



Session 1 – Introduction to Partnership Development

What we believe shapes our worldview, our worldview forms our values, values drive our behavior. What do we believe about money, missions and the laborer? We want to think and act in a biblical way concerning money and the great commission. There is a need for our minds to be renewed.

1 Video – Introduction to Partnership Development (24min)

Session 2 – Crisis in Missions

In this session we will be looking at the current crisis the field of missions is facing, myths related to partnership development, and the need to be delivered from unbiblical and cultural strongholds. Our hope for you is that you will be freed from every stronghold, and free to run with endurance, completing your assignment in full-time ministry.

3 Videos – Crisis in Missions (8min), Strongholds (15min), Addressing Myths (7min)

Session 3 – Stewardship: Part 1

Our stewardship responsibility before the Lord touches every facet of our lives. stewardship is something more than money management, it includes our gifting, callings, the great commission and all that God has entrusted to us. Our desire is that you would see God enthroned, ruling and reigning over all of His creation, and for you to hear his invitation to manage with him.

2 Videos – God Owns It All (15min), Our Role & Our Joy (16min)

Session 4 – Stewardship: Part 2

Our reward in Christ is directly related to how we manage what we've been given regardless of the quantity. we will examine stewardship as the foundation for Christian living, various parables on stewardship, and the fact that stewardship is the topic of conversation at the judgment seat. Our goal is to move you beyond theological speculation and into action so that you can stand before the Lord without regret.

2 Videos – A Good Deal (5min), Repentance Equals Stewardship (23min)

Session 5 – Old Testament

Throughout the pages of the Old Testament, a pattern emerges of how various leaders raised the funds needed to fulfill a God-given mandate, as well as a model for the first full-time, occupational ministers. During this session we will discuss 1) the biblical pattern for building a partnership team, and 2) the first occasion that God commands an offering to be taken.

3 Videos – God Stirs (16min), God Funds Workers (18min), Teams Accomplish More (19min)



Session 6 – New Testament

God began a pattern for funding workers that carries right on through the New Testament and gives us a model for today. In this session we will discuss the numerous instances of partnership, including Jesus and the disciples and Paul's relationship with his partners. The goal of this teaching is to show that there is a significant culture of partnership in the New Testament. You will gain the confidence to move forward in a way that is humble and well pleasing to the Lord.

5 Videos – *Jesus and Disciples Had Teams (13min), Paul Had a Partnership Team (17min), Spiritual Fruit (7min), Was Paul Self-Funded? (18min), Paul Makes His Case (12min)*

Session 7 – Biblical Faith

Our perspective and attitude of how the Lord supports His workers must withstand the test of Scripture. We want to move forward in our ministry with a confidence that comes from the written Word of God. Is “by faith alone”—that is, “just believe and go, and the money will find you”—the model of Scripture? What is biblical faith and what role does it have for the full-time worker?

3 Videos – *Leave Your Money at Home (25min), Birds Have to Gather (9min), Laying Hold of God's Promises (15min)*

Session 8 – A Modern Application

In this session we want to introduce our modern application of the biblical pattern, make you aware of a couple of important elements of communication and what moves people to give. We will cover the need to keep our ministry invitation in front of people and introduce a four-step model for gathering and sharing. Our goals for you are that by the end of this session you know the “why” behind the model and gain a clear and simple way to move forward.

4 Videos – *A Pattern from Scripture (9min), Integrity Leads to Partnership (17min), Good Communication Plus Time (16 min), A Four-Step Process (8min)*

Session 9 – Letter & Postcard

You have an assignment from God and it needs to be shared. Written communication is a great way to start this important conversation. In this session we will be covering the need to be both professional and personal in your letter, the various sections of the invitation letter, and how to write and design your postcard. These are the first two steps in a multi-step process of you sharing the assignment God has given you.

5 Videos – *Getting Clear Vision (8min), Starting the Conversation (11min), Letter/Outline/Writing Tips (15min), Letter/Outline/More Tips (12min), Postcard (11min)*



Session 10 – Phone Call

All of your previous preparation has led you to this opportunity to share directly with a potential partner. You want to make sure that you're ready to share. In this session you will learn how to prepare, how to make a proper greeting and conversation; how to move toward asking for an appointment, and how to navigate through protentional challenges. The aim of this session is give you confidence and the skills needed to making a quality phone call that is personable and professional.

3 Videos – *Preparing for Phone Calls (13min), Phone Call Outline (24min), Asking For an Appointment (18min)*

Session 11 – Appointment

A one on one face to face meeting is an opportunity for you to share what God is doing in you and through your organization. There are several things you need to learn to be well prepared, build relationship, communicate clearly, and invite people into missions. In this session you will learn how to make an appointment kit, how to use an appointment outline, and how to invite and start your new partnership. The aim of this session is to help build your personal confidence for meeting new people, sharing about your organization, and inviting these people to play an active role in the Great Commission.

9 Videos – *Appointment Kit (22min), Things to Remember (14min), Rapport (17min), Transition (5min), Sharing (20min), Calling & Vision (11min), Make Room for Questions (17min) Ask & Respond (19min), Optional Order for Other Asks (5min)*

Session 12 – Excited Friends

When God called you into full-time ministry, He simultaneously committed to move on people's hearts to partner with you. Many of the people that God has in mind for your ministry you currently do not know them. In this session you will learn about the power of recommendations, how to ask for excited friends with clarity and confidence, and how to follow up with those excited friends. The aim of this session is to share the importance of meeting new people and the simple steps that will lead you to these new people.

3 Videos – *Intro to Excited Friends (11min), How to Ask (18min), Following Up (13min)*

Session 13 – Multiple Strategies

Building a solid partnership team that will empower you to serve God in full-time ministry will require that you implement more than one strategy. We want to share with you multiple strategies to help you reach the largest group of people on a personal level in a time-sensitive way. In this session we will cover four ways you can develop ministry partnership, how to create a plan for multiple locations, and how to implement the varied strategies. The goal of this session is for you to have the knowledge and skills necessary for a diversified strategy in your partnership development, leading to your success.



Partnership Development

Online Course Table of Contents

4 Videos – *Intro to Hosted Small Groups (19min), Tips for Hosted Small Groups (15min), Partnership with Churches Part 1 (17min), Partnership with Churches Part 2 (10min)*

Session 14 – Your Assignment Has a Budget

Jesus doesn't underpay His staff – He intends for you to be properly funded. Serving the Great Commission takes money and resources. Constant lack is unhealthy, unproductive, and causes us to question the call to God. Therefore we want to set a realistic financial goal that will allow us to obey the Scriptures and empower us to fully serve and obey God's call on our lives.

Session 15 – Loving Your Team Well

When you get to the end of your partnership development campaign, you will have added people who are now co-laboring with you in full-time ministry. Learning how to communicate well and often with your partnership team must become a priority as you do the work of the ministry. In this session we will cover the DNA of a ministry lifestyle, how often you should say thanks, what good communication looks like, and how to write your ministry newsletter.