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# THE PARTNERSHIP CONNECTION

## Get Out and See Your Supporters

by Jeff Townsend, Director of Field Development (DFD)



With all the stresses and restrictions of the past year of COVID, this summer presents a golden opportunity for our team members to travel and provide some much-needed personal attention to supporters who are distant from them. My wife and I invested part of May visiting multiple supporters in the Midwest. At every stop, we found people anxious to connect with us personally and to hear how ISI is doing after a very difficult year. Please consider your own trip to visit supporters this summer. With all that has gone on in the past year, your team will

really appreciate your personal and pastoral attention. Be sure to have a thoughtful gift handy to say, "Thank you for your continued support." And don't forget to build in down times for yourself and "ask" visits with potential supporters. Have a great summer pastoring your people!

## NSO Transitioning from Zoom to Video

With a good nudge provided by the COVID pandemic, we are in the final stages of converting ISI's New Staff Orientation to a series of 10 to 20 minute videos. These videos will be available online for new, as well as veteran staff, and Ministry Representatives, to view. The videos feature Gordy Decker, Jeff Townsend and a cameo appearance by Carrie Lyman (Purdue Team). Additionally, the Home Office Team will provide periodic webinars to update the ISI Team on Home Office procedures.



Once new staff candidates have completed the NSO video series and the required reading, Jeff Townsend, DFD, will meet with each one via Zoom to answer any questions/needs for clarification. He will then go over all aspects of the PD journey ahead and introduce the new staff person to his or her PD Coach. Finally, Jeff will alert People Services that the

## Persistence – the Inability to Give Up

by Pat Kershaw, Director of Field Development, Retired



Paul (so recently Saul, the Persecutor) was persistent. He said, "Let no one cause me trouble, for I bear on my body the marks of Jesus" (Galatians 6:17, NIV). A polite way of saying, "Don't mess with me!" Sure enough, he had the marks. The first time he was stoned (can you imagine surviving a stoning even once, let alone again?), his friends thought he was dead. But they got him up and—foolish or stubborn man that he was, he went right back into the city (Acts 14). He went on to other cities to be stoned *again*, beaten, publicly humiliated, and shipwrecked—once or twice. Maybe Paul thought of giving up and joining the faculty of Hebrew University. But he didn't, or maybe couldn't.

Paul had what it takes.

What was that "it"? We start out with a vision. We commit. Then we run into obstacles: Students who meet with us month after month and never say, "Yes" to the Lord. Churches that love the vision, but never sign on. Major and minor donors who love the work, but never write the check.

Vision is not enough. Commitment is not enough. It can be squashed down so deep under disappointments and frustrations, that we can easily jettison commitment and give great justification for doing so.

The "it" has to be more than the vision, more than the commitment. I think the reason Paul persisted through all the stuff thrown at him, (which most of us will never ever face), was because of the Man he met on a road. Paul knew about the Cross. The road he was on would not be free of physical or emotional pain. It would involve adversity, discouragement, failure, heartache, and disappointment. It all seemed to bring him closer to Jesus. He told the people at Philippi, "I can do everything through him who gives me strength" (Philippians 4:13, NIV). He told the people at Corinth, "... be steadfast, immovable, always abounding in the work of the Lord, knowing that your toil is not in vain in the Lord" (1 Corinthians 15:58, NIV). He told the Galatians, "Let us not become weary in doing good, for at the proper time we will reap a harvest if we do not give up" (Galatians 6:9, NIV).

That's persistence, the inability to even think of giving up!

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Compiled by  
**Jeff Townsend**  
Director of Field Development (DFD)

Designed by  
**Jennifer Meuli**  
Ministry Advancement Specialist





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

PO Box C  
Colorado Springs, CO 80901

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