

Exploring ISI Module - III
My Financial Viability (For Staff Candidates only)
International Students, Inc.

Module Description and Purpose

With the exception of Ministry Rep, most positions with ISI carry the responsibility of inviting financial partners to cover salary, ministry expenses, benefits and administrative overhead. We need to determine, along with you as a potential staff member, your readiness to begin this process of financial partnership development. The purpose of this module is to help you assess your present financial circumstances and your potential base of support. This assessment will include:

- Exploring your views about finances in light of Scripture
- Understanding your relationship with your home church
- Making a brief, preliminary financial partner development plan

Assumption and Delivery Method

Anyone beginning this module must have completed Exploring ISI Modules I and II. This is a Coach Directed module—using email, phone and, where possible, face-to-face interaction.

Materials Needed

- Bible
- Financial Responsibility Checklist
- Assessing Your Base for Potential Financial Partnerships document
- Creating a Personal Contact List (PCL) document

All materials are available online.

Part One—Financial Responsibility

Tasks

Current Financial State

- Read this entire module and make sure you have all the materials needed.
- Complete the Financial Responsibility Checklist and send a copy to your coach.
- Read the following passages: Prov. 22:7, Matt. 6:31-33, 2 Peter 2:19. Prov. 21:5, Prov. 27:12, 1 John 2:15, Rom. 13:8.
- Discuss your financial situation candidly with your coach, keeping your Financial Responsibility Checklist and the above passages in mind.
 - Consider how much credit or other debt you have.
 - How will this impact your ability to develop financial partners?
 - If you do not have much personal debt, how will you maintain a low level of debt once you move into a ministry position?

Future Financial State

It is important to consider not only your immediate financial needs but also future needs. Many churches, foundations and other supporting agencies require that staff members who are developing financial partnerships plan for retirement. In light of this, and because ISI believes it is a responsible decision, ISI encourages all staff to pay regularly into a retirement plan and offers several choices.

- **Write a paragraph** about your attitude and your plans for future savings. Send this to your coach.
- Discuss your attitude and plans with your coach, while considering the following passages: Prov. 13:11b, Prov. 20:4, Prov. 21:20, Prov. 30:25, 2 Cor. 12:14b, 1 Tim. 5:8.

Part Two—Assessing Your Base for Potential Financial Partnerships

Tasks

- Complete the ‘Assessing Your Base for Potential Financial Partnerships’ worksheet and send a copy to your coach only if they ask for it.
- Create a Personal Contact List (PCL) using the example provided. Do *not* send a copy to your coach.
- Send your coach a Test PCL with contact information only about yourself (and your spouse if you have one).
- Send your coach a list with only the following information for each potential financial partner: first name, spouse’s name (if any), city and state. (For traditional Chinese names and others with non-western order, list only the personal or given name, not the family or surname.) Give full name of a church with city and state.
- Discuss with your coach any weaknesses you see in the *quality* of relationships you have now.
- Discuss with your coach your strengths or weaknesses in the *quantity* of relationships required to make a full budget.
- If you have less than 200 potential financial partners (households and churches), how long will it take you to strengthen your list? Determine a plan with your coach.
- Is your currently known base for potential financial partnerships a road block to joining ISI staff at this time? Discuss this with your coach.

Part Three—Relationship with Your Home Church

Tasks

- Discuss your home church relationship with your coach. Consider the following in your discussion:
 - Any mentoring and discipling you have received.
 - Affirmation of your gifts related to the position for which you are applying.
 - How were you involved in this type of ministry/work prior to applying to ISI?
 - How did you involve your church in the process of determining where you should serve the Lord?
 - Will they commend you to ministry with ISI?
- **Write a paragraph** about the commitments your church has made to you for prayer and encouragement, before and during the application process to ISI. Share this with your coach.
- **Write a paragraph** about your understanding of the financial commitment your church will make with you if your application is successful. Share this with your coach.

Part Four—Survival While Raising Support

Tasks

- ISI has learned over the years that 10 hours per week is the minimum time commitment for successful partnership development. How many hours per week will you be able to dedicate to partnership development activities? Discuss your answer with your coach.
- **Write a plan**, including your weekly time commitment, for how you will make these hours available while you continue to earn income for yourself/your family prior to drawing a salary (through support raised) from ISI. Include in your plan any periods of time (weeks/months) during the coming year when you will be able to devote your full- or close to full-time effort to partnership development activities. Share this plan with your coach.
- Determine whether or not this is a road block for joining ISI staff at this time. Discuss why or why not with your coach.