



Recommendations Ask

Recommendations Ask: An additional way people can partner with you is by connecting you to others! You already told them you would talk about this in your forecasting statement.

TRANSITION SENTENCE

There is one more significant way you can partner with me.

TIP: It is important to express to the potential ministry partner that connecting you to others is a significant way they can partner with your ministry.

EXPLAIN THE NEED

You've already cast vision for why you need financial partnership. Now cast vision for why recommendations are just ask important.

I am confident that God has called me to this ministry, but I don't know enough people to get fully funded. I know God will raise up people in my own circle who can support this ministry, but I'm also praying He will raise up people in the larger body of Christ.

PARTNERSHIP

THE MOST IMPORTANT QUESTION

You will come back to this question to as the potential ministry partner brainstorms or if they express hesitations. Memorize it!

Help the potential ministry partner brainstorm different audiences. If you ask, "Who do you know?" the mind goes blank. But if you ask, "Who is in your small group from church?" the question has been narrowed down, and it is easier to think of those people.

Can you think of 3-5 people _____ (specific audience) _____ who would be encouraged to hear my story?

Tip: We are not asking them to make giving decisions for their friends. They cannot do that. We are asking them to think of people who would be encouraged to hear the story you just shared with them!

Brainstorm Specific Audiences



GETTING CONNECTED

It is best if the potential ministry partner lets the recommendation know you will be calling. Usually they do this through sending a text.

It helps when people know I will be calling them. Most people send a text or email letting them know who I am and that I'll be contacting them soon. May I send you a sample text that you can send to those you will connect me with?

TEXT

Keep this message on your phone and send it to your potential ministry partner at this point in the meeting. If they'd rather email the recommendations, use the same message but send it via email instead.

My friend, _____ (your name) _____, works with The Navigators at _____ (ministry location) _____. Like many mission organizations, Navigator staff must develop a team of prayer and financial ministry partners to support their ministry. _____ (your name) _____ is currently building their team, and I thought you would be encouraged to hear about their ministry. I suggested they contact you. They will be reaching out this week.

TRANSITION

Thank you again for helping me in a significant way by connecting me to others.



LOGISTICS

Record information of recommendations in a simple, spiral-bound notebook. Use a new page for each potential ministry partner you meet with. Format your notebook like this:

	(POTENTIAL MINISTRY PARTNER'S NAME)			
	NAME	RELATIONSHIP	PHONE NUMBER	CITY
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

Tip: You can write down the information the potential ministry partner provides or have them write it in your notebook themselves while they brainstorm. Many people find the second option preferable especially for the sake of spelling names correctly.



Recommendations Hesitations

Recommendations Hesitations: Usually when people hesitate to connect you to others, they've misunderstood of what you are asking. Almost all hesitations fall into one of five categories. Graciously address the hesitation, affirm and ask again.

1. "I need some time to think about this." OR "I'd like to think about it and get back to you later with names."

Typically this response means you asked too generally and may not have suggested specific groups of people. Lead the process by suggesting specific audiences from the start. People respond like this to buy some time because they are uncomfortable or because they do not want to appear unhelpful when they cannot immediately think of names.

Response: Sure, I can understand that. I know it can be challenging to think of people off the top of your head. Sometimes it helps to think of groups of people. Are there 3-5 people in your small group that would be encouraged to hear my story?

2. "You already know everyone that I know."

This is usually the response when you attend the same church. This is not an accurate statement. Help them brainstorm audiences or people they could connect you outside of the group you already have in common.

Response: You're right. We do know a lot of the same people. Now that I think of it, I don't believe I've ever met your family before. Are there 3-5 people in your family that would be encouraged to hear my story?



PARTNERSHIP

3. "I'd prefer to talk to the people first before giving out their names." OR "I'm not comfortable giving out names."

Some people are not comfortable suggesting names of their friends. That is okay. Determine what they are comfortable with. See if you can provide a solution.

Response: Sure, I can understand that. Would you be comfortable if you were to talk with them first? (redirect them back to the text that they can send and assure them you will wait until they have reached out to their friends first.

4. "I can't think of anyone off the top of my head."

Similar to hesitation #1, people are uncomfortable with silence and do not want to appear unhelpful when they can't immediately think of names. Help them brainstorm.

Response: I know it is hard to think of people off the top of your head. Other people have found it helpful to look through their cell phone contacts. Would you like to try that?

5. "My friends don't have much money."

Some people filter the names they can think of through the question, "Who do I know who can afford to give?" As mentioned earlier, you are asking if they know anyone who would be encouraged to hear your story. You are not asking people to qualify their friends in this way. People cannot make giving decision for their friends, so it is important to re-clarify what you are actually asking.

Response: I've found that even when people are not in a position to give, they are encouraged to hear what God is doing. I'd still like to meet with them. Can you think of 3-5 people who would be encouraged to hear my story?