

A P R 2 0 2 2



I S S U E 7 0

# THE PARTNERSHIP CONNECTION

## The Heart of Partnership Development

by Jeff Townsend, Director of Field Development (DFD)

Most ISI staff are not eagerly drawn to the task of asking friends for support. I get that. So, I want to share with you a verse from Philippians 4 that, more than any other verse of Scripture, has helped me get to the "ask" with joy:

"Not that I seek the gift itself, but I seek for the profit which increases to your account" (Philippians 4:17, NASB).

To me, that verse turns asking on its head. It is not at all what we would expect. In Philippians 4:10, 14-16 Paul repeatedly thanked this church for their gifts to enable his ministry. But then in verse 17, he further clarifies his intent, lest the Philippians think that he is in any way after their money. No! The Apostle's earnest desire lay elsewhere. His desire was that "the matter of giving and receiving" (4:15) would enhance the spiritual growth of the Philippians. For Paul, support development was not about the money, but about God's work in the hearts of the Philippians. His focus was on God's work in these givers, not their gifts.

But how could he honestly state he was "in PD" (Partnership Development) for growth, not gifts? The answer lies in verses 11-13. Paul had learned contentment regardless of whether he was broke or plump. His contentment came from the strength his sovereign Lord supplied (v. 13).

Now, let's bring this home to our day and our PD. As we think about the asking process, we too must focus on the giver, not their gifts, trusting our Lord for contentment only He can supply. Very practically here's what that means for me: I go into an ask appointment focused on how I can minister to people. Yes, I want to make a very clear ask, but my goal is to *invite* potential donors into partnership in the worldwide Harvest through international student ministry (the "profit" their account). My part is to make the opportunity for strategic impact clear. God's part is to move people onto my support team that He wants there. I find that if, by the Spirit's power, I can keep those two parts straight, the PD process can actually produce joy in my heart.



## The Heart of Partnership Development



ministering to people is our part; the money is God's part.

## New Staff Orientation Update

In 2022, we are anticipating four rounds of New Staff Orientation (February, May, August, and November). If we are going to “expand our tents,” as our new ISI five-year ministry plan calls for, we will need to up the inflow of new ISI staff. I am praying for 32 new staff in 2022. God has already provided 8 new ISI team members who completed NSO in February. Please join me in praying in the other 24.

We're thankful to be able to offer an innovative NSO experience online! As new staff complete modules and work through the NSO Syllabus, they read *The God Ask* by Steve Shadrach and now view the newly completed set of 15 PD training videos. We also meet together over Zoom and give ample opportunity for them to practice asking and receive feedback. These improvements give new staff more access to onboarding information and individualized mentorship through the process.

## Remember Those Two Important Words

An important part of donor care is saying “thank you” to our donors. Stop and think...when was the last time you expressed your gratitude directly to each of your donors? A good two-fold way for me to keep up with thanksgiving is:

1. Every time BlueFire gives me notice of an online gift, I write a short thank you email.
2. At least once a week, I check Virtuous for all gifts that have come in during that week and respond with thanks—especially to lapsed donors who resumed support, donors who increased their support, or donors who gave more than their regular monthly gift. I do not write every month to those who give on a monthly basis, but I attempt to thank them directly at least one or two times per year.





International Students, Inc. | 719-576-2700 | [team@internationalstudents.org](mailto:team@internationalstudents.org) | [www.internationalstudents.org](http://www.internationalstudents.org)

PO Box C  
Colorado Springs, CO 80901

Jeff Townsend, Director of Field Development | [jtownsend@internationalstudents.org](mailto:jtownsend@internationalstudents.org)