



PROSPECTIVE'S BEYOND BOOTCAMP BOOKLET

What:

A comprehensive game plan for the director and prospective staff – from the moment the position is offered, to becoming fully funded.

Why:

Prospective staff can become overwhelmed, discouraged and even have thoughts of quitting, due to a lack of funding and a feeling of isolation. This workbook is designed to develop a mentor/mentee (*or discipler/disciplee*) relationship that ensures the prospective is supported.

How:

A simple and repeatable process to guide prospective to become fully funded.

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1ST CHECKPOINT: LAUNCH MEETING

“Building a Plan and Setting the Culture”



Wisdom for the Journey (*A short moment to encourage you and prepare you for this stage of the journey*)

God chose you, trust Him. He thinks you have what it takes, He trust you with His name, and He believes that you and Him could really change your community (John 13). With Him you do not lack anything (John 15). Moving forward you have lots of choices to make on how you spend your time and what you believe about yourself. You will decide what you do when you are tired and get knocked down. Similar to Luke 3:17, God has chosen you, He loves and enjoys you, and He thinks highly of you. Together you and Him will bring more of the Kingdom to the coaches and athletes and all whom they influence in your area!

Trust Him, He choose you.

Preparation Questions – Complete these before you meet with your supervisor

Connecting With God

- With Vision we can build teams and unify all of our resources to accomplish this mission. Take some time to consider what God used to bring you and call you on this journey. What do you envision this FCA ministry could bring in your area?

Creating a Healthy Team

- Prepare to determine a support raising plan with your director.
 - Consider a date you need to start getting paid by. (assume 4-6 months for support raising)
 - Consider any locations you need to travel in order to raise support. (typically if you have 5+ potentials a trip is worth traveling there)

X's and O's

- Open the Home Team Tracker excel document, complete the “HT Budget” worksheet.
- Ask your Director or Admin to ensure paperwork is completed.

Notes from the Meeting

Director's Ministry Vision:

Key Scriptures about Support:

Define 100% Support Together:

Work Culture and Time Expectations:

Accountability Partner:

Fundraising Plan:

_____ # of weeks, _____ \$AMP per Week, _____ # hours per week on support

What is AMP, and 50% of Operating Budget:

MyFCA Page Instructions:



2ND CHECKPOINT: PRE-BOOTCAMP

“Building Confidence in their Ask”

Wisdom

Holy Spirit is your great guide. He will walk through all of the ups and downs on this journey. What will this journey be like, how will you respond, will you have what it takes? God has the most beautiful plan for you. Jesus promises two things in His last night with the disciples before they embark on the journey to transform the world. First, “And I will ask the Father, and He will give you another Counselor to be with you forever – the Spirit of truth. The world cannot accept Him, because it neither sees Him nor knows Him. But you know Him, for He lives with you and will be in you. I will not leave you as orphans; I will come to you.” John 14:16-18 Then secondly, “But I tell you the truth; It is for your good that I am going away. Unless I go away the Counselor will not come to you; but if I go, I will send Him to you.” John 15:7.

Yes, this journey is long and the vision is big, imagine what the disciples felt when hearing clearly that Jesus was going to leave. Imagine the momentum that was building, I bet they would have felt excited and scared just like you. Remember how Peter responded to the pressure? God knows the journey you are about to embark on. Think of all of the Saints that have gone before you that God has fully provided for. Jesus lived this lifestyle. Holy Spirit took care of Paul, and imagine the 100,000’s of full time missionaries that have reached their 100% starting goal. Holy Spirit picked you and is going to walk with you.

Prep Questions

Connecting With God

- Consider what you sense God is showing you as you’ve read The God Ask, and discuss support raising with friends and family.

Creating a Healthy Team

- Prepare to share why you want to serve the Lord with FCA. What wakes you up in the morning? What, if any *holy discontent* do you carry? Do you have a dream or vision towards sports ministry?

X’s and O’s

1. Complete all Bootcamp Homework – readings, tasks, preparation, practice Ask.
2. Look over and ensure everything is scheduled (rides to/from home airport, flights, hotel, FCA shuttle)

Notes from the Meeting

Communicating Basic Ministry Plan:

Local FCA Ministry History:

Expectations for Post-Bootcamp:

Weekly Reviews:

Accountability Partner:

Work Blocks:

3RD CHECKPOINT: POST-BOOTCAMP

“Finalize and Deploy”



Wisdom

The journey begins now! The course has been set, you’ve been trained, affirmed, and have completed Support Raiser’s boot-camp training! Now you get to share this beautiful and strong vision to your first real donor. What is going to define success for you? Who and what is going to define you through this journey? Will it be your director’s approval, the hard NO you received, or the three people who don’t call you back and avoid. Where do you find your security as you step out into the unknown?

Your foundation that will not be shaken is in your True Identity God has spoken to you. God is the one who made you, designed you, and still defines your worth. In Psalm 139 He claims you, in Romans 8 He calls you an heir, in John 17 He calls you friend. How do you see yourself? The words God spoke over Jesus is exactly how He sees you because of the great exchange Jesus made with you. “You are my son, in whom I love, and with you I’m well pleased” First you are claimed, you are a part of a family, and that is a covenant He’ll never break. Second, you’re loved, exactly how you are, because of the intention He put into the molding of your heart, soul, mind, and body. Third, before you ever completed any field ministry to coaches and athletes, He was satisfied with you. These allow us to walk with security, to take risk, and you never have to work FOR Him.

Each moment that you slow down and look back at His face, He is smiling at you with complete contentment and pleasure. He knows how to correct you and gently guide you, but first He’s Father, Abba Father. Will you allow God to open your eyes to experience this smile and love every moment of this journey, will you lean into His chest in each hard moment?

Lastly, here is a great secret when it feels impossible and all of you is challenged; call a friend, other staff, and/or your supervisor so that they can remind you of who you are and what Abba says about you.

Preparation Questions:

Connecting With God

- What has God been teaching you in regards to His approval verses peoples’ approval (this will be a part of today’s discussions).

Creating a Healthy Team

- Think of a few stories from your past that could affirm FCA’s Vision and Mission to incorporate into donor *Ask*.

X’s and O’s

- Prepare to give your full Ask to your director at the first part of your meeting. Treat them as a potential donor that knows a lot about FCA, and still share the Vision, Mission, Methods.
- Organize your prospective donor list with the top 20 people that will give you the most grace if you don’t come across very smooth or clear the first few Asks? Then Organize your B list and C list.

Meeting Notes:

Practice Ask Feedback:

Seeking Approval:

Weekly Review:

Weekly Goals:

Board Member Practice Ask:

4TH CHECKPOINT: FIRST QUARTER

“Evaluate and Adjust”



Wisdom

Early wins and tough losses of someone saying “no” can really impact the support raising process. Your weekly Work Block and Phone Call Blocks are the easiest to let go of. Do what it takes to remain at rest *with* God, engage Him, then jump back into diligence with grace, and finish your call block. Consider going to a special spot you enjoy each week with your list to make all of your calls. Get creative. Stay devoted. We have all that we need in Christ who strengthens us. He always provides the strength, courage, and finances as we step forward in GRACE and Faith. You and Him can do this.

Preparation Questions:

Connecting With God

- Consider and prepare to share what major “Ah-Ha” moments God has brought up the past couple of weeks.

Creating a Healthy Team

- As you’re preparing for this marathon of a journey, rest and recreation are important. Consider what activities have been fun and have helped you recharge in the past?

- Identify an area where you would like additional coaching. For example, how to secure more meetings or refining your Ask?
 - Where are you sensing progress?
 - Where are you getting stuck?

X’s and O’s

- Protect your time to complete your Weekly Review, Work Blocks, and Call Block to get meetings.

Meeting Notes:

Rest and Renewal:

Setting a Good Daily Pace:

Thanking People Well:

Referrals:

5TH CHECKPOINT: HALF TIME

“Refocus and Adjust”



Wisdom

“Stay the course to become a force.” This is a wonderful truth about discipline. It is a direct challenge to be satisfied in the pace of the process and content with the promises for the future. Jesus offers us a Kingdom truth when sharing in Luke 16:10, “He who is faithful with little is faithful with much”. What does faithfulness look like here at half-time? Are you wanting to be done with this?

Setting your focus on getting you to 100% and fully trained before you go full speed into ministry is essential for you being here ten years from now. Recent stats showed that on average 150 staff leave FCA per year, 100 of them were in their first 18 months. Were they wrong on their calling, were our Director’s blind to something, or could it be their foundation was not set financially and in training. Let’s dig deep and stay the course so that you can become the force God’s given you vision for. Be careful not to engage the plentiful harvest too soon and miss becoming a long-term laborer.

Preparation Questions

Connecting With God

- Consider what area God is wanting you to grow.

- What are you willing to do to “stay the course”?

Creating a Healthy Team

- What area is continuing to drain your energy, courage, and hope?

- As you’ve been identifying the needs of your area and hearing from the people:
 - What is the biggest need?
 - Where do you see God working in your ministry area?
 - How could you meet that specific need?

X’s and O’s

- What thoughts or inputs are beginning to distract you from your weekly support raising?

Meeting Notes:

Potential Donors:

Donor Ministry:

Volunteer Opportunity:

6TH CHECKPOINT: HOME STRETCH

“Keep their Eyes on the Finish”



Wisdom

When we are weak then He is strong boast Paul in 2 Corinthians 12:9. The reality of our limits in our courage, capacity, social network, and energy is often tested in ministry. In our partnership with God, He is the strong one. Notice the yoke analogy Jesus provides in Matthew 11. He invites us to join His yoke like another ox. You're beautifully close to Him, and He promises if we are in there with Him it will be light and easy. Obviously, God knows how to do some heavy lifting and can daily make the impossible for us possible. Getting to 100% is possible with God. Staying yoked and allowing Him to be the strong one could be the best pre-ministry training you've ever received. We chose you because of your calling and character. Allow God to shape you as you continue to the finish off this journey. Don't let the enemy tell you what is possible or impossible, allow God's actions to prove to you His power. Step forward to the finish!

For more encouragement to finish, read Hebrews 11 – 12:3

Preparation Questions

Connecting With God

- Celebrate 5 moments of God's faithfulness in this journey, take a few moments to thank Him.

- Write out 5 surprise donors God has directed to join your team.

- Where have you noticed God this last week walking alongside you?

- How would you encourage someone who is just starting out on this journey? Do you believe this for yourself?

Creating a Healthy Team

- Reflect, How are you thanking and caring for your current donors?
- Is there anyone who needs to be specifically thanked with more than a thank you note?

X's and O's

- Review your name storming list for potential donors you've avoided, forgotten, or lost contact with.

Meeting Notes:

A Way God Views You:

Reviewing Donors:

Name Storm:

7TH CHECKPOINT: FINISH LINE

“Celebrate Their Faithfulness”



Wisdom

Rarely do we celebrate. Well done! You, God, and your director have made a good team. You’ve accomplished something really hard. Celebrate well! Who could you call or share a meal with to celebrate?

Preparation Questions:

Connecting With God

- Reflect on the top challenges you faced. How did you trust God?

Creating a Healthy Team

- Reflect; what has been coming up for potential ministry that aligns with your why?

- Reflect; who seems to be rallying around your vision and wanting to be involved?

X’s and O’s

- Complete Beyond Bootcamp Evaluation ([LINK](#))

Meeting Notes:

A Way God Views You:

Reviewing Donors:

Name Storm:

First Week:

	Monday	Tuesday	Wednesday	Thursday	Friday
8					
Morning 10					
Lunch 12					
2					
Afternoon 4					