long-term relationship than a year of newsletters.

Above all, stay obedient to your calling. The provision that flows to you is tied to the path God has placed you on. Stay on it, stay grateful, and stay in genuine relationship with the people who have said yes to walking this season with you.

Do the hard, faith-building work of personal connection. Don't shortcut it.

"If we have sown spiritual things among you, is it too much if we reap material things from you?" — 1 Corinthians 9:11

APPENDIX A: Support Letter Template

This is a full sample letter with CfaN-specific language. Replace bracketed sections with your personal details. The section marked [YOUR STORY] must be your own — do not send a generic version. Everything else can be adapted as needed.

[Date]

[Recipient Name]

[City, State]

Dear [Name],

[One personal sentence that references your real relationship — something you know about them, a shared memory, or how long you have known each other. Example: "It has been such an encouragement to walk alongside you this past year at church, and I have been grateful for your friendship more than you know."]

I am writing because I am stepping into one of the most significant seasons of my life, and I wanted you to be among the first to know.

This August, I will be joining the inaugural class of CfaN School of Ministry — a two-year ministry training program based in Orlando, Florida, hosted by Christ for All Nations and Nations Church. This is not a classroom program. From day one, students are actively serving in real ministry alongside the CfaN and Nations Church teams: reaching communities, sharing the gospel, and developing their gifts in the field. Students are not studying ministry from a distance — they are doing it, week one.

CfaN (Christ for All Nations) has seen over 80 million documented decisions for Christ across Africa and the world. Nations Church carries that same evangelistic fire into its local and global mission. I will be learning from and serving alongside leaders who have given their lives to the Great Commission — and I will be doing so as an active participant, not a student observer.

[YOUR STORY — Required. Write 2-4 sentences about the moment you knew God was calling you to this. Be specific. What happened? What did God say or show you? What changed? If you do not have a personal story yet, write about what drew you to the school and what you believe God will do through this season in your life. This is the most important part of your letter — do not skip it or write something generic.]

My goal is to raise [total amount] in support by [date] so I can step into this season fully funded and fully present. I am asking a team of committed partners to walk this journey with me — whether through a monthly commitment or a one-time gift.

I would love just 20-30 minutes to share more with you in person over coffee or a meal. Would you be open to that in the next couple of weeks? I believe this conversation could be an encouragement to both of us.

If you feel led to give right away, you can do so securely through my school giving page at:

[Your Modern Missions Giving Page URL]

All gifts are tax-deductible and you will receive a year-end giving statement for your records.

Thank you for taking the time to read this. It means more than I can express. I believe God has already placed the provision for this season in the very network He has placed around my life — and I am deeply grateful that you are in it.

In His service,

[Your Name]

[Your Phone Number]

[Your Email Address]

[Your Giving Page URL]

APPENDIX B: Top 100 Tracker

Use this table to build and track your full contact list. Add rows as needed. Update after every contact — this tracker is your most important tool for the next 30 days.

[illegible]

APPENDIX C: Quick Reference Scripts

Phone Call — Setting the Meeting

📞 Opening Call Script

"Hi [Name], this is [Your Name]. I sent you a letter recently about something I'm stepping into this year — did you happen to see it?"

[If yes]: "I would love just 20-30 minutes with you to share more in person. Are you free for coffee or a quick meeting this week or next?"

[If no]: "No worries — the short version is, I'm joining a two-year ministry training program with CfaN School of Ministry in Orlando, and I'm building a support team. I'd love to sit down and share more with you. Could we find 20 minutes together?"

[If they say yes to meeting]: "Perfect, how does [day/time] work for you?" [Confirm and end the call.]

[If they say no or not now]: "Absolutely understand. Thank you for taking my call — it really means a lot."

Face-to-Face Meeting — The Three-Beat Ask

📞 Full Meeting Arc

BEAT 1 — STORY

"Before I share anything else, I want to tell you something that has shaped why I'm doing this..."

[Your personal story — 2-3 minutes. Specific. True. Not a summary — a moment.]

BEAT 2 — PURPOSE

"CfaN School of Ministry is not a traditional classroom program. From day one, students are actively serving in real ministry — reaching communities, sharing the gospel, and growing in their gifts in the field. I'll be working alongside a team that has seen millions of people come to Christ, and I'll be doing ministry, not just studying it. I believe this is where God has called me for these next two years."

BEAT 3 — ACTIVATION

"I'm trusting God for [total amount] by [date] to step into this fully. I'm building a support team at different giving levels — [show Levels of Giving Chart] — and I would love for you to be part of it."

"Would you prayerfully consider coming on board at \$20/month? Having your support every month through this two-year season would mean so much."

[Stop. Wait. Let them respond. Do not fill the silence.]

REFERRAL ASK — say this in every meeting:

"Whether or not you're able to give right now, I'd love to ask — is there anyone you know who has a heart for missions or the gospel who you think should hear about this? I'd be honored to reach out to them."

[Write the names down in front of them. Thank them warmly.]

Thank-You Message

After Every Meeting — Donor Version

"[Name], thank you so much for meeting with me today. Your willingness to [give / consider / listen] genuinely moved me. I don't take lightly that you would invest in what God is doing through my life — I am honored to have you on this team. I'll keep you updated every step of the way. Thank you from the bottom of my heart."

After Every Meeting — Non-Donor Version

"[Name], thank you for making time for me today. I am so grateful for the relationship we have, and I appreciate you listening and hearing my heart. It meant more than you know. Please keep me in your prayers — I'll keep you posted on how things unfold."