

RAISING FINANCIAL SUPPORT:

One of the biggest concerns most people have about committing to a missions trip is the cost involved. Traveling to Haiti is one of the least expensive overseas missions experiences available, usually ranging between \$1100- \$1400. Every effort is made to keep the cost as low as possible on each trip, and team members are encouraged to ask family, friends, and coworkers for support (this counts as a tax deductible donation). All donations are through the US based 501C3 organization Restore Haiti. Some guidelines to keep in mind about donations:

With your commitment you should be prepared to pay for the entire trip out of pocket. Many are able to get their trip covered by donations but please do not count on this and be will to work to cover your trip personally.

1. Checks should be made payable to Restore Haiti. Your name should not appear on the check, but it can say Haiti missions in the memo if the donor prefers to mark it as such. When you turn in your checks, bundle them together in an envelope with your name on them and they will be credited to your "trip account." Checks can be turned in at any time as you receive them. Checks can be mailed to Restore Haiti: PO Box 2014, Spring Hill, TN 37174
2. In order to reserve a spot on one of our trips, we require the first \$100 of the trip cost to be paid.
3. There are no refunds. I.E. if by the set deadline(s) you have not received the defined amount necessary in donations, and you pay the balance out of your pocket, you will not be refunded if additional money is received. If you cancel, any funds received on your behalf will be used toward Restore Haiti project funds, or saved on your behalf for a limited time to be put toward a future trip with Restore Haiti.
4. Your trip must be paid for in full on the set date (usually two weeks prior to departure).
5. Any additional donations received that exceed the cost of your trip will be put toward work projects to be done in Haiti or given to Restoration Ministries as an offering.

HOW TO RAISE SUPPORT:

A. Proper attitudes

1. Understand the ministry that you are about to be involved in.
2. Appreciate those who cannot give financially. Appreciate those who CAN give financially. Appreciate God who has given you this opportunity. **REMEMBER, THOSE WHO SUPPORT YOU, FINANCIALLY OR OTHERWISE, ARE PART OF THE TEAM.**
3. Be energetic
4. Be yourself
5. Be 100% committed to the work. If you feel not so sure about what you are doing, others will know. At that point, **STOP & RE-COMMIT IT TO THE LORD.**

B. Tools for support raising.

1. Establish the goal.
2. Count the \$\$ cost. Food, transportation, pre-trip expenses, your own personal expenses to maintain before, during and after your trip, clothes if you need any, film, expenses for raising support, etc. Total the above amount, divide by the number of months before your departure and that will equal your average monthly support amount. Count the Time and Effort Cost: letter writing, follow-up calls, appointments, group activities, etc. You can enlist family or friends to help you save time also.
3. The support base
 - a. Church
 - b. Family
 - c. Friends
 - d. Referrals
 - e. Additional churches
 - f. Organizations (Kiwanis, Rotary, etc.)
 - g. Other para-church organizations (Christian Women's Club, Full Gospel Business Men, etc.)
 - h. School clubs
4. Begin the process
 - a. Persistence
 - b. Proper format for letters.
 - c. Steps
 1. decide who
 2. write letter
 3. follow-up (phone call or visit)
 4. follow-up letter(s) (Not to be substituted for follow-up phone call or visit.)

FUND-RAISERS:

- A. To be discussed- possibly a garage sale, bake sale, car wash, walkathon, baby-sitting etc.
- B. Organize a committee from the team who will take this task and head it.

THE SUPPORT LETTER:

Practical Points for writing a Support Letter:

1. Letter should always be neat, typed on a good quality paper, in standard form
2. Be sure to put your return address on the envelope.
3. Address to a singular, i.e. "Dear Friend" not "friends".
4. Letter should be positive and informative.
5. Letter should be personal (as though you addressed it to one person.)
6. Letter should express warmth and appreciation.
7. Be sure to include the following information:
 - a. Where you are going.
 - b. What you will be doing (both as a group and as an individual)
 - c. Specific financial needs
 - d. A challenge. I.e. "I would like you to consider being one of the ten who will pledge \$10.00 a month for the next 10 months."
8. Encourage prayer support.
9. Help the giver: Include a response card and an envelope (self-addressed & stamped)
10. Be specific, to the point. Do not ramble about unnecessary things.
11. Be sure to convey that this is a ministry, not a vacation.
12. The first letter should always be followed up by a personal contact, either by telephone or in person. **THIS IS VERY IMPORTANT.** It lets them know that you are serious and that their support is important to you.
13. This, the first letter, must be exceptional. It is your first contact and your first impression, which established credibility.
14. Have two or three different people proof-read the letter.
15. Plan for the expense of making an excellent letter and postage.
16. Keep a record of those who have committed so that you can follow up. Keep them informed about what is happening and make them feel that they are a big part of what you are doing.

EXAMPLE FOR FIRST LETTER:

Date:

Singular greeting,

Paragraph #1- greeting and setting for the letter.

Paragraph #2, 3- Explanation of your trip, ministry and what will be accomplished.

Paragraph #4- Explanation of your needs and how this person can be involved. This is the challenge to them.

Paragraph #5- Closing. Mention the follow-up plans that you will be calling them in about a week.

P.S. Specific reminder

Closing,

Your Name

RESPONSE CARD:

Name: _____ Date: _____

Address: _____

I have agreed to sponsor _____ for his/her trip to Haiti on this date: _____.

I have enclosed sponsorship in the amount of \$ _____

Or, I pledge \$ _____ / month for _____ months.

EXAMPLE OF FOLLOW UP LETTER:

Date:

Singular Greeting,

Paragraph #1- Greeting and statement about basic progress/ excitement regarding upcoming trip.

Paragraph #2, 3- How you are preparing, new information, personal observations.

Paragraph #4- Mention progress of raising support, remaining needs.

Adjust the challenge to them if necessary.

Paragraph #5- Closing. Thank supporters for their prayers. State appreciation for their being a part of your support team.

Closing,

Your Name

SHARING UPON RETURN

Plan ahead. On your return home, as a group and as an individual, you will want to plan ways to share the events that took place and what the Lord accomplished in and through you.

Those who have supported you will want to know that they did not do it in vain. It will help those people feel secure and good about being a part of what you have done. It will also help future missions groups or individuals who will be looking for a support base by giving missions credibility. Providing supporters with detailed accounts of your trip, including pictures, journal entries, and video is encouraged.