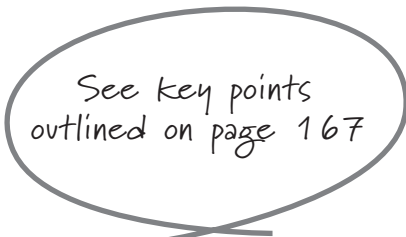


# JOIN THE SCOUTS



See key points  
outlined on page 167

I like the Scouts' motto: Be Prepared. It certainly beats the opposite: Be Unprepared! Whether or not you were ever a Scout or a Guide, it's time to join up, at least to the Be Prepared bit.

No matter what the set of relationships or the personalities, there are common threads that should weave their way through any support conversation.

**You will want to keep the flow natural and informal.** It should be a chat between friends, or at least two people with some personal connection, not a cold-call, double-glazing sales pitch. Even if it's somebody you don't know that well or maybe somebody you haven't seen for a while, for some reason you have thought that they might be interested in supporting you and they have agreed to talk about it. This should give you enough confidence to relax a bit during your conversation with the potential supporter. **You might still have butterflies in your stomach about it, but at least they should be flying in formation!**

Although it may seem a bit false and contrived at the outset, being prepared and having a good idea of what you plan to say will ensure that you are more relaxed when talking to people about your support. It will also help you keep the conversation on track and, if necessary, bring it back on track if it goes too far down a totally irrelevant tangent.

By contrast, if you go into a support appointment without having thought through what you want to say and without some sort of structure in mind for the conversation, you are much more likely to forget key bits of information, be unclear at important points in the discussion and leave the person you are talking to unsure about what you are asking them to do.

## Your support presentation outline

Jot down words or short phrases for each section. Remember, this is to give you the basis for what you'll say to people. The points follow the outline on page 167. What you will actually say will change from person to person, depending on who the person is and how well you know them.

As an example, I've included the sort of things that Jim and Sue might have jotted down. This page assumes that you are working with an organisation. If you are working independently, then simply answer the questions for yourself.

1. What **needs** are you or your organisation addressing?

	• unchurched society
	• lack of confidence in evangelism
	• few role models for young evangelists
	• little culturally relevant evangelism

2. In general terms, **how has your organisation been addressing these needs** over the years?

	• evangelism training
	• mentored young evangelists
	• creative local evangelism initiatives
	• church-based evangelism internships

3. How is your organisation addressing these needs **in the specific area of work you'll be involved in?**

	• major expansion
	• need to get firm admin base
	• free up leadership to focus on evangelism
	• improved communication with integrated IT system

4. **What will you be doing** and what has led you into this?

	• own unchurched background
	• misconceptions about God and Jesus
	• encouraged by Declare's approach
	• redundancy
	• desire to use skills to further effective evangelism
	• want to see other unchurched people come to Christ
	• oversee admin and IT
	• Sue part-time mentoring young women evangelists





5. **What sort of support** are you looking for from people?

	• can't do this alone
	• no large pot of central funds
	• need team to be part of this
	• regular
	• money – only source of income
	• prayer – spiritual battle
	• encouragement – major adjustments

6. Is this the sort of **commitment this particular potential supporter would like to make?**

	• need key people
	• people at different support levels
	• support in by March
	• identify why we're asking this person
	• would you like to join the team?

## Your support presentation outline

-  Take some time to think through what a potential supporter needs to know in order to make an informed decision about your support.
-  Use the page opposite or a blank page to jot down some basic headings and main points, but don't write it as a script.
-  Practise speaking it out loud, using your notes as a prompt.
-  Then write down more fully what you have said. We tend to speak much more informally than we write, so writing down what you speak will be a lot more help than speaking what you write down.

*Use this space to begin writing your support presentation.*