



PT 6550 - FUNDING MINISTRY ASPIRATIONS

1 Credit Hour

Adjunct Professor:
Dr. Mary Lederleitner

Office Hours: By Appointment
Phone: 630-667-7690
Email: lillyproject@tiu.edu

COURSE DESCRIPTION:

This asynchronous online course helps participants grow in their ability to raise funds for ministry dreams and aspirations. It is designed to be flexible and developmental in nature, since each participant comes to the course with differing levels of fundraising knowledge and experience. The goal is to build upon unique experiences people are bringing to the course, and tailor assignments so participants are able to make significant progress towards reaching ministry fundraising goals that are important to them. (1 credit hour)

COURSE FORMAT:

This online course will integrate a variety of teaching methodologies such as reading assignments, brief lectures, video insights from seasoned ministry fundraisers, and opportunities to learn from fellow course participants. Assignments can be completed asynchronously each week at times that work best with participants' schedules, and a final project is required. *People taking the course for credit can also include their spouses in the course for free since often in ministry both spouses are involved in fundraising.*

COURSE OBJECTIVES:

The objectives are that by the end of this course:

- Each participant will grow in his or her understanding about how a variety of Scripture passages can and should influence the way fundraising is done in ministry contexts.
- Each participant will grow in understanding and competency in core areas necessary for effective fundraising.
- Each participant will explore what is necessary to raise funds for a specific ministry aspiration or dream in one of the following four tracks: 1) raising a support team to work in missions, church planting or para-church ministry; 2) raising funds for projects through grant writing; 3) fundraising issues and strategies for organizations; or 4) addressing large financial needs through capital campaigns.

COURSE TEXTS

Required for everyone participating in the course:

Nouwen, Henri J. M. *A Spirituality of Fundraising*. Nashville, TN: Upper Room Books.

Participants are also to pick one track as their focus along with the corresponding text:

Track 1: Personal support for missions, church planting or para-church work

Shadrach, Steve. 2016. *The God Ask: A Fresh, Biblical Approach to Personal Support Raising*. Fayetteville, AR: CMM Press.

Track 2: Raising funds for projects through grant writing

Karsh, Ellen and Arlen Sue Fox. 2014. *The Only Grant-Writing Book You'll Ever Need: Revised and Updated*. New York: Basic Books.

Track 3: Nonprofit fundraising strategies for organizational leaders

Heyman, Darian Rodriguez. 2016. *Nonprofit Fundraising 101: A Practical Guide with Easy to Implement Ideas & Tips from Industry Experts*. Hoboken, NJ: Wiley & Sons, Inc.

Track 4: Addressing large needs through capital campaigns

Kihlstedt, Andrea. 2017. *Capital Campaigns: Strategies that Work*. Burlington, MA: Jones & Bartlett Learning, LLC.

COURSE EXPECTATIONS AND REQUIREMENTS**Required Technology**

This course is offered through Distance Education in a fully online mode. While course participants do not gather at the same time or in the same place, you are taking this course as a part of the Trinity learning community. Everyone taking this course will be required to have at least weekly access to the Internet to access assignments on the Moodle shell and participate in online discussions with others through Voice Thread technology. You are required to provide your instructor with your email account the first week of the course, and you are encouraged to check both the Moodle and your email account regularly.

Course Activities And Expectations

Each week there will be a recommended reading schedule, a course video from the professor, one or more videos from other seasoned and culturally diverse fundraising experts, and a specific assignment. The weekly assignments will vary. For example, sometimes they will require making and listening to posts with your learning cohort using Voice Thread technology. Other times there will be assignments to practice what you are learning, etc. *Every week participants are to complete the interactive exercise by 11 p.m. on Saturday evening*. A final project will also be due at the end of week thirteen and details about this will be provided the first day of class. The goal is not to create busywork but to tailor each assignment in ways that will best equip participants to raise funds for their unique ministry aspirations and dreams.

COURSE OUTLINE

Week 1: Exploring why funding ministry dreams is so important

Week 2: Exploring what makes fundraising ministry too

Week 3: Exploring God's responsibility and ours in fundraising

Week 4: Exploring the role shame and honor have in fundraising

Week 5: Exploring when fundraising crosses a line and becomes manipulative

Week 6: Exploring how to clearly articulate your mission and vision

Week 7: Exploring the best people and places to seek funding

Week 8: Exploring how to prepare for inviting people to partner with you

Week 9: Exploring how to share the invitation

Week 10: Exploring the importance of following up

Week 11: Exploring the importance of communicating impact

Week 12: Exploring the crucial role of appreciation for keeping financial supporters

Week 13: Margin to finish final projects (no additional readings, videos or assignments)

Week 14: Sharing your project and learning from one another

Grading Rubric:

Reading Assignments:

		Total Credit
Partial credit will be given for partial reading	100% credit	200 points

Video Lectures:

Partial credit will be given for partial viewing	100% credit	200 points
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Weekly Assignments:

Completed On Time	100% credit	250 points
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(Since late submissions will negatively impact the ability of others in the course to learn from your insights and experience, late assignments will receive significant deductions in points earned from the assignment. How points will be allocated will be explained at the beginning of the semester.)

Final Project:

Completed On Time	100% credit	350 points
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(Significant deductions will be made to grades for late submissions because it will hinder the ability of others in the course to learn from your work.)

Extra Credit:

It might be possible to earn extra credit. If you believe you will need this speak to the professor and she will discuss what options might be available.

Grading Scale:

100 - 94 = A	93 - 90 = A-	
89 - 87 = B+	86 - 84 = B	83 - 80 = B-
79 - 77 = C+	76 - 74 = C	73 - 70 = C-
69 - 67 = D+	66 - 64 = D	63 - 60 = D-
		59 - 0 = F

POLICIES

Students with Disabilities

In compliance with Section 504 of the Rehabilitation Act of 1973 and the Americans with Disabilities Act of 1990 (ADA), it is the policy of Trinity Evangelical Divinity School to provide appropriate and reasonable accommodations, or academic adjustments, and services to students with a documented disability to help ensure an equal educational opportunity. Students seeking these services should contact Jana Holiday, Dean of Students, at the earliest possible time with supporting documentation. If you believe you might have a disability that negatively impacts your educational performance, but have never been diagnosed, you are encouraged to meet with Jana Holiday to discuss your needs. You can contact her at jrholiday@tiu.edu or 847-317-4063.

Academic Integrity

The community of Trinity International University promotes a commitment to integrity in all areas of life. In the case of breaches of academic honesty such as plagiarism or cheating on examinations, the matter will be reported to the Dean / Associate Dean of Students. Students should be advised that normally in cases of academic dishonesty or plagiarism the penalty will be a "0" for the assignment and an "F" for the course. For the full policy, please see *TEDS/TGS Student Guide*.

ABOUT THE PROFESSOR

Dr. Mary Lederleitner has worked in the area of money and ministry for 20 years. She has been an advisor to the Ministry Fundraising Network since its inception, and has raised her salary for mission work for the last two decades. She has served in a variety of leadership roles with the Wycliffe Global Alliance, working in many countries and contexts, but has recently transitioned to be the Executive Director of a new ministry start-up that will launch in the Fall of 2018 called Missional Intelligence. She is author of the book *Cross-Cultural Partnerships: Navigating the Complexities of Money and Mission* (2010; InterVarsity Press), and will launch a new book later this year called *Women in God's Mission: Accepting the Invitation to Serve and Lead*.

Since 2014 she has also been serving at TEDS as the Lilly Researcher and later as the Lilly Project Director for the Economic Challenges Facing Future Ministers Initiative, and she teaches the online Money & Ministry course for M.Div. and M.A. students. Over the years she has provided consulting services to a wide range of ministry leaders serving in congregations, denominations, church planting ministries, Bible translation ministries, relief and development ministries, medical missions, and campus ministries. As such she will bring a global perspective and breadth of knowledge to the dialogue.

ADDITIONAL BIBLIOGRAPHY

These are additional books that participants can choose from as they desire to read more about generosity and raising funds for ministry aspirations.

- Blomberg, Craig L. 2000. *Heart, Soul, and Money: A Christian View of Possessions*. Joplin, MO: College Press.
- _____. 1999. *Neither Poverty nor Riches: A Biblical Theology of Material Possessions*. Grand Rapids, MI: William B. Eerdmans.
- Elder, Brett and Stephen Grabill, Eds. 2009. *NIV Stewardship Bible: Discover God's Design for Life, the Environment, Finances, Generosity and Eternity*. Grand Rapids, MI: Zondervan.
- Gravelle, Gilles. 2017. *So What? Answering a Donor's Toughest Question*. Lake Forest, CA: Moving Missions.
- Hoag, Gary G. and R. Scott Rodin. 2010. *The Sower: Redefining the Ministry of Raising Kingdom Resources*. Winchester, VA: ECFA Press.
- Jeavons, Thomas H. and Rebekah Burch Basinger. *Growing Givers' Hearts: Treating Fundraising as Ministry*. San Francisco, CA: Jossey-Bass.
- Rodin, R. Scott, Ed. 2015. *Christ-Centered Generosity: Global Perspectives on the Biblical Call to a Generous Life*. Colbert, WA: Kingdom Life Publishing.
- _____. 2010. *The Steward Leader: Transforming People, Organizations and Communities*. Downers Grove, IL: InterVarsity Press.
- _____. 2000. *Stewards in the Kingdom: A Theology of Life in All Its Fullness*. Downers Grove, IL: InterVarsity Press.
- Willard, Chris and Jim Sheppard. 2012. *Contagious Generosity: Creating a Culture of Giving in Your Church*. Grand Rapids, MI: Zondervan.