

HOW SIX BIBLICAL LEADERS HANDLED *FUNDRAISING CHALLENGES*

(JUST LIKE YOURS!)



Rather than knee-jerk into pragmatic solutions, let's start with the bible. This study features six biblical leaders (Moses, Nehemiah, Joash, Hezekiah, David, Paul) who overcame funding issues like those you face today.

— SCOTT MORTON

LEADERSHIP QUIZ and DISCUSSION

AGREE OR DISAGREE

BRING SCRIPTURES TO YOUR ANSWERS

AGREE | DISAGREE

1. Money follows information.
Money follows visibility.
Money follows hinting.
Money follows asking.
2. “If you are unwilling to do fundraising for your vision then I question whether you truly believe in your vision. You only believe in what you are willing to raise funds for.” (Paul Eshleemann, *Jesus Film* Founder)
3. There’s no money out there!
4. If a gospel-worker cannot raise his or her budget, that strongly implies they are not called to this kind of ministry.
5. Because of their economic condition, poor or developing countries must look to the West to be fully funded.
6. It is unkind and unloving to demand gospel-workers raise 100% of their support before launching their ministry?
7. Everyone thinks his issue should be number one on my crowded agenda. Take 30 percent of my time for major donor fundraising? Impossible.

— BUSY CEO

DAVID

1 CHRONICLES 29:1-20

BACKGROUND:

After his kingdom was established, David wanted to build a house for the Ark of the Covenant--to replace the old tabernacle. But God told him (via Nathan, the prophet) that his descendant (Solomon) would be the one to build (2 Samuel 7). So David made preparations by gathering stone, iron, and timber in his leadership role for 20 years (1 Chronicles 22:1-5). And near the end of his life he did something extraordinary!

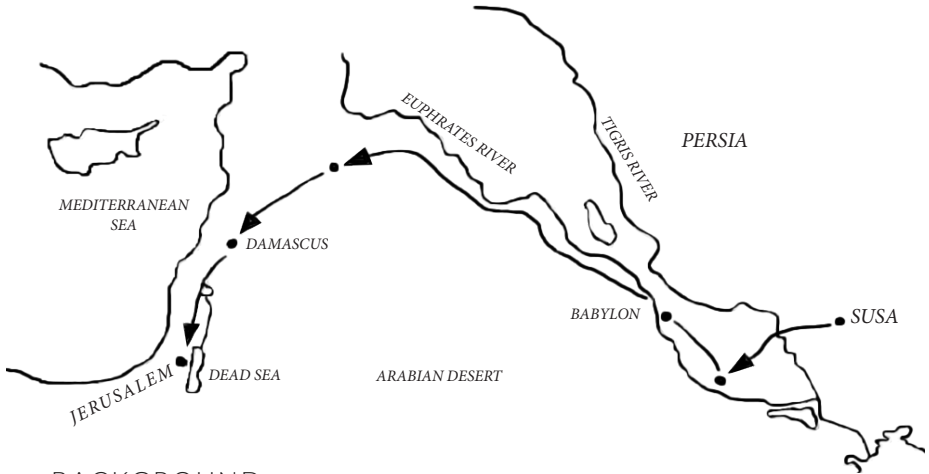
OBSERVATIONS / COMMENTS:

NOTE: *Definition of a “David Leader”*: Planting trees under whose shade you will never sit.

NOTE: If you do not give generously to your own organization, how can you ask others to give generously? Your giving is an indication of how much you truly believe in your work.

NEHEMIAH

NEHEMIAH 1-2:10



BACKGROUND:

In 445 B.C. Nehemiah in Susa received news of the devastated condition of his homeland. Over five months he prayed and planned about the broken-down walls of Jerusalem.

OBSERVATIONS / COMMENTS:

QUESTION: How many miles did Nehemiah travel?

QUESTION: Was Nehemiah fearful? What were the risks?
What risks do you face with major donors?

QUESTION: What did Nehemiah ask from the King?

JOASH

1 CHRONICLES 24:4-14

BACKGROUND:

Joash was crowned king at age seven after a palace coup deposed his wicked grandmother Athaliah (2 Kings 11 has the tragic story.) As an adult he sought to re-furbish the desecrated temple and he delegated the fundraising to his Levites. But, it didn't go well!

OBSERVATIONS / COMMENTS:

QUESTION: What fundraising activities can be delegated and which ones cannot?

QUESTION: Why did the people respond so well to the king's appeal?

HOW SIX BIBLICAL LEADERS HANDLED FUNDING PROJECTS

RECORD YOUR STUDY FINDINGS HERE IN THIS OVERVIEW

LEADER	TYPE OF PROJECT(S)	WHO MADE APPEAL(S)	APEALED TO WHOM	OBSTACLES TO ASKING	DID LEADER AVOID ASKING?	RESULT	COMMENT
MOSES <i>Exodus 25:1-9; 35:4-9, 20-29; 36:1-7</i>							
DAVID <i>1 Chronicles 29:1-20</i>							
JOASH <i>2 Chronicles 24:4-14 2 Kings 12:4-16</i>							
HEZEKIAH <i>2 Chronicles 31:1-21</i>							
NEHEMIAH <i>Nehemiah 1-2:10</i>							
APOSTLE PAUL <i>Romans 15:20-29 1 Cor. 16:1-4; 10-11 2 Cor. 8-9 1 Tim. 5:17-18</i>							
_____ YOU! 😊							

APPLICATION / TAKEAWAY: How will your leadership be different as a result of this study?

- _____
- _____

HEZEKIAH

2 CHRONICLES 31:1-21

BACKGROUND:

445 B.C. was a dangerous time in the nation of Israel and for young King Hezekiah. The Assyrians were invading from the North and Hezekiah's predecessor King Ahaz had "closed the doors of the house of the Lord" and indulged in idol worship. The people were discouraged. But Hezekiah made a bold move on behalf of his Levitical leaders.

OBSERVATIONS / COMMENTS:

As a leader at any level, I realize that you contend daily with wildly burning grass fires and don't feel you have capacity to champion your staff in funding. The higher up the organization, the more removed this problem seems until it is little more than a small rain cloud threatening your leadership picnic.

QUESTION: Following Hezekiah's example, what are three action steps you can take to ensure your staff are fully funded?

1.

2.

3.

MOSES

EXODUS 25:1-9; 35:4-9, 20-29; 36:1-7

BACKGROUND:

While Moses was with the Lord on Mt. Sinai receiving the Ten Commandments, the Israelites began to grumble. They held their own impromptu fundraising campaign to construct a golden calf idol and return to Egypt. They tore off gold rings from their ears and noses and gave toward their new “god.” Exodus 32:1-6

OBSERVATIONS / COMMENTS:

QUESTION: Moses listed 14 items needed for the tabernacle. Why is naming them important?

QUESTION: How does this passage speak to the common belief that fundraising is a ‘necessary evil’?

NOTE: Leaders tell me, “Face-to-face won’t work in my culture.” Or, “Our people can’t afford to give.” I respond, “Is your situation more difficult than Moses?”

APOSTLE PAUL

ROMANS 15:20-32

BACKGROUND:

Paul was not silent about money. He raised funding for fellow gospel travelers, local pastors, the Founding Church back in Judea. And he invited giving for his own dream to preach Christ to the Westernmost part of the Roman Empire--Spain.

OBSERVATIONS / COMMENTS:

Paul's 4-P outline from Romans 15 is effectively employed in many cultures. Try it.

- PASSION Share the vision God has given you.
- PROMISE Tell how God called you to this passion-- including your scriptural promise.
- PARTNERSHIP--PROPEMPO You can't do it alone! Invite partners to join you in accomplishing your vision (helped = *propempe* = practical assistance)
- PERSONAL RELATIONSHIPS Enjoy their company.

1 CORINTHIANS 16:1-4, 10-11

OBSERVATIONS / COMMENTS:

2 CORINTHIANS 8-9

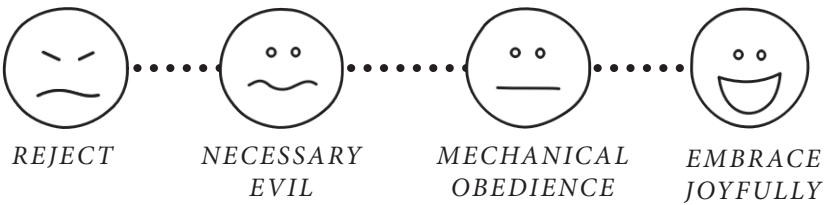
OBSERVATIONS / COMMENTS:

1 TIMOTHY 5:17-18

OBSERVATIONS / COMMENTS:

LEADERSHIP FUNDRAISING ACCEPTANCE CHART

WHERE ARE YOU ON THIS CHART TODAY?



God could have supplied timber without Artazerzes, and He could have put a gold mine beneath your office. God can fund His kingdom without our help. But He chooses ordinary people to partner through giving. As we give our treasures, our hearts are drawn toward eternal things, and the bond of materialism is broken. As Matthew 6:21 reminds us: “Where your treasure is, there your heart will be also.”