

JUNE 2020



ISSUE 65

THE PARTNERSHIP CONNECTION

PD in a Very Unique Summer

by Jeff Townsend, Director of Field Development (DFD)

Just when we thought it could not get any worse because of COVID-19, the ongoing nightmare in the American dream, racial prejudice/injustice/inequality, has burst onto our streets once again. While we may eventually develop a vaccine or cure for COVID, the only cure for sins of the heart, like racial hatred and injustice, is the changed heart that only Jesus Christ can bring. As you serve Him this summer by inviting others onto your support team and into the Harvest, be sensitive to issues related to both the COVID-19 pandemic and the racial unrest in our country.



Potential donors may want to know how ISI is responding to both the pandemic and the need for national healing.

Regarding COVID, you can tell your donors that ISI is responding with both care for health concerns (see ISI's [Best Practices Guide](#)) and creativity in outreach to international students (see more about this below).

Regarding the current racial tensions, I would emphasize that ISI, by its very nature, shares Jesus' love with students from many nations, ethnicities, cultures, religious backgrounds and traditions. It is central to our DNA to sacrificially love/serve all peoples. And one of the best ways potential donors can help reach out to a broad spectrum of peoples is to join us in reaching international students. (See also "About Us" at www.internationalstudents.org for a statement about these issues.)

Good News from the Field

Can anything good come from COVID-19? Oh yes! Reports from our ISI team are showing that both decisions for Christ and the number of discipling relationships are up significantly. Additionally, as ISI team members explore new ways to use technology to reach international students, they are finding greater and deeper results than before COVID-19. As you encounter folks this summer wondering about the effectiveness of ISI's ministry in the midst of restrictions imposed as a result of the virus, you



can tell them with confidence that God is at work and you would love to have them join you financially in that work.

PD in Korean

The last two weeks of May, Andy Pearce and I had the privilege of training a Korean ISI staff couple via Zoom meetings. Without a doubt, I learned more about how to raise support in a Korean context than they learned about how to approach Americans for support. I also learned this couple's amazing story of how God led them to just the right spot in Los Angeles to reach out to Asian international students at UCLA and USC.



Knowing their Korean names were difficult for Americans, they adopted the names of a famous New Testament couple, Aquila and Priscilla. Based on what I heard of their story, Aquila and Priscilla Kim do that Bible couple proud!

Aquila has been on staff since 2008 and Priscilla is now joining our staff. Even with Priscilla's modest budget added, I was able to release her from PD immediately because their support is so strong, even though they almost never do a typical American-style direct "ask." As I have pondered why that is, several things stood out to me that I recommend to you:

- Korean believers are a prayerful people, as my wife Mary and I found out when we served overseas. I could always tell when it was 5:30 am because Korean believers from all over a city of two million people would converge at an apartment near us for prayer. Aquila and Priscilla have also made prayer a top priority for their work with international students.
- They have also given themselves to working in and through their local church. In turn, that church has made a significant commitment to reaching international students.
- Finally, I noted that they invest much time and effort into building relationships with people and involving them in their ministry to international students. As they have invested in ministering to their team, they have found those team members wanting to get on board financially.

It was a good reminder for me to see the power of prayer, a strong church connection, and basic relationship-building to undergird support development.

Practical Tip: Combining PD and Vacation

As more and more areas of the country open and restrictions ease, if you are like me, you are itching to get away from the confinement of home. Mary



and I often will combine vacation and PD. The way we do that is to locate supporters we need to visit, see if they would welcome a visit, and then plan vacation days around PD days. We have found this refreshing and a very economical way to both enjoy rest while contacting folks who mean so much to our ministry. Be sure to observe all recommended health precautions for the areas you visit and be sensitive to your donors comfort levels. Mary and I now keep a supply of masks and hand sanitizer in our cars for ready use. May God bless your PD and your vacationing this summer!

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 |
www.internationalstudents.org
PO Box C
Colorado Springs, CO 80901

Jeff Townsend, Director of Field Development | jtownsend@isionline.org