

Dear Parents of NET Missionaries,

My name is Paul Ives and I manage all of the Ministry Partner Development (MPD) activities for our 200+ NET missionaries. I have the privilege of working with your son or daughter to help them build their team of supporters for the upcoming missionary work with NET Ministries. My initial goal is to help new missionaries see fundraising as a ministry (versus an obstacle) and to adopt some of the best practices that have proven to work for all missionaries and church workers. I was a 6-year military veteran when I was accepted to serve with NET Ministries, so the idea of asking others to financially support my ministry seemed contrary to the values of hard work and self-sufficiency that I had believed. However, once I started to fund my ministry, I quickly discovered that it was also preparing me for service with NET and more importantly, it convicted me deeply about the mission, as I was asking others to invest in my bold vision of reaching thousands of youth for Christ. I soon found that I was providing others a way to participate in the New Evangelization and do something practical about their concern for the future of the Catholic Church. As a well-known author has stated, "Support raising is not begging. It is exactly the opposite of begging." Instead, we are inviting others to join us in spreading the Gospel and taking a part in the New Evangelization!

When your son or daughter mentioned they were required to raise a minimum of \$6,000 to cover a portion of their expenses for their year of service, I trust that perhaps some of you found that as a bit of a surprise. I want to assure you that this minimum goal we have set out for them to achieve is both doable and rewarding! For the last four years in a row, nearly 100% of NET missionaries have successfully reached their minimum funding goal. Every year I talk to at least a handful of parents who said initially they were concerned about their child reaching the goal, but once they got started, they were amazed at how God moves others to partner with this amazing ministry!

During the next few weeks or months, I will be working with your son or daughter through webinars, phone conversations, and other interactions to see how their Ministry Partnership Development (MPD) is going and encouraging them in their journey. My desire and NET's desire is that they **arrive at training spiritually healthy and fully funded so that they are ready to share the Gospel without reserve!** NET Ministries has put together a training program based on our 35 years of experience, industry best practices, and training materials from a partner ministry called Center for Mission Mobilization. We will be training your child to embrace this adventure with boldness in the same way that they will be sharing the Gospel with thousands of youth this coming year. In order to be successful, they will have to conduct some face to face meetings or phone calls with potential ministry partners, share their bold vision, and ask people to join their team. This may be a new experience for them and may even seem a little intimidating in the beginning.

Some team members hope that sending out letters with little or no follow up will fully fund them, but our personal experience has consistently shown that "letters only" usually generate a 10% response rate and the size of the gifts they receive are significantly smaller than what they would have received through a phone or face to face appeal.

We have learned from years of experience that trying to look for a quick and easy route through this process can leave them frustrated, under-funded, and wishing they had adhered more to NET's advice on how to effectively raise their partnership funds.

It is our hope that you can also view Ministry Partner Development (MPD) as a spiritual exercise that will develop your child's character and prepare him or her for their upcoming ministry. Below I have provided the basis for ministry partnership that your child has received in his or her fundraising materials. You may find it helpful.

1. Support Raising is Biblical

The Levites in the Old Testament, the Apostle Paul, and even Jesus (Luke 8:1-3) lived off the support of others. If the Son of God was willing to humble himself by being financially dependent upon God and others, shouldn't we be, too?

2. Support Raising is the Greatest Preparation for Ministry

It requires faith, hard work, and perseverance to be successful in ministry. Those qualities and more are developed and refined during the support raising time. You will definitely see a deepening of their character through this process.

3. Ministry Partnership is Not Begging

Actually, we're inviting others to be ministry partners with us. In the course of them investing through us, ministry partners are provided with a significant way by which they can participate in Christ's Great Commission to "go and make disciples of all nations" (*Matthew 28:19*). You can be extremely proud of your son or daughter for taking on a challenge that few are willing or able to take on. Our world has desperate needs and it is your offspring who is determined to be part of the solution rather than the problem.

One last thing you should understand is that NET Ministries is a 501(c)(3) charitable organization, so any gifts sent to NET Ministries to support an individual missionary goal is considered tax-deductible. This also means that NET must exercise discretion and control over the gifts that our missionaries raise. I try my best to instill the idea that they are raising funds for NET Ministries and not themselves. According to the IRS they are considered a "deputized fundraiser." My assistant Ginny Maslow will be e-mailing MPD reports out every Friday afternoon between now and the time NET training starts. I look forward to hopefully meeting you at Arrival Day or our end of year banquet. Please feel free to take a few minutes to **view our Support Raising Video for parents on our website at netusa.org/parents** and feel free to contact me if you ever have any questions in the future.

God Bless,

Paul Ives
Partnership Program Manager
NET Ministries
651-450-6833 x34
pives@netusa.org