



The Development Process

Strategic Ministry Partnerships



This Pamphlet is part of the ‘The Development Process’ range of publications produced by Global Focus and whilst it can be used on its own is most effectively used as part of the wider Global Focus Process.

Other pamphlets in the range include:-

The Global Outreach Plan
Changing the Structures
Investing in Prayer
Communicating God’s Heart
The Global Impact Celebration
The Faith Commitment Offering
Effective Short Term Opportunities

For further information on Global Focus visit **www.globalfocus.org.uk**



Suggestions And Guiding Principles For A Local Church In Establishing Strategic Ministry Partnerships

The following suggestions and guiding principles are listed as an aid to help you to develop strategic ministry partnerships. It has been assumed that you are starting from scratch in the partnership but in reality most partnerships develop out of an existing and ongoing relationship. It is important therefore to adapt the suggestions below to meet your particular circumstances. However, don't let established relationships shortcut the need to:

- clarify common vision
- agree goals and outcomes
- create appropriate structures
- establish realistic expectations

It is fuzziness in these areas that often leads to a breakdown in the partnership.

1. Strategic Mission Partnerships are usually established between a church and one or more ministry partners when a significant investment of church resources is being made. This usually involves a level three partnership (see '*The Global Outreach Plan*' pamphlet) but a limited partnership should also be considered for level two partnerships if personnel transfer is involved.
2. Be patient and take the necessary time to establish relationships of trust before finalising a partnership agreement. This will enable you to deal openly and honestly with each other as you set up the partnership.
3. Seek to birth the partnership in prayer, both as a church and together with the prospective partner.
4. Effective Strategic Ministry Partnerships begin with a shared vision of ministry which will describe the partner's common understanding of what their partnership can accomplish for the kingdom.
5. Do your due diligence regarding character, integrity, ministry effectiveness, financial stability, accountability, theological fit etc. for any potential partners
6. A visit by the church leadership to the shared ministry location is an essential preparation for any partnership, and especially one involving overseas ministry. A thorough understanding of the cultural and strategic issues, potential problems and threats, etc. by both partners is vital if the partnership is going to survive future problems. See also note 13 below.
7. Be appreciative of your potential partners and learn from their experience and understanding. At the same time realise that if the partnership is to be effective, you do have your own broad church based experience to bring to the relationship.



8. Do not make any commitments while actually visiting an overseas ministry location. Make such decisions prayerfully and objectively together with others once you have returned home and have fully evaluated the opportunities.
9. Whilst visiting any ministry location (local or global), be sure to discuss the strategic needs and areas of potential resources (time, people, training, expertise, contacts etc.) that you could bring to the partnership. Identify common goals and agree expectations of what the partnership could achieve.
10. Be willing to suggest new ministry strategies that you could resource and determine how willing the potential partner is to adopt these suggested strategies.
11. Have an entrance and an exit strategy for the potential ministry partnership. Agree on the initial duration of the partnership and establish review periods where you can either bring the partnership to a close (e.g. ministry goals achieved) or extend for a further specified period.
12. In the case of a short term partnership agree how you will know that the ministry goals have been achieved. In the case of a long term partnership, be willing to modify either the partnership agreement or the strategy at the review period. Beware beginning a partnership with an open end even if it is expected that the ministry relationship will run for many years.
13. In the case of partnerships with national ministries or churches it is often advisable to introduce a third member (often a mission agency working in both countries) into the partnership. This member of the partnership can act as a mediator when necessary, help bring cultural understanding, handle logistics often including transfer of funds, help to ensure financially accountable and an appropriate level of feed back. In addition, where transfers of personnel are concerned this relationship with an established mission agency is crucial. Where this happens the third partner should be involved at all levels of negotiations and the method of funding of their costs agreed during the process.
14. Where a transfer of finance is involved it should be clear that funds will only be supplied while an active ministry partnership exists, unless the church decides otherwise. The method of fund transfer and the audit trail both need to be established before any financial commitment is made.
15. Consider signing a formal partnership agreement at a Global Impact Celebration.
16. Utilise the accompanying ministry partnership questionnaire as you develop future ministry partnerships. (Modify the questionnaire for overseas partnerships) In addition other useful tools can be found in the first of the pamphlets in the '**The Development Process**' range of publications entitled '***The Global Outreach Plan***'.

Please give us 2 or 3 succinct descriptive phrases that would summarise or categorise the **MAJOR MINISTRY STRATEGIES** (i.e., church planting, radio broadcasting, short-term project facilitation, literature distribution, etc.) _____

Describe the **ORGANISATION'S PHILOSOPHY CONCERNING THE ROLE OF THE LOCAL CHURCH** in global missions: _____

POTENTIAL PARTNERSHIP OPPORTUNITIES FOR A LOCAL CHURCH

(Please list and briefly describe the specific partnership opportunities that you would like to present to the church for consideration.)

- 1) _____

- 2) _____

- 3) _____

- 4) _____

- 5) _____

- 6) _____

- 7) _____

REFERENCES

Please provide up to three references that are familiar with the ministry. At least two of the references should be local churches with which the organisation has partnered.

- 1) Church/Organisation _____
Contact Person(s) _____ Mr. Rev. Dr. Mrs. Ms.
Contact Person's Position _____
Address _____
Town _____ County _____ Post code _____
Telephone _____ Fax _____
E-mail _____

2) Church/Organisation _____
Contact Person(s) _____ Mr. Rev. Dr. Mrs. Ms.
Contact Person's Position _____
Address _____
Town _____ County _____ Post code _____
Telephone _____ Fax _____
E-mail _____

3) Church/Organisation _____
Contact Person(s) _____ Mr. Rev. Dr. Mrs. Ms.
Contact Person's Position _____
Address _____
Town _____ County _____ Post code _____
Telephone _____ Fax _____
E-mail _____

AFFILIATIONS

Global Connections Evangelical Alliance Other(s): _____

FINANCIAL STRATEGY

Please briefly describe how you operate financially with regard to:

- Funding your administration costs? _____
- Funding your workers in the UK and overseas? _____
- Raising finance for specific projects? _____

Does your organisation receive an annual financial audit? _____

If so please attach a copy.

If not, please explain financial accountability structure: _____

Approximately how many personnel does your organisation have currently:


In the UK? _____

Overseas? _____

PERSON COMPLETING QUESTIONNAIRE _____

Title/Position _____

Phone Number _____ Date _____



Use for additional background information if needed.

Sample Strategic Mission Partnership

Partners

XYZ Community Church
India Bible Institute, Chennai, India
World Help Ministries
Global Focus

Purpose

Our purpose is to glorify God as we seek to expand the cause of Christ in India through training pastors and missionaries in a church planting movement.

Objectives

1. Training Curriculum – develop and maintain a stronger training curriculum
2. Training Centres – initiate the establishment of 3 regional training centres
3. Global Focus Training – develop a mission mindset in IBI’s churches network
4. Church Planters – expand the number of trained missionaries to unreached villages
5. Outreach Ministries – develop additional related ministries to strengthen the church planting movement (i.e. – Schools, Community Development Programmes)
6. Establish 50 new churches
7. Short-term Teams – provide opportunities for XYZ Community Church to participate in IBI’s ministry

Time Line and Review

The partnership will be for an initial period of five years, from

Review:

1. A review of the partnership’s objectives and accomplishments will be conducted annually at an agreed upon location and date. This should be scheduled near the anniversary date of the partnership.
2. The Review will cover agreed upon objectives; completed projects and trips; effectiveness of projects; adequacy of supplied resources – people, prayer and funding; financial audit; any conflict resolution and agree the coming years projects & goals.
3. Any amendments to the partnership’s strategy, objectives, goals, or projects to be agreed upon by the review team members. A written review report will be submitted to the leadership of all partnership members who will confirm the actions taken and any suggested amendments within a month of the review meeting. A Lack of agreement will prompt a Senior Partners Meeting within two months of the review meeting.

Priorities

1. XYZ Community Church to provide an academic consultant to assist in the development of the seminary and non-formal training curriculum
2. Provide Global Focus training to students, IBI Staff, and regional church leaders
3. Provide funding focused on planting 50 new churches over 5 years
4. Send 100 short-termers over five years to serve in IBI's outreach/training ministries
5. Provide curriculum and Biblical reference materials in additional languages
6. Develop the Regional Training in 3 phases: 1) Establish training in rented accommodation 2) purchase land for local training units, 3) build multi-purpose training centre facilities

Action Plan (Tentative Plans for Next Two Years)

- Seminary consultation with Dr. Millheim
- Global Focus training introduced to IBI and IBI staff selected to contextualise the material and plan the integrate into future training schedules
- Appoint staff to prepare a 5 year budget and plan the strategy for the fund raising project. Begin the project by the end of the first 4 months
- Identify and rent local premises to begin the local pastors and church planters training at the beginning of the second year
- Short term team Coordinator appointed and dates etc set for the first visit
- Ministry team to focus on music and evangelism strategy for the short term teams
- Recruit the first 10 people for the short term team.

Procedures

1. Primary communication flow between the partners will be through designated team members.
2. Each year's short-term projects will be agreed upon by team members at the annual review meeting.
3. Objectives for each project/trip will be clearly stated and the necessary resources of prayer, people & finances will be determined with a minimum of 6 months in advance of project date.
4. Dates, location and logistics of projects will be determined by designated team members.
5. Promotion and recruitment for project teams will be handled by designated team members.
6. Each project team will receive orientation and training at least 3 months prior to project dates. Debriefing with each project team is to be completed within 3 weeks of return.
7. Designated team members will determine and submit request for each year's funding needs to be approved in annual budget.
8. All funding levels for projects are to be agreed upon by team members and designated accordingly to avoid any confusion of purpose.

Responsibilities (TBD)

1. Partnership Team Leader –
2. Communication/Fellowship Coordinators –
3. Short-Term Projects Coordinators –
4. Prayer & Promotion Coordinators –
5. Funding Coordinators –
6. Additional Team Members –

Signatures

Our Strategic Mission Partnership is in effect from until.....

Date:

Indian Bible Institute, Chennai, India

World Help Ministries

Global Focus

Senior Pastor, XYZ Community Church