

Optimizing Use of Outside Funds for Multiplicative Ministry

1. If you are considering offering to support workers, there is generally a spectrum of most harmful to least harmful: *(If you're catalyzing a movement, you don't want to send outside resources (\$) to...*
 - a. Pastors *(Avoid if at all possible)*
 - b. Church planters (local/settled)
***you'd practically never want to fund those top 2 ^ with outside resources**
 - c. Church planters (mobile/itinerant)
 - d. Trainers
 - e. Administrative

For initial catalysts, it may be better if they are as different as possible from target demographics so it will be less tempting to use pay for them as an excuse not to replicate. After work is begun, it is better for workers to be locals or as close to them as possible demographically and culturally.

2. It is generally a **bad idea to build buildings with outside funds to/for local people**. If you absolutely must, then a similar list to #1 would be:
 - a. Church buildings and/or parsonages
 - b. Training centers
 - c. Community/training centers
3. In the vast majority of cases, **development is superior to relief**. It provides ongoing contact and is itself scalable, if done well. *(Also, in regard to holistic ministry, God's intention is not simply that people be healthy, wealthy, and wise, but that they be healthy healers, generous givers, and wise teachers. **We are blessed to be a blessing**. In development, we equip them to do so.)*
4. Similarly, in regard to holistic ministry, **seek organic rather than institutional solutions**. *E.g., it is far better to work towards orphans being cared for in families that are already self-supporting rather than in orphanages.*
5. **Training is often a good investment**. Seek to provide the sort of assistance that ensures the participants have some "skin in the game". Even in situations of abject poverty, that could include fasting during the event and having participants contribute in cash or crops the equivalent of the food they would have eaten. Avoid making training events resemble paid vacation.
6. When possible, **it is better to train people who work** (tentmakers) rather than training people to work. One exception is if their work is not mobile and they need to be for the sake of the ministry.
7. It is very often better to fund tool development rather than production (*e.g.*, funding a Bible translation rather than printing them). The production, however, may also be helpful if the tools are for non-believers. Also, it can be helpful to make them available locally, if they aren't otherwise, even for believers. The reason is that believers are often able and willing to purchase necessary tools if they are available. ***(Better to help build/increase local capacity vs paying for a product to solve & potentially create dependency.)***

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8. **If tools are being funded, carefully consider the appropriate format.** If few people listen to radio in your target group, you probably don't want to focus on radio, etc. If the vast majority of your target group are primary oral learners, don't invest in literate tools. If those going online only have mobile devices, make sure that online tools are mobile-friendly. **(Do your homework.)**
9. **Do your homework on what is already available.** Don't "reinvent the wheel" unless absolutely necessary. Within reason, the details of content are actually less important than **how** that content is taught. For example, using "traditional" follow-up materials (in terms of the passages that are studied) can be made far more impactful and multiplicative simply by conveying it in a "three-thirds" format that involves the disciples being held accountable for applying and sharing what they learn. **Invest in shaping how content is transferred.** This saves a lot of development costs at more advanced training levels if there are traditional tools available.
10. **Look for opportunities to "commandeer" meetings/events/gatherings that are not movement-oriented.** This can either be done by influencing what happens at those events planned by others, or "tacking on" adjacent training or meetings and economizing on time and travel expenses. This can be done on an *ad hoc* basis or on a large scale ongoing basis. **(Capitalize on opportunities! Such as: other meetings/gatherings & do something adjacent, help distribute resources from pre-existing "bigger groups", etc.)**
11. **Only support training that is movement-oriented.** *(To point #10, be aware of other non-mvmt training/gatherings in case you can capitalize.)*
12. When planning large-scale efforts, **spend significant time** at the front end **evaluating who would be the best actors** for each aspect of the plan. *(All other things being equal, those closer in geography, culture, ethnicity and language are preferred.)* **Plan as much as possible on capitalizing on the resources in the harvest as soon as possible.** This is one reason a shortage of funds is not always a bad thing; it forces us to do exactly that (capitalize on resources in harvest), at least if we are wise.
13. **In complex projects, utilize a coalition approach.** *(Healthy Accountability)*
14. **Make sure everything funded includes an aspect of evaluation;** Most of the time that needs to include factors related to generational impact.
15. With regard to **transportation, the main principle is scalability.** Can they replicate it? Use public transport if at all possible. If to start the work you want/need to subsidize it and public transport is not available then perhaps you might use motorcycles for state level workers and bicycles for county level workers, etc.