



Lausanne  
Global Classroom

# Ministry Fundraising

User Guide

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## Introduction

The **Lausanne Global Classroom** is designed to connect emerging evangelical leaders to key issues and ideas in global mission today. As these leaders grow into national, regional, and global influence, our hope is that they will be well-equipped and knowledgeable for the work of mission in their generation.

This Classroom episode is on **Ministry Fundraising**, a critically important aspect for mission. The goals of this episode are to introduce ministry fundraising; to explore biblical, theological, and spiritual aspects of ministry fundraising; and to suggest best practices and next steps for young leaders, established leaders, churches, organizations, and individuals so they can begin to understand and implement effective ministry fundraising in the context served.

Global Classroom episodes are based on short videos in a documentary format totaling 32 minutes, designed to give a broad introduction to the subject of the episode. The short video sections may be viewed all at once, or section by section at the discretion of the group leader or instructor.

Additionally, each episode has a **user guide**, which builds on what is introduced in the video. Factors to consider when customizing the use of video are: the knowledge base of the group regarding research, the format of the setting, the time frame in which to place the research resource, etc. The Video Introduction page in the user guide may help you to determine which section is most appropriate for your use and/or where to stop the video in order to facilitate reflection and discussion.

The user guide contains curriculum for four contexts: 1) small group settings, such as a ministry staff meeting or mission-minded discussion group; 2) an academic unit as part of a course, such as at a seminary or university; 3) a semester-long academic course; and 4) an individual setting for those personally seeking missiological content that is current and globally representative. Sections of this user guide are only relevant to one of these four contexts, indicated by the following icons:



**Small group**



**Academic unit**



**Academic course**



**Individual**

All of the above are simply suggestions, and all of the curriculum is fully adaptable. You know your context better than anyone, and we hope you feel the freedom to use this resource in a way that makes sense for you and your group, class, or organization. We welcome any feedback you may have about this or future Classroom courses. Please send your feedback to the email address below.

Thank you for participating in Global Classroom: Ministry Fundraising.

Global Classroom Team

Lausanne Movement

[classroom@lausanne.org](mailto:classroom@lausanne.org)

<https://www.lausanne.org/lausanne-global-classroom/global-classroom>

## Episode Introduction and Outline

This episode is designed to give you a *broad* introduction to the topic of Ministry Fundraising. Much more can, and indeed should, be said about ministry fundraising in ministry and mission.

The section videos in the episode progress through the outline below.

### Outline of Episode

#### Introduction: Definition of Ministry Fundraising

#### Section 1: Biblical, Theological, and Spiritual Insights on Ministry Fundraising

- A. Old Testament Foundations
- B. New Testament Teachings
- C. The Spirituality of Ministry Fundraising

#### Section 2: Ministry Fundraising in Practice

- A. The Power of Generosity
- B. Selected Best Practices
- C. Cultural Approaches to Christian Ministry Fundraising

#### Section 3: Next Steps

**Total time:** 32 minutes, 26 seconds

## Small Group Facilitation Guide

### Materials

- Lausanne Global Classroom: Ministry Fundraising episode  
[YouTube playlist](#)  
[Episode page with link to HD file downloads](#)

*The episode can be watched in its entirety or by section. Each section is titled with a graphic. Feel free to pause for discussion (potential questions provided below). Also, in some contexts, you may only desire to use 1 or 2 sections of the video and cover the remaining information another way. Feel free to make these resources work for you and your context.*

- Gidoomal, Ram, and the Lausanne Resource Mobilization Working Group. '[Kingdom Stewardship](#).' Advance Paper for the Third Lausanne Congress on World Evangelization, Cape Town, South Africa, October 2010.
- Brister, Jozell, James Litton, Monty Lynn, and T. Kyle Tippens. '[More Blessed to Give than to Receive: A Model of Lifetime Charitable Giving](#).' *JBIB* 19 (2016): 38-56.

### **Leader Responsibilities Include:**

- Tailor the use of these resources to the knowledge of your particular group. Is your group already familiar with ministry fundraising or will these concepts be new to the group?
- Determine the time frame and format to discuss ministry fundraising as applied to global mission for your group.
- Determine which questions best fit the reflection and discussion process for this particular group.
- Assign the activities listed below to members of the group. Decide on a timeline for presentation to the group for discussion of the results.

## Discussion Questions

1. What are your perceptions, understandings, and feelings about ministry fundraising? What is the source of these? Share positives and negatives. What expectations do you have for this Global Classroom episode to help you in ministry fundraising?
2. Discuss some biblical examples of ministry fundraising. How do these examples highlight the importance of teaching generosity for ministry, mission, and global Christian efforts today? How do the biblical perspectives shared in the video help you better understand principles for ministry fundraising?
3. How does ministry fundraising contribute to understanding people and developing relationships? What makes this potentially strategic for churches? Organizations? Mission groups?
4. What are some temptations in ministry fundraising? With which temptation might you most struggle? What steps can you take to avoid these situations?
5. What are some reasons ministry fundraising is important for Christian organizations? What role should the church have in ministry fundraising?
6. How can ministry fundraising contribute to personal, institutional, and societal transformation? Can you think of examples?
7. What spiritual dimensions of ministry fundraising did you notice as you watched the video? Which of these are significant for you? Why?
8. Discuss how generosity impacts ministry fundraising, both as one who gives and as one who encourages others to give.
9. In the Best Practices segment, which of the suggestions were most unique or helpful for you? Why?
10. In the segment on Cultural Approaches to Ministry Fundraising, Prem Kumar Lee states that there is plenty of money in India and that organizations need to start raising money within the country, rather than overseas. What spiritual principles does this point to? What are some reasons this would be important for any country?
11. Discuss some of the temptations and challenges about fundraising for ministries mentioned in the Next Steps segment. What are the answers to these pitfalls and struggles that those interviewed discussed? Discuss how these suggestions might apply in your situation.
12. After individually reading the suggested articles in the Materials section above, discuss both as a group. How do the articles fill out your understanding of stewardship, giving, fundraising, and generosity? What new goals will you set after contemplating the articles?

## Suggested Activities to Do in Your Community

1. Identify an effective and fruitful ministry in your church or community. Set up a time to visit the ministry as a group. Find out how they address the funding needs of their ministry. Discuss what you learn at the next meeting of your group. Compare it to what you learned in the video. Are there aspects from the video you would share with the ministry? Which, and why?
2. Prepare a skit with one or two others in your group on how *not* to do ministry fundraising. Perform it at the next gathering of the whole group.
3. Attend a ministry fundraising event or conference as a group. Take notes and gather information about ministry fundraising organizations or practices. Discuss the findings everyone gleaned at the next gathering of your group. Which findings would be most helpful for you or your group to employ in your situation?
4. Select one of the books listed in the Suggested Bibliography (see Appendix) and read it as a group. Discuss a chapter or two on ministry fundraising concepts described in the book during your group meetings.
5. Based on some of the lessons learned from the Global Classroom episode on Ministry Fundraising, prepare a PowerPoint presentation as a group to be presented to your pastor or church on how to raise funds for a local or church ministry.
6. Describe how principles of generosity are integrated into your church's discipleship and spiritual growth process. If they are not, what changes might you suggest?
7. Reflect on the above question (#6) in terms of your own family, children, etc.
8. Work with your church leadership (pastor, elders, board, etc.) to introduce the biblical concepts of ministry fundraising, principles of generosity, and giving to the congregation. Plan with your group and the leaders how this might happen, and what it might involve (evening event, stewardship promotions, etc.).
9. Join a cohort for ministry fundraising at [www.ministryfundraisingnetwork.org/cohorts](http://www.ministryfundraisingnetwork.org/cohorts).

## Syllabus for an Academic Unit

### **Global Classroom: Ministry Fundraising**

This syllabus can be used as a unit in a class on missions, global issues, Christian finance, stewardship, etc. See our Syllabus for an Academic Course for a full-semester length version.

#### **Purpose**

To introduce ministry fundraising and its importance for global mission and the church so that learners and leaders understand how ministry fundraising contributes to the enhancement and effectiveness of ministry.

#### **Outcomes**

After viewing the Global Classroom episode on Ministry Fundraising and completing the accompanying interactions and assignments, students will be able to:

- Discuss concepts of ministry fundraising, including biblical, theological, spiritual, and philosophical considerations.
- Provide biblical examples and principles of ministry fundraising.
- Understand the important role the church has in encouraging ministry fundraising.
- Gain an awareness of best practices for ministry fundraising.
- Understand how concepts of generosity and stewardship relate to ministry fundraising.
- Encourage and facilitate indigenous ministry fundraising and support in cross-cultural contexts.
- Be familiar with resources and networks that can help the student grow in ministry fundraising knowledge and skills.

### **Faculty Responsibilities Include:**

- Determine what part or parts of the video best fit your course purposes.
- Determine the time frame to be used for implementing sections of the video or the whole video resource.
- Customize the use of these materials and assignments to best fit your purposes and course outcomes.
- Determine what other resources might be helpful for your students to learn about ministry fundraising in their ministry context.
- Determine how you will grade or score the assignments and activities you choose.

### **Unit Materials**

- Lausanne Global Classroom: Ministry Fundraising episode  
[YouTube playlist](#)  
[Episode page with link to HD file downloads](#)
- Gidoomal, Ram, and the Lausanne Resource Mobilization Working Group. '[Kingdom Stewardship](#).' Advance Paper for the Third Lausanne Congress on World Evangelization, Cape Town, South Africa, October 2010.
- Brister, Jozell, James Litton, Monty Lynn, and T. Kyle Tippens. '[More Blessed to Give than to Receive: A Model of Lifetime Charitable Giving](#).' *JBIB* 19 (2016): 38-56.
- Selected books from the Suggested Bibliography section at the end of this user guide.

### **Discussion Questions**

1. What expectations do you have for this Global Classroom episode to help you in ministry fundraising?
2. What are your perceptions, understandings, and feelings about ministry fundraising? What is the source of these? Share positives and negatives. How were these perceptions, understandings, and feelings formed in you?
3. Discuss some biblical examples of ministry fundraising. How do these examples highlight the importance of teaching generosity for ministry, mission, and global Christian efforts today? How do the biblical perspectives shared in the video help you better understand principles for ministry fundraising?

4. Describe how principles of generosity are important to discipleship.
5. How does understanding people and developing relationships inform ministry fundraising? What makes this potentially strategic for churches? Organizations? Mission groups? Individuals?
6. What are some temptations in ministry fundraising? With which temptation might you most struggle? What steps can you take to avoid these situations?
7. What are some reasons ministry fundraising is important for Christian organizations?
8. What is the role of the church in evaluating ministries for support? What are some principles for determining whether a ministry is worthy of support?
9. How can ministry fundraising contribute to personal, institutional, and societal transformation? Can you think of examples?
10. What spiritual dimensions of ministry fundraising did you notice as you watched the video? Which of these are significant for you? Why?
11. Discuss how generosity impacts ministry fundraising, both as one who gives and as one who encourages others to give.
12. In the segment on Best Practices, which of the suggestions were most unique or helpful for you? Why?
13. In the segment on Cultural Approaches to Ministry Fundraising, Prem Kumar Lee states that there is plenty of money in India and that organizations need to start raising money within the country, rather than overseas. What spiritual principles does this point to? Why would this be important for any country?
14. Discuss some of the temptations and challenges about fundraising for ministries mentioned in the Next Steps segment. What are the answers to these pitfalls and struggles that those interviewed discussed? Discuss how these suggestions might apply in your situation.

### **Suggested Assignments**

1. Prepare a skit with one or two fellow students on how *not* to do ministry fundraising. Present it to the class.
2. Attend a ministry fundraising event or conference. Take notes and gather information about ministry fundraising organizations or practices. Write a report on the findings gleaned about ministry fundraising. List which practices you learned about that would be most helpful for you or your organization to employ in a ministry fundraising context.

3. Select one of the books listed in the Suggested Bibliography (see Appendix) to read. Write a three-page reflection paper on the book. Discuss pros and cons of the author's assertions about ministry fundraising.
4. Prepare a PowerPoint presentation to be presented to the class on how to raise funds for a local church ministry or outreach. Include principles learned from the video and readings.
5. Contact an organization that coaches leaders in ministry fundraising. Interview someone there to discover how they approach ministry fundraising, what they train clients in, what challenges they face, the strategies they use, etc. Write a paper on your experience and the discoveries made in the process.
6. Prepare a sermon or talk on the biblical view of stewardship and generosity. Present it to the class.
7. Join a cohort for ministry fundraising at [www.ministryfundraisingnetwork.org/cohorts](http://www.ministryfundraisingnetwork.org/cohorts).

# Syllabus for a Full Semester Academic Course

## **Global Classroom: Ministry Fundraising**

This syllabus can be used for a semester-long directed-study course on Ministry Fundraising. See our Syllabus for an Academic Unit above for a shorter unit-length version.

### **Purpose**

To introduce ministry fundraising and its importance for global mission and the church so that learners and leaders understand how ministry fundraising contributes to the enhancement and effectiveness of ministry.

### **Outcomes**

After viewing the Global Classroom episode on Ministry Fundraising and completing the accompanying interactions and assignments, students will be able to:

- Discuss concepts of ministry fundraising, including biblical, theological, spiritual, and philosophical considerations.
- Provide biblical examples and principles of ministry fundraising.
- Understand the important role the church has in encouraging ministry fundraising.
- Gain an awareness of best practices for ministry fundraising.
- Understand how concepts of generosity and stewardship relate to ministry fundraising.
- Encourage and facilitate indigenous ministry fundraising and support in cross-cultural contexts.
- Be familiar with resources and networks that can help the student grow in ministry fundraising knowledge and skills.

### **Faculty Responsibilities Include:**

- Determine what part or parts of the video best fit your course purposes.
- Determine the time frame to be used for implementing sections of the video or the whole video resource.
- Customize the use of these materials and assignments to best fit your purposes and course outcomes.
- Determine what other resources might be helpful for your students to learn about research and strategic information in their ministry context.
- Determine how you will grade or score the assignments and activities you choose.

## Course Materials

- Lausanne Global Classroom: Ministry Fundraising episode  
[YouTube playlist](#)  
[Episode page with link to HD file downloads](#)
- Gidoomal, Ram, and the Lausanne Resource Mobilization Working Group. '[Kingdom Stewardship](#).' Advance Paper for the Third Lausanne Congress on World Evangelization, Cape Town, South Africa, October 2010.
- Brister, Jozell, James Litton, Monty Lynn, and T. Kyle Tippens. '[More Blessed to Give than to Receive: A Model of Lifetime Charitable Giving](#).' *JBIB* 19 (2016): 38-56.
- Jeavons, Thomas, and Rebekah Burch Basinger. *Growing Givers' Hearts: Treating Fundraising As Ministry*. 1st ed. ed., San Francisco, Jossey-Bass, 2000.
- Kapic, Kelly M, and Justin Borger. *God so Loved, He Gave: Entering the Movement of Divine Generosity*. Grand Rapids, Mich., Zondervan, 2010.
- Nouwen, Henri J. M, and John S Mogabgab. *A Spirituality of Fundraising*. Nashville, Tenn., Upper Room Books, 2011.
- Rodin, R. Scott, and Gary G Hoag. *The Sower: Redefining the Ministry of Raising Kingdom Resources*. Winchester, VA, ECFA Press, 2010.

## Discussion Questions

1. What expectations do you have for this Global Classroom episode to help you in ministry fundraising?
2. What are your perceptions, understandings, and feelings about ministry fundraising? What is the source of these? Share positives and negatives. How were these perceptions, understandings, and feelings formed in you?
3. Discuss some biblical examples of ministry fundraising. How do these examples highlight the importance of teaching generosity for ministry, mission, and global Christian efforts today? How do the biblical perspectives shared in the video help you better understand principles for ministry fundraising?
4. Describe how principles of generosity are important to discipleship.

5. How does understanding people and developing relationships inform ministry fundraising? What makes this potentially strategic for churches? Organizations? Mission groups? Individuals?
6. What are some temptations in ministry fundraising? With which temptation might you most struggle? What steps can you take to avoid these situations?
7. What are some reasons ministry fundraising is important for Christian organizations?
8. What is the role of the church in evaluating ministries for support? What are some principles for determining whether a ministry is worthy of support?
9. How can ministry fundraising contribute to personal, institutional, and societal transformation? Can you think of examples?
10. What spiritual dimensions of ministry fundraising did you notice as you watched the video? Which of these are significant for you? Why?
11. Discuss how generosity impacts ministry fundraising, both as one who gives and as one who encourages others to give.
12. In the segment on Best Practices, which of the suggestions were most unique or helpful for you? Why?
13. In the segment on Cultural Approaches to Ministry Fundraising, Prem Kumar Lee states that there is plenty of money in India and that organizations need to start raising money within the country, rather than overseas. What spiritual principles does this point to? Why would this be important for any country?
14. Discuss some of the temptations and challenges about fundraising for ministries mentioned in the Next Steps segment. What are the answers to these pitfalls and struggles that those interviewed discussed? Discuss how these suggestions might apply in your situation.
15. After reading the articles in the Course Materials section above, answer the following questions: How do the articles enhance your understanding of stewardship, giving, fundraising, and generosity? What areas of concern or disagreement do you have? What new goals will you set after contemplating the articles?

## **Suggested Assignments**

1. Attend a ministry fundraising event or conference. Take notes and gather information about ministry fundraising organizations or practices. Write a four-page report on findings gleaned about ministry fundraising. List which practices you learned about that would be most helpful for you or your organization to employ in a ministry fundraising context.

2. Write a five-page reflection paper on each of the required reading books. Discuss pros and cons of the author's assertions about aspects of ministry fundraising. Focus on your reflections and integration of the material, rather than reviewing the content.
3. Prepare a PowerPoint presentation to be presented to the professor on how to raise funds for a local church ministry or outreach that you are involved in. Include principles learned from the video and readings. Find a group that it might be presented to for their fundraising.
4. Contact an organization that coaches leaders in ministry fundraising. Interview someone there to discover how they approach ministry fundraising, what they train clients in, what challenges they face, the strategies they use, etc. Write a five-page paper on your experience and discoveries made in the process. Compare what this organization does to what you have been learning from the resources worked with in the course.
5. Prepare a sermon or talk on the biblical view of stewardship and generosity. Present it to your church or group.
6. Write a twelve-page paper outlining the biblical, theological, and spiritual foundations for stewardship, generosity, and ministry fundraising. Include a segment outlining your personal application of these principles. Reference course materials, required readings, and the bibliography.
7. Join a cohort for ministry fundraising at [www.ministryfundraisingnetwork.org/cohorts](http://www.ministryfundraisingnetwork.org/cohorts).

## Suggestions for Individual Study

### Materials

- Lausanne Global Classroom: Ministry Fundraising episode  
[YouTube playlist](#)  
[Episode page with link to HD file downloads](#)
- Gidoomal, Ram, and the Lausanne Resource Mobilization Working Group. '[Kingdom Stewardship](#).' Advance Paper for the Third Lausanne Congress on World Evangelization, Cape Town, South Africa, October 2010.
- Brister, Jozell, James Litton, Monty Lynn, and T. Kyle Tippens. '[More Blessed to Give than to Receive: A Model of Lifetime Charitable Giving](#).' *JBIB* 19 (2016): 38-56.

### Suggested Activities

1. Reflect on the principles of generosity outlined in the video and identify areas in your own spiritual life that need to be addressed. Write these reflections in a journal.
2. Reflect on the above question (#1) in terms of your own family, children, etc. How might you teach these principles and live them out in your personal context?
3. Do a Bible study on examples of ministry fundraising. How do these examples highlight the importance of ministry fundraising in ministry, mission, and global Christianity today? Make a plan for how you might implement these in your life and ministry.
4. Journal about some reasons ministry fundraising is important for the church, and what role the church should have in ministry fundraising. Share these with your pastor or a church elder.
5. Write a blog on your ministry fundraising experience. Share your doubts and concerns, as well as insights and ideas gained from interacting with the Global Classroom episode and materials.
6. Prepare a sermon or talk on the biblical view of stewardship. Share it at your Bible study or church service.
7. Read two or three of the books listed in the Suggested Bibliography (see Appendix). Discuss what you learn with a friend. Journal about how God might be leading you in ministry fundraising.
8. Contact an organization that coaches leaders in ministry fundraising. Interview someone there to discover how they approach ministry fundraising, what they train clients in, what

challenges they face, the strategies they use, etc. Reflect on your discoveries and how you might apply what you learned to your context.

9. Select questions from the discussion guide and suggested activities for small groups above to do on your own or discuss with your Bible study or prayer group.
10. Join a cohort for ministry fundraising at [www.ministryfundraisingnetwork.org/cohorts](http://www.ministryfundraisingnetwork.org/cohorts).

## Appendix: Suggested Bibliography of Resources

### Books

Blanchard, Kenneth H, and S Truett Cathy. *The Generosity Factor: Discover the Joy of Giving Your Time, Talent, and Treasure*. Grand Rapids: Zondervan, 2002.

Blomberg, Craig L. *Neither Poverty Nor Riches: A Biblical Theology of Possessions*. Downers Grove: InterVarsity Press, 2000.

Carter, Doug. *Raising More Than Money: Redefining Generosity, Reflecting God's Heart*. Nashville: Thomas Nelson, 2007.

Dillon, R Mark. *Giving and Getting in the Kingdom: A Field Guide*. Chicago: Moody, 2012.

Greer, Peter, and David Weekley. *The Giver and the Gift: Principles of Kingdom Fundraising*. Minneapolis: Bethany House, 2015.

Haas, Ron. *Ask for a Fish: Bold, Faith-Based Fundraising*. Grand Rapids: Timothy Group, 2013.

Harris, Peter, and Rod Wilson. *Keeping Faith in Fundraising*. Grand Rapids: Eerdmans, 2017.

Jeavons, Thomas, and Rebekah Burch Basinger. *Growing Givers' Hearts: Treating Fundraising as Ministry*. 1st ed. San Francisco: Jossey-Bass, 2000.

Kapic, Kelly M, and Justin Borger. *God so Loved, He Gave: Entering the Movement of Divine Generosity*. Grand Rapids: Zondervan, 2010.

McNamara, Patrick H, and M Douglas Meeks. *More Than Money: Portraits of Transformative Stewardship*. Bethesda: Alban Institute, 1999.

Nouwen, Henri J M, and John S Mogabgab. *A Spirituality of Fundraising*. Nashville: Upper Room Books, 2011.

O'Hurley-Pitts, Michael, and M Ansley Tucker. *The Passionate Steward: Recovering Christian Stewardship from Secular Fundraising*. Toronto: St Brigid Press, 2002.

Rodin, R Scott, and Gary G Hoag. *The Sower: Redefining the Ministry of Raising Kingdom Resources*. Winchester: ECFA Press, 2010.

Rowell, John. *To Give or Not to Give: Rethinking Dependency, Restoring Generosity, and Redefining Sustainability*. Tyrone: Authentic Pub, 2007.

Sider, Ronald J. *Rich Christians in an Age of Hunger: Moving from Affluence to Generosity*. Sixth ed. Nashville: W Publishing Group, 2015.

Toycen, Dave. *The Power of Generosity: How to Transform Yourself and Your World*. 1st ed. Waynesboro: Authentic Media, 2004.

Winter, Bruce W. *Seek the Welfare of the City: Christians as Benefactors and Citizens (First-Century Christians in the Graeco-Roman World)*. Grand Rapids: Eerdmans, 1994.

### **Articles, Website, and Blogs**

Franklin, Kirk, and Nelus Niemandt. 'Funding God's Mission—Towards a Missiology of Generosity.' *Missionalia: Southern African Journal of Mission Studies* 43, no. 3 (2015): 384–409.

Lee, Prem Kumar D. [The Art of Fundraising](#).

### [Ministry Fundraising Network](#)

*Find numerous resources, training opportunities, coaches, etc., not found anywhere else.*