

**International Students, Inc.**  
***Assessing Your Potential Support Base***

If the Lord is calling you to International Students, Inc., He will supply your needs, often through His people. Because He uses those you know and those who know you, it is necessary to look realistically at the challenge ahead of you. To help with that, ISI has prepared some questions to help discover your possible sources of support. From this we can help you determine some reasonable expectations about the support process.

Name \_\_\_\_\_ Date \_\_\_\_\_

If you have never raised ongoing financial support before, jump down to section B. If you have raised support previously, complete both sections A and B.

**A. Previous support experience**

For what organization and during what years did you raise support? Include any short-term missions trip fundraising \_\_\_\_\_

What was the total annual/missions trip budget?

Expense	Annual/Trip Budget Amount	Amount Raised in Previous Year
Salary		
Ministry Expenses		
Insurance		
Retirement		
Administrative Fees		
Other (List)		
Other (List)		

How long did it take you to raise your initial support? \_\_\_\_\_

How long was the period of commitment from donors? (short-term, long-term?) \_\_\_\_\_

If your present support will be transferring over to ISI, please complete the following.

- Amount you anticipate will continue from individual donors \$ \_\_\_\_\_
- Amount you anticipate will continue from church budgets (total) \$ \_\_\_\_\_
- Estimation of total amount of one-time gifts in the past 12 months \$ \_\_\_\_\_
- Percentage of total support budget achieved for the past 3 months \$ \_\_\_\_\_
- Number of churches supporting you currently \_\_\_\_\_
- Number of present donors (monthly, quarterly, annually) \_\_\_\_\_
- Number of names on your Personal Mailing List \_\_\_\_\_
- Number of lapsed donors you could ask to rejoin your support team \_\_\_\_\_
- Number of donors who have not increased support for the past three years \_\_\_\_\_

## B. No Support Experience

International Students, Inc. realizes that candidates may have some reservations and concerns about raising support, especially if they have never had experience doing it. Therefore, ISI provides extensive training about how to develop a ministry support partnership team.

Since your personal support is going to come from friends, it is important to understand the difference between a *friend* and an *acquaintance*. A brief definition of a friend is “A person attached to another by feelings of affection or personal regard. A person who gives assistance, as a patron or supporter. One who is on good terms with another.”

And the definition of an acquaintance is “a person known to one; usually a person with whom one is not on terms of great intimacy.”

Most of us have many more acquaintances than we have friends. For the following questions, please make this distinction. When answering these questions, we ask about those who “might consider.” We recognize that this is your best educated guess. Be as thoughtful about this as possible, while still making your “best guess.”

How many *friends* do you have who might consider supporting you? You’ll list names on a separate sheet to begin to form your actual **Personal Mailing List** (PML) in your next assignment. Just list the total numbers here.

_____ Couples	_____ Singles
_____ Relatives	_____ Neighbors
_____ Parent’s friends	_____ Coworkers
_____ Business friends	_____ Professional friends
_____ <b>Total</b>	

How many churches might consider supporting you? (Those where you are already **well known**.)

_____ From your childhood	_____ University or seminary days
_____ Current church	_____ Parent’s church
_____ Others	_____ <b>Total</b>

Consider the people you have lost touch with over the years. Before you begin to raise support you will want to search them out and renew a relationship with them.

_____ Childhood friends	_____ Former neighbors
_____ Elderly friends of parents	_____ Former schoolmates
_____ Former work colleagues	_____ Former employers or employees
_____ <b>Total</b>	

If you have “discovered” a **minimum of 200 names** of individuals and churches, you have good potential to raise a full budget. If not, you may need to consider spending time building up relationships before joining ISI and beginning to raise support. You’ll be discussing this with your coach and developing a plan to increase your potential support contacts.