

Support Raising Tips for eXperience Israel

Don't be shy about asking people to support your trip. People get asked all the time—*even from people they don't know*—to support worthwhile causes, and your trip is definitely a worthwhile cause. So get on it ASAP—and trust God with the results!

1. Set your goal. You need \$ _____ to Chosen People Ministries by _____.
2. Start with the people in your congregation. Go to your pastor, Sunday school teacher, small group leader, or department leader. Ask for time to tell about what you are going to do. Tell them you are raising support, and they will bless you. You might even want to consider hosting a “Middle Eastern Food & Fellowship” and/or “Movie Night” (we can suggest a movie for you to show). The more people you get yourself in front of, the better.
3. Make a list of names—*everybody!*—friends (old and new), relatives, school/church contacts, colleagues (believers and unbelievers), Christmas/Hanukkah card list from your parents and grandparents, etc. Don't rule anyone out. **We recommend that you plan to send approximately 75 letters (but more is always better).** The White Pages app can help you track down people's mailing addresses if you don't have them.
4. **Write your letter** (*Yes—you actually have to write and mail a real letter! Trust us...social media DOES NOT work remotely as well as a real letter in someone's mailbox, which shows that you actually invested time and energy into your request*). Don't go over 500 words!—*people don't need (or want) to know every detail of what you've been doing with your life*. Studies have shown that readers don't last more than 500 words (at best). Your letter should be single-spaced in an easy to read font. Share why God has inspired you to go to the Holy Land and some of what you will be doing when you're there. Close by asking for prayer and financial support (you really should underline or **bold** this paragraph). Don't be shy—people aren't going to hate you for asking—and don't forget to tell them what your specific financial need is. You won't get it if you don't ask! Make sure that it is clear in your letter who to make their check out to. Mail it in a #10 envelope, but also include a smaller envelope pre-addressed and pre-stamped (people can't stand to see a stamp go to waste!) to Chosen People Ministries, ATTN: eXperience Israel, 241 51st Street, New York, NY 10022 (If they're in Canada, have it sent to Chosen People Ministries, ATTN: eXperience Israel, P O Box 897 Station B, North York, ON M2K 2R1). You should also include a gift slip with your name on it. The gift slip should include a box that people can check off if they are only able to support you at this time through prayer. Contact your team leader if you need a gift slip template. Make sure that your letter and gift slip are printed on different colors of paper (pastel colors are preferred).
5. Send the letter! DON'T PROCRASTINATE! If you don't happen to have the person's snail mail address, then send it via e-mail, but remember that **snail mail is always more effective**. Bottom line: The longer you wait to send it, the harder it will be to raise your support.
6. 2 to 4 weeks after sending your letter, remind people by phone, postcard, or e-mail about your need. Most people put support letters on their “I'll get to it later” pile and forget about it. If you speak or write to them, just say—*“Hi—a few weeks ago I sent you a letter about a missions/service trip to Israel that I'm really excited about going on in July. I was just wondering if you had the opportunity to prayerfully consider partnering financially with me on this trip. If you can't at this time or you need more time to think about it before my payment deadline, that's fine. I just wanted to follow up and make sure you got it. Thanks!”* People who do this usually double their support (*Yes—double!*)...so view this tip as a necessity, not an option!
7. Don't forget to write a personal thank you note to each of your donors. You will receive a notification via e-mail from Chosen People Ministries informing you of each gift that has been deposited to your fund. Donors will also receive a thank you letter and tax-deductible receipt from CPM. Please note that if you raise more support than what you need, the overage will go toward the general fund for eXperience Israel. You can also allocate it to the fund of another XI participant who is in need of additional funding. Due to IRS regulations, CPM can not refund your donors or give you the surplus for spending money.
8. If you choose to, you can utilize the “Applicant Support Letter” from your team leader to accompany your own prayer letter. Just make sure that you fill in the appropriate terms (his/her, he/she, YOUR NAME, etc.).
9. In addition to (**not in place of**) your “snail mail” letter, we recommend that you create an online support invite via www.evite.com or event page via www.Facebook.com. Make sure you include the link for people to donate online (www.chosenpeople.com/site) and tell them to designate their gift towards your eXperience Israel trip (*FYI: Using Evite tends to be more effective than using Facebook because people are WAY over-saturated with Facebook requests and they'll be more likely to read the follow-up e-mail updates you send via Evite*).

If you have any questions, please contact your team leader at justinkron@me.com