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## *SUPPORT COACHING for missionaries*

### 1 Initial interview:

What is your total required monthly budget? \$ \_\_\_\_\_

How much is currently raised in pledges? \$ \_\_\_\_\_ Yet to raise: \$ \_\_\_\_\_

How many are on your *Recruiting Your Team* list of potential contacts? \_\_\_\_\_

How many weeks are available to devote to support raising? \_\_\_\_\_

What other commitments, ministry or otherwise, will you have? (list)

Do you have an accountable deadline for reaching 100% budget? (explain)

What are your options for road trips to locations with 5 or more contacts?

### 2 Some basic issues to process beforehand:

1. *Is there enough time?* Divide the amount of pledges “yet to raise” by \$150, which is a rough average for how much could be raised weekly when support raising *full-time*. How many weeks would it take? \_\_\_\_\_ Compare this with the number of weeks available. Help your candidate to make a plan for freeing up more time, if necessary.
2. *Are there enough contacts?* Divide the amount “yet to raise” by \$50, which is an average monthly pledge. How many new supporters are needed? \_\_\_\_\_ Multiply this by 4 for how many potential contacts it takes to gain a new supporter. How many contacts would it take? \_\_\_\_\_ Compare this with the number of potential contacts available. Brainstorm with your candidate to broaden their *Recruiting Your Team* list, if necessary.
3. *Is the material presentable?* Preview your candidate’s pre-appointment letter—BEFORE any are mailed out to potential supporters—and preview the support raising presentation. Check for straightforward language about the nature of the mission and the need for monthly financial support. Preview the phone script as well.
4. *Is there a good pace?* Look at your candidate’s schedule for when letters will be mailed out during each part of the summer. Make sure that enough contacts (i.e. 15–20) will be “live” at any given time to keep the appointment schedule full, or even slightly behind.

### 3 Weekly accountability during the support raising season:

- Have the candidate email you a report EVERY MORNING, to include a detailed plan for today, plus a summary of yesterday’s activity.

**Letters mailed, People called, Appointments made/completed, Pledges received.**

- Have the candidate call you at a designated time WEEKLY, to talk about his/her progress. In the phone call, ask about them personally and follow up on any details from their reports. This 30 minutes is crucial! Keep them encouraged, on task, and remember to pray together.
- If the candidate is struggling, have them walk you through their *Step by Step Action Plan*, *Recruiting Your Team* list, schedule, a mock phone call, or their full presentation again.

## ***Question toolbox of a good coach (Henri Moreau)***

### *Relational questions*

- How are you doing? How about your spouse? Kids?
- Are you joyful, discouraged, tired, frustrated, hopeful...?
- How can I help you? How can I most effectively pray for you?
- Are you taking a day off each week? What are you doing for fun?

### *Spiritual questions*

- How is your relationship with the Lord? What have you been learning in the Word?
- If the devil were to trip you up, how would he do it?
- Tell me what's going on at your home church?

### *Specific support raising questions*

- How many pre-appointment and support letters have you sent in the last two weeks?
- What are your plans to follow up with these people?
- Could you send me a copy of the letters you are sending out?

### *Questions about making phone calls*

- Do you need to practice your phone call skills? Call me and we can role-play a phone call.
- About what percentage of your phone calls result in face-to-face appointments?
- Are you using the "Phone Scripts" from your support raising training?
- Who is on your "Recruiting Your Team" sheets that you haven't contacted yet?

### *Questions concerning face-to-face appointments*

- Overall, how have your appointments been going?
- What appointment went the best? What appointment went the worst? Why?
- What was the general feeling in the room/office/home (tense, joyful, confused)?
- What dollar amount did you ask for in each meeting? What did people actually commit to?
- Who have you scheduled to meet with in the next two weeks?
- What are you learning through these meetings?
- What stories are you sharing that seem to be really connecting with their hearts?
- What is the biggest difficulty you are facing when meeting face-to-face with people?
- Who have you met with previously that you still need to follow up with?

### *Questions regarding Church Support*

- Have you asked your home church to support you?
- Have you contacted the pastor and/or the mission's board?

## **Online resources:**

Henri Moreau's TEAM support website — [www.supportraising.org](http://www.supportraising.org)  
TntMPD donor management database — [www.tntmpd.com](http://www.tntmpd.com)