



Support Raising Leaders Conference 2026

JOHN 6:9-13 NIV



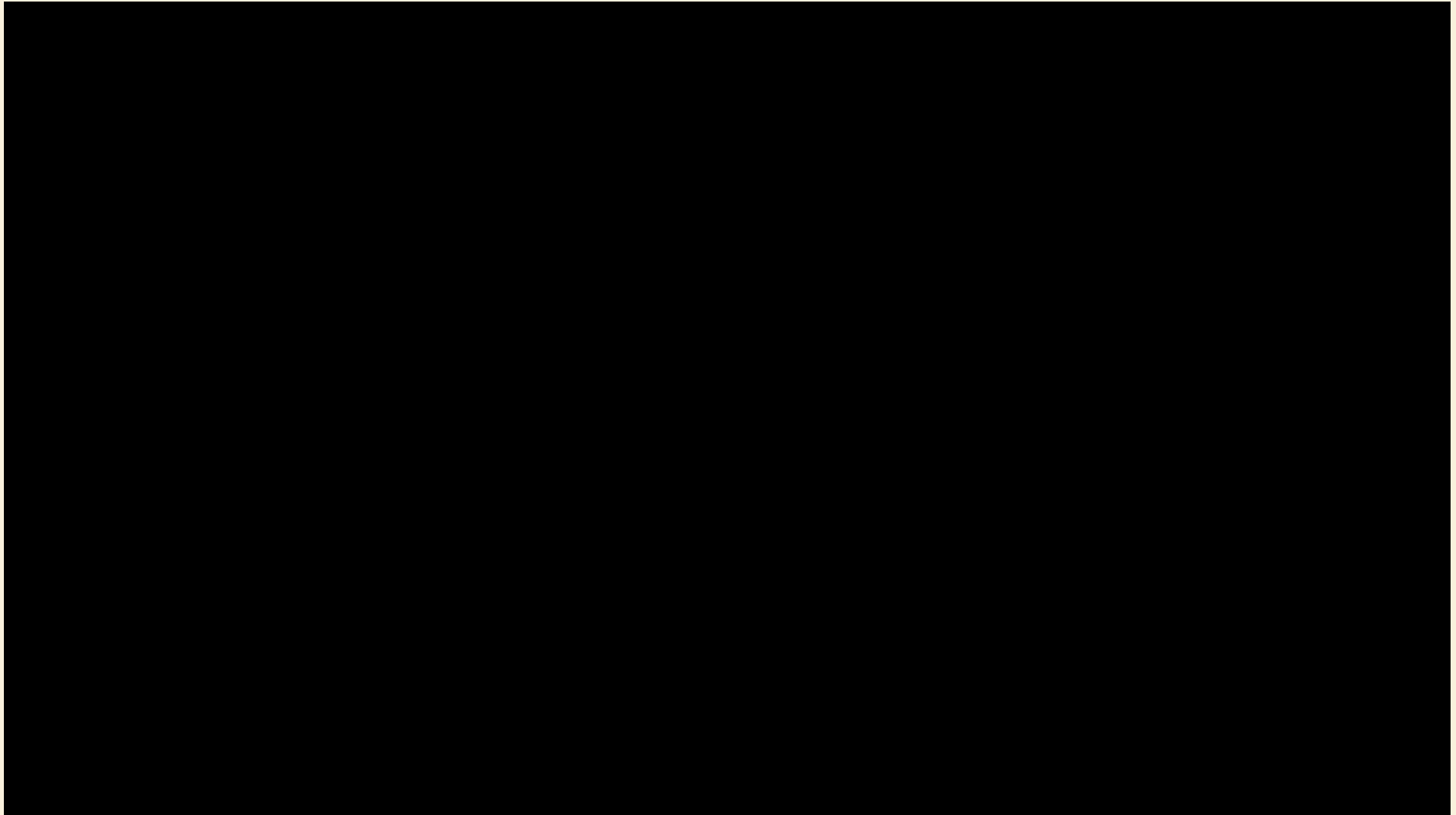
**Support Raising
Leaders Conference
2026**

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A TRUE LEAP OF FAITH



From Insecurity to Invitation: Coaching the *Shift* from Fear to Faith



Table Time

Reflect and Share:

In your own experience with support-raising – what is the mindset, truth or perspective that has most helped you to boldly step out in faith and initiate with others?

The Shift in My MPD Journey

1993

2014

What Made the Difference?

2014

- Kendra, my MPD Coach
- Confirming my Call
- A Shift in My Perspective (3 areas)

What Made the Difference?

2014

A Shift in My Perspective (3 areas)

1. “The laborer is worthy of his/her wages” (Luke 10:7)
2. My Belief System
3. MPD ***IS*** Ministry



FEAR-BASED Fundraising

External Factors:

- lack of training
- isolation
- unsupportive voices (family)
- financial pressure (mid-career)

Internal Struggles:

- fear of rejection
- pressure to perform
- comparison
- discouragement
- overthinking

Outcome: Insecurity in MPD

- 🙅 avoid asking
- 🙅 hesitation
- 🎢 emotional rollercoaster
- 🙅 loss of vision

Fearful Frank

Foundation of Truth
What Am I believing?
*about God, Self, MPD, & Others



FAITH-FILLED INVITATION

External Reality Re-Interpreted

- => Training becomes empowering, not intimidating
- => Community becomes support, not isolation
- => Rejection becomes redirection, not identity
- => Finances become provision testimony, not pressure

Internal Renewal

- *Confidence rooted in God's character
 - *Peace instead of pressure
 - *Clear on calling
- *Freedom from fear of rejection
 - *Joy in inviting others

Outcome: Confident, Bold MPD

- 👏 Joyful generosity in others
 - 👏 Peace in asking
- 👏 Consistent trust in God's provision
 - 👏 Fruitfulness
- 👏 Faith Steps in the midst of Fear

Faith-Filled Fran

Coaching Identity and Calling

Coaching Nugget #1: Calling

=> Why You, Why Cru? (Knowing Your Why)

Scripture: Nehemiah 1:3-4

And they said to me, "The remnant there in the province who survived the captivity are in great distress and disgrace, and the wall of Jerusalem is broken down and its gates have been burned with fire."

Now when I heard these words, I sat down and wept and mourned for days; and I was fasting and praying before the God of heaven.

Coaching Identity and Calling

Exercise:

Why You?

1. What is the personal vision God has given you to help fulfill the Great Commission? Relate your vision to a specific change that Christ can make.

Why [Your Ministry]?

2. What is the vision for and specific goals of your role in your ministry/department?

Coaching Identity and Calling

Your Ministry Snapshot

Sample: MPD Coach (Dave Dickens)

Nancy and I are passionate about seeing laborers raised up for the harvest but what keeps so many off the mission field is raising support. Nancy and I come alongside Cru missionaries to help get them over that hurdle through training and coaching. In fact, last week we were with 24 of the most passionate missionaries you will ever meet. We spent a week training them and they were commissioned last Saturday. I can't even begin to imagine the impact they will have on the kingdom over the next 50 years!

Sometime, I'd love to sit down with you over coffee and share more about what I do with Cru and how you might be able to partner with me.



Coaching Identity and Calling

Coaching Nugget #2: Identity

Scripture: Luke 3:21-22, Luke 4:1-13

"If you are the Son of God..."

Coaching Identity and Calling

Identity-Based MPD Habits

A 2-step process:

1. Decide the type of person | mission-worker you want to be.
2. Prove it to yourself with small wins.

Craft your Identity Statement:

I'm the kind of missionary /mission worker who...

Tammy: I am *"A loving, intentional missionary that my partners look forward to hearing from and love supporting."* And my partners know that I care for them and pray for them faithfully.

Coaching Nugget #3: MPD ***IS*** Ministry!



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LOVE IN THE GAP

“Speculation is the Playground of the Enemy” (John Eldredge)



Philippians 4:8: *Whatever is true...*

Coaching Nugget #3: MPD ***IS*** Ministry!

The “Let Them | Bless Them” Theory

1. Let Them (Bless Them)

Release control of others to the Lord

- Let people think what they want
- Let them make their own choices
- Let them disappoint you, misunderstand you, or act how they act.
- Let them adult about their financial and stewardship decisions

2. Let Me (dependent on the Lord)

Take Responsibility

- ✓ Let me focus on my MPD goals
- ✓ Let me have healthy boundaries
- ✓ Let me choose how I respond (believe the best)
- ✓ Let me take action aligned with my values

Coaching Nugget #3: MPD ***IS*** Ministry!

Getting to “NO” Quickly

“Could you let me know either way?”

Hey, you may have seen a few texts & voicemails from me. As I mentioned in them, I’d really love to grab coffee with you to catch up and share more about my ministry with Cru and ways you might partner with me.

However, if this isn’t the best timing or if it doesn’t align with where you’re at right now, I totally understand. Could you let me know either way? Thanks so much!



The Lies Experience

Lies About Myself

**Lies About MPD |
Support Raising**

Lies About Other People

Lies About God

MPD Affirmations

Truths About Myself

**Truths About MPD |
Support Raising**

Truths About Others

Truths About God

My MPD Journey

2026





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Additional Resources & Coaching Tools

Books & Articles:

- Spirituality of Fundraising + Workbook edition (Henri Nouwen & Nathan Ball)
- The God Ask, Steve Shadrach
- Change Your Questions, Change Your Life (Marilee Adams)
- Objections - The Art and Science of Getting Past No: Jeb Blount
- The Let Them Theory: Mel Robbins
- Atomic Habits: James Clear, [Identity-Based Habits](#)
- FundingTribe.org

Email: Tammy.Doci@cru.org

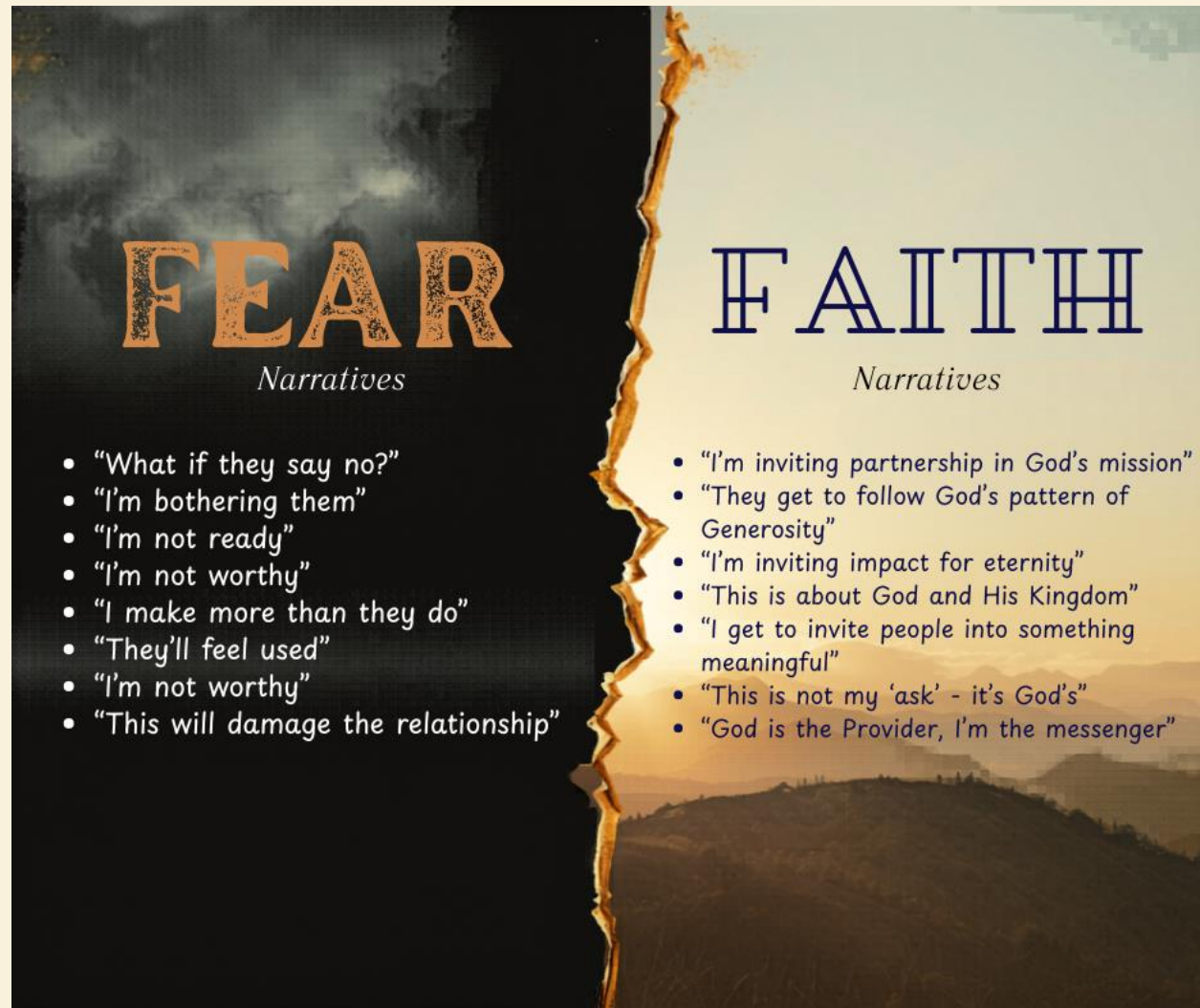
Coaching Nugget: The Invitation Grid

THE INVITATION GRID

Fear Statement	Truth Reframe	Coaching Question
I'm bothering them	I'm extending a sacred invitation	What if this blessed them?
They'll say 'No'	Some are already prepared	What if God already appointed them to partner?
They'll feel used	They receive the joy of giving	What are God's promises for those who give?

Old Identity Asks: Why Me?  New Identity Asks: Why Not Partner?
 Old Identity Says: "I Have To..."  New Identity Says: "I Get To..."
 (obligation) (privilege)

Coaching Nugget: Fear vs. Faith Narratives



Coaching Nugget: What I Can & Cannot Control

