



**Nazarene
Compassionate
Ministries**

Compassion as a lifestyle



September 2016

In This Issue

[Current Funding Opportunities](#)

[Church and Community
Transformation](#)

[Resources](#)

[8 Benefits of Fully Engaged
Donors](#)

About NCM USA/Canada

Nazarene Compassionate Ministries seeks to live and act compassionately in the world following Christ's own life and ministry. We seek to be incarnations of the same gospel that Christ lived and preached and to be witnesses to the same love and compassion God has for our world.

In the United States and Canada, NCM works closely with Compassionate Ministry Centers (CMCs) to bring compassion and healing to communities that need the love and presence of Christ.

Mission

Nazarene Compassionate Ministries USA/Canada partners with Nazarene interests to facilitate ministries which address the temporal as well as the spiritual needs of the economically disadvantaged.

Churches

Local churches are the primary avenue for Nazarenes to reach out to those in their communities.

Nazarene Compassionate Ministries seeks to support churches in starting and maintaining ministry to the under-served and marginalized. We believe every church, no matter size or budget, can find ways to meet needs in their community with compassion, creative, and the firm foundation and life-changing



Forward to a Friend

Dear Friends,

Genesis 12:2 says:

"I will make you into a great nation, and I will bless you; I will make your name great, and you will be a blessing."

To put this passage in context, this is where God is calling Abram to leave his homeland and go to a foreign land. As we know, God richly blessed and transformed Abram into a great nation. But, it required Abram to be obedient and take a step of faith.

My favorite part of this passage comes at the end where God commands, **"You will be a blessing."** It wasn't a proposed option of, "You could make an impact," but rather God was saying, "Your obedience is about so much more than your life and blessings. I am going to use you to be a blessing to the lives of a great nation."

How can you be a blessing in your community?

How can you flesh out the gospel to your neighbors?

How can you change your neighbors' lives by blessing them?

Our job is not to simply represent Jesus; we are to be re-present Jesus. He is the blessing our world needs.

Be a blessing,

Jay Height

jheight@nazarene.org

Coordinator, Nazarene Compassionate Ministries USA/Canada

Current Funding Opportunities

State Farm Good Neighbor Citizenship Company Grants support safety (disaster preparedness and recovery) and education (life skills and service learning) programs. **Apply**

Deadline: October 31, 2016

power of the Gospel message.

CMCs- Compassionate Ministry Centers

A Compassionate Ministry Center is a non-profit organization dedicated to meeting the needs of the under-resourced in the community. While these organizations are often affiliated with a specific local church, they are in a strategic position to unite others in their community around a high-needs cause.

NDR- Nazarene Disaster Response

Nazarene Disaster Response is Nazarenes mobilizing for disaster through Readiness, Response, and Recovery. Local Nazarenes are in a unique position to understand, serve, and remain with disaster victims in their own neighborhoods. In large-scale events the denomination can come alongside local efforts with the support of volunteers and donors from across the country and through our strong partnerships with other disaster relief agencies. NDR serves victims regardless of race, creed, or economic status by concentrating on assistance to the poor, elderly, and handicapped.

W&W- Work & Witness

Work & Witness provides opportunities for Nazarenes to serve together in support of existing ministries such as churches, CMCs, and Nazarene Disaster Response. Work & Witness can be any type of project, from construction to evangelism to compassionate outreach.

Contact

Toll Free Number: 1-800-306-9950

Fax: (913) 577-0893

General Email:

ncmusacan@nazarene.org

Coordinator: **Jay Height**

Direct Line: (317) 281-6768

E-Mail:

jheight@nazarene.org

William G. McGowan Charitable Fund requests proposal for projects that address homelessness through education, job training and placement, and promoting self-sufficiency. Registered 501(c)(3) organizations in CO, IL, KS, NV, NY, and PA are eligible to apply.

More information

Deadline: November 15, 2016

Amount: \$20,000 - 125,000

Look Beneath the Surface Regional Anti-Trafficking Program

will be issuing a request for proposals for outreach, anti-trafficking training for local professionals, and public awareness designed to help identify victims of human trafficking. **More information**

Estimated Deadline: March 7, 2017

Estimated Amount: \$50,000 - \$150,000

Office of Refugee Resettlement (ORR) Ethnic Community Self Help Program

will be issuing a request for proposals to strengthen ethnic community self-help groups whose board of directors is composed of at least 60% current or former refugees. **More**

information

Estimated Deadline: May 30, 2017

Estimated Amount: \$100,000 - \$200,000

Family and Youth Services Bureau (FYSB) will be issuing a request for proposals to support Transitional Living Programs and Maternity Group Homes serving homeless and runaway youth and their children. **More Information**

Estimated Deadline: June 13, 2017

Estimated Amount: \$100,000 - \$194,726

Church and Community Transformation

The Church of the Nazarene's mission is to make Christ-like disciples in the nations. This Christ-likeness is demonstrated by serving the spiritual and temporal needs of the poor and marginalized, living compassionately, and bringing healing to those in need of Christ. Poor communities often depend on others to meet their basic needs for generations, keeping them trapped in poverty and diminishing hope for a better future and confidence in their own ability to improve the situation.

Local churches around the world follow the example of Jesus to clothe, shelter, feed, heal, educate, and live in solidarity with those who suffer under oppression, injustice, violence, poverty, hunger, and disease, proclaiming the Gospel to all people in word and deed. Local churches are called to be change agents by equipping and empowering their local communities to identify and use locally available resources and potential to build their own resilience and transform themselves.

NCM Approach and Values



Church-led: Local congregations understand needs of their neighbors and are a sustainable local presence.

Holistic: Pursue physical, relational, and spiritual wholeness for individuals and communities by targeting root causes of poverty.

Community-based: Community members have dignity, value, and capacity to change themselves and address their own challenges.

Transformational: Lasting transformation for individuals and communities through development efforts and in Christ.

NCM's 2016 Compassion Conference: Living in the Margins featured a series workshops on Tearfund's Church and Community Transformation approach that offer a systematic process for awakening the Church to its Biblical role in sustainable holistic transformation, engaging and mobilizing local communities. The steps in Church and Community Transformation are outlined below.

| Steps in Church and Community Transformation | |
|---|--|
| <p>Awaken the local church to its Biblical role in sustainable, holistic transformation of lives and communities</p> | <p>God's vision for the community Genesis 1:25-31 Genesis 2:8-17 Genesis 3 Isaiah 65:17-25</p> <p>Church role as a change agent Matthew 3:1-2,4 Matthew 3:12-17 Matthew 23-25 Matthew 9:35-39 Matthew 5:13-16</p> <p>Resource Mobilization John 11:1-44 Mark 6:30-44 2 Kings 4:1-7</p> <p>Community / Relationship Luke 10:25-37</p> |
| <p>Engage the Community</p> | <p>Use participatory tools to help the community gather and analyze information to understand their situation</p> <ol style="list-style-type: none"> 1. Community Mapping 2. Timelines 3. Historical Trend Analysis 4. Community History Pictures 5. Resource Mapping 6. Institutional Analysis <p>Gather information using charts and questionnaires with specific, focused standardized questions.</p> <p>Organize and interpret the information to give the community tangible evidence about the situation.</p> |
| <p>Make Decisions</p> | <ol style="list-style-type: none"> 1. Envision the desired future 2. Prioritize issues 3. Set goals 4. Select indicators of success 5. Create structures and systems for |

and Act

- managing and monitoring the process
- 6. Train committees
- 7. Network to identify local resources and opportunities

To learn more, download workshop materials

NCM's 2016 Compassion Conference: Living in the Margins

featured a series of workshops on Church and Community Transformation led by Tearfund:

The Church as a Unique Agent of Social Transformation

The work of community development does not belong solely to NGOs and government agencies. Gain an understanding of church-based community development through the process of "Church and Community Mobilization," that is having deep, transformational impact across 6 continents.

Church and Community Transformation

Reflect on God's inspiring calling for His church, appreciate all that is going well already, dream godly dreams of what could happen, and be enabled to design steps to move toward your dreams. The aim will be to enable the church communities you care about to live even more attractive holy lives and see even greater Kingdom transformation come.

Impossible Dreams? What Might God Do?

What would you love to see happen in the communities and countries you care about? Share examples of how God has graciously brought depth, breadth, and length of change in the lives of more than 6 million people through church and community transformation - and how ideas from this approach could be blended with what is great about what you already do.

Devotion and Delight: Who Are We Called to Be and What Is Going Well So Far?

Reflect together through participatory Bible studies and exercises on who we are called to be as the Church. How are we called to bring transformation far beyond the walls of our church even when the surrounding communities are hostile?

Dreaming Godly Dreams: What Would You Love to See Happen in Your Communities and Countries?

Develop godly dreams for what you would love to see happen and pray into them.

Designing Transformation: How Might Church and Community Transformation Help Your Work?

Highlight the unique nature of the church and community transformation approach and explore successes and failures along the way, with examples from a range of contexts and continents.

Designing Toward Your Dreams

Think about next steps to move from "delight" to "dream" drawing on ideas from brothers and sisters worldwide.

Download workshop materials

Resources

Tearfund has created several resources for mobilizing the local church to meet the needs of the community:

- **Umoja - Transforming Communities Guide**
- **Mobilizing the Church Pillars Guide**
- **Reveal Bible Studies**

8 Benefits of Fully Engaged Donors



"I think happiness is a combination of pleasure, engagement and meaningfulness." - Dr. Ian K. Smith, celebrity physician

You will be a successful fundraising professional if you make giving fun and enjoyable for donors and engage them in ways they will find meaningful.

Gallup, the international polling company, conducted a survey of over 17,000 American donors to better understand giving behaviors. One of Gallup's key findings was that **effective engagement leads to greater donor loyalty**. Gallup's Daniela Yu and Amy Adkins report:

"...[donors] keep going back to the causes that emotionally engage them."

Sound engagement practices will lead to strong donor retention and increased levels of giving. For example, the simple act of engaging a donor by calling to thank her for her gift can have a profound impact. Penelope Burk in her book **Donor Centered Fundraising** reports that:

- **95%** of study donors stated they would appreciate a thank-you call within a day or two of the organization receiving their donation.
- **85%** said such a thank-you call would influence them to give again.
- **84%** said they would definitely or probably give a larger gift.

If a simple thank-you call can have such a significant effect, imagine what a comprehensive engagement strategy can accomplish.

Effective engagement will not only enhance donor retention and lead to increased giving, it will produce numerous additional benefits for your nonprofit organization. Gallup found that fully engaged donors are:

1. **3.6x more likely to encourage** people in their life to support the organization
2. **2.5x more likely to participate** in fundraising
3. **2.2x more likely to plan to increase** their donations in the next 12 months
4. **2.1x more likely to volunteer** their time
5. **2.0x less likely to plan to reduce their donations** in the next 12 months
6. **1.9x more likely to attend** an event
7. **1.4x more likely to donate** every month
8. **1.3x more likely to donate** regardless of circumstances (for example, because of a natural disaster or humanitarian crisis)

Gallup defines a fully-engaged donor this way:

"Donors are emotionally attached to an organization and believe in its purpose. These donors are strong ambassadors of the organization. They donate regularly and go above and beyond to promote and support the cause."

Michael Kaiser, Chairman of the DeVos Institute of Arts Management at the University of Maryland and President Emeritus of the John F. Kennedy Center for the Performing Arts, has observed:

"[Donors] don't join our family to be whined at... They join because we're inspiring and fun."

The challenge for nonprofit organizations is to develop an engagement strategy that allows donors to experience the joy of giving, makes them a partner in the organization's work, and tells them how their donations have been and will be used to make a real difference.

Baby Boomers may have been content to support charities based on simple brand loyalty and the organization's mission. However, younger donors want to experience a greater sense of involvement with the causes they support. They also demand to know exactly how their money will be used by the organizations they support.

When evaluating your organization's investment in engagement, consider all of the benefits it will receive in return.

I'm reminded of a situation I encountered years ago when working with a client, The Philadelphia Orchestra. The Orchestra was looking for fresh ways to engage donors, make giving fun, and build donor loyalty. My business partner, at the time, and I suggested that the Orchestra invite donors to a rehearsal.

The first reaction from staff was, "The musicians' union will never go for it." The second reaction was, "Even if the union allows it, who would want to go?" The staff was also concerned that rehearsal attendees might not purchase performance tickets for the corresponding concert.

Well, with our strong encouragement, the development team was able to enlist the support of the union. When the Orchestra offered donors the opportunity to attend an open rehearsal, massive

numbers happily went. Donors loved the opportunity to have special access and to see behind the scenes. Giving grew and, rather than negatively impacting ticket sales among those who participated, concerts drew standing-room only crowds. Now, special open rehearsals are a common practice for arts organizations around the country.

Another fun engagement offer was pioneered at The Academy of Natural Sciences. While working to build membership and annual giving programs, I suggested that the museum invite supporters to a sleep-over. Today, many museums offer sleep-over opportunities. However, when I presented the idea, it was well before the movie *A Night at the Museum*, and the staff thought no one would be interested in spending the night in the museum and sleeping on a hard floor.

After some further prodding, the museum tested the sleep-over idea. It was a big hit. Soon after, the museum's membership numbers surpassed the much larger competing museum in town. And, with an enhanced membership based, the museum was able to grow its annual giving program.

All organizations can be engaging and make giving fun. You're only limit is your imagination.

As Kaiser reminds us:

"The donor doesn't owe us allegiance. We need to earn it."

What fun things are you doing to inspire your donors and to earn their loyalty?



FREE eBook

Download Now! >>>

Maximize the Lifetime Value of Your Donor Database

Learn how your donor database can help your mission come to life.

Nazarene Compassionate Ministries

USA/Canada Region

17001 Prairie Star Parkway

Lenexa, KS 66220, USA

Phone: 1.800.310.6362 * Email: JHeight@nazarene.org