

The 12 Deadly Sins of a Support Raiser

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1. Telling your whole story over the phone or by letter instead of making an appointment.
2. Asking every person you meet with for the exact same amount. For example, asking 100 people to just give \$25 per month.
3. Arranging meetings where you invite a small or large group of people to support you instead of asking one-on-one.
4. Asking too low.
5. Making a pre-determined judgment that someone wouldn't want to support you rather than just asking them.
6. Raising funds without complete training.
7. Asking for "one-time" gifts. Never use the term "one-time" gift. This implies that you will never ask them again. Ask for a "special gift" instead.
8. Busying yourself in ministry activities and responsibilities not related to support raising during your itineration period.
9. Asking people to just "pray for you" because you fear asking them for financial support.
10. Thinking someone appears too poor to ask for support.
11. Starting ministry before reaching 100 percent.
12. Raising support without accountability and encouragement from a coach.