

APRIL 2020



SPECIAL

# THE PARTNERSHIP CONNECTION

## Hidden Blessings (Don't miss them!)

From Jeff Townsend, Director of Field Development

We have never been down this pandemic path and we have no idea what to expect. But I believe God has hidden blessings for us in this time. Here are a few of which I have become aware. I'll bet you can find even more!

- **The blessing of "forced stillness."** Someone paraphrased Psalm 46:10a this way, *Be quarantined and know that I am God*. I realize you may have three kids to help with online lessons, but think of all the things that currently aren't on the schedule. A hidden treasure of this time is to draw near to our Lord, our place of safety and source of power. Don't miss out on the spiritual blessings of this very unique period.
- **The blessing of donor access.** Like you, all of your donors and potential donors are hovering around their computers and they would appreciate a caring contact. I made a list of all my senior donors and am in the process of contacting a few each day to check on them (by snail mail, email, Facebook, Skype, etc). Don't miss this opportunity to care for your "flock."
- **The blessing of stretching your faith.** As counter-intuitive as it may seem, now is *not* the time to put your PD efforts on hold. Our natural tendency is to assume donors won't give at a time like this. Never do PD on assumptions. Always do PD in faith, trusting God to lead you and go before you. Remember that God sent Elijah to a starving widow to ask for food (see 1 Kings 17:13). Studies have shown that changes in charitable giving lag behind extreme changes in economic conditions. Other studies indicate that loyal donors are willing to help in tough times (we have seen many examples of this in the Home Office). But we need to let them know our needs and remind them that our Harvest mission is not on shutdown. Tell them how you are still engaged in reaching future world leaders and ask them to join you financially. Obviously, use wisdom. Inquire how your contacts are doing. Show empathy and focus on the hope found in the promises of God's Word. But don't miss out on the blessing of stretching your faith by asking in tough times. You never know when you will find givers like the Macedonians in 2 Corinthians 8:1-5.

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