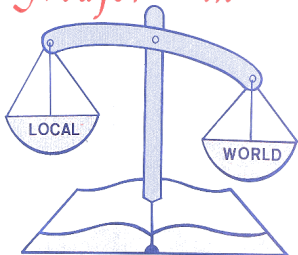


*Let's
Major in*



Missions!

**A Practical Local Church
Missions Manual**

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LET'S MAJOR IN MISSIONS

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The Mission of the Church is Missions

INTRODUCTION
TO
LET'S MAJOR IN MISSIONS

What does it mean to Major in Missions? This is the question of utmost importance. It can only be answered by first settling in our thoughts the question: "What is Missions?"

The words "Missions" and "Missionary" are not found in our Authorized English Version (K.J.V.). However, the principles and their equivalents are there. The word "Missionary" is derived from the Greek words: "Apostello" and "Pempo" meaning "to send". These words are found two hundred and fifteen times in the New Testament.

From the Book of Acts, chapter thirteen in particular, we readily see that a missionary is one sent out by a local church into other cultures to preach Christ and plant indigenous churches. It is therefore incorrect to say that every Christian is a missionary. All Christians should be witnesses, but technically all Christians are not missionaries.

"Missions" is local churches sending authorized persons into other cultures to evangelize, baptize, and establish indigenous churches. The word "major" means: "greater in number, quantity ~~of~~^{of} extent, constituting the majority." (Webster's New Collegiate Dictionary)

To major in missions simply means ^{THAT} the sending of authorized persons into other cultures to evangelize, baptize and establish indigenous churches constitutes the majority or is greater in number quantity or extent than any other phase of the local church's ministry. Giving missions top priority in everything constitutes majoring in missions.

This we see emphasized in the commission given to the local church in Jerusalem, as recorded by Luke in Acts chapter one verse eight:

"And ye shall be witnesses unto me both in Jerusalem, and in all Judea, and in Samaria, and unto the uttermost part of the earth."

The mission or total assignment of this local church involved ^S their city, their country and all the continents of the earth. If equal effort were extended to each segment of this assignment, it would require the majority, or two-thirds, of the effort to send out personnel to reach their country and the other continents with the Gospel. This would be truly Majoring in Missions.

It is our tendency to minor in Biblical Missions because of the demands of our local work. It is easy to rationalize spending millions to educate, entertain and expand at home while we spend pennies proportionately to evangelize in the regions beyond.

We are hopeful that this material will assist pastors and churches in putting missions into Biblical perspective and thus enable them to truly MAJOR IN MISSIONS.

UNIT ONE

STRUCTURING MISSIONS IN THE LOCAL CHURCH

"My brethern, have not the faith of our Lord Jesus Christ, the Lord of glory, with respect of persons."

James 2:1

UNIT ONE STRUCTURING MISSIONS IN THE LOCAL CHURCH

The Pauline Epistles records God's instructions to His churches concerning the Biblical perspective of Missions. When we pattern our churches after those of the New Testament, We will have assemblies that major in missions.

THE PASTOR AND MISSIONS

The pastor of the local church is God's appointed overseer of His work.

"Take heed therefore unto yourselves, and to all the flock over the which the Holy Ghost hath made you overseers, to feed the Church of God, which He hath purchased with His own blood." Acts 20:28

Everything rises or falls with leadership. The Missions program of a local church, to a great extent, will be the overflow of the pastor's knowledge, zeal and leadership in missions.

The pastor is the key person in structuring a strong missions program in the local church. It is his God given responsibility to administer, to be in charge, regulate, govern and direct missions in the local church. To properly do this he must have an understanding of Biblical missions. He must familiarize himself with missions concepts. He should prepare and preach sermons with a strong missions emphasis.

The pastor must have a burning zeal for missions worldwide. He cannot lift his congregation higher than his own vision. He should set the example in sacrificial giving for world missions. He should lead his flock to daily intercede in prayer for their missionaries and their needs. He is responsible for the leadership in planning, promoting and the procedures of missions in his church.

THE PEOPLE AND MISSIONS

The pastor should provide leadership but should delegate the many responsibilities to good dependable lay persons. The enthusiasm and excitement of the pastor for missions can be expanded when others are involved in planning, promoting and the many procedural details of a vibrant missions program.

A representative missions committee can be formed. The size of this committee will be influenced by the membership of the church and the number of missionaries supported. It is suggested that at least one person from each functioning segment of the congregation be included in this committee. Both men and women can serve on this

committee. A person from the choir, deacon's board, the adult classes, each Sunday School department, the ladies fellowship, men's fellowship, youth meetings, etc., should be included in this committee. The size can vary according to needs. A good representation of your church will aid in spreading missions zeal and emphasis to every phase of your church work. It is recommended that committee members serve for three years on a rotating basis.

This committee should meet once a month. The functions of this committee should ~~be~~ many. All prayer letters should be reviewed and all requests prayerfully considered. The monthly missions offering should be reviewed and surplus funds should be dispersed according to the church budget. Assignments can be made to correspond with these missionaries and burthday cards and get-well cards sent out. Recommendations concerning new support can be formulated to present to the congregation.

Annually this committee should spend considerable time planning the Missions Conference. The many details of a good program can be worked out with ample time to give attention to every detail.

The ladies on this committee can be given the responsibility of planning and overseeing special luncheons, breakfasts, banquets or international dinners. A special group should be chosen to oversee the decoration of bulletin boards, Sunday School departments and the main auditorium. Attention to the many little details early will result in a successful church conference. This committee should be involved in making recommendations for the preparation of the annual missions budget. The key to a vibrant total church involvement in the missions program is getting as many people as possible, included in the many functions necessary to a succesful program.

Perhaps the best way to form this committee is to have the pastor and deacons make the appointments subject to the ratification of the church body. This will assure that members are not chosen on the basis of popularity but rather because they are spiritual and missions minded individuals.

THE PROGRAM OF MISSIONS

Every local church needs a special annual emphasis on missions. Majoring in missions does not result from making an announcement: "We major in missions." It takes time, talent, tenacity and togetherness to develop a successful missions program.

Churches employ many differing plans for raising missions money. Some set aside a percentage of all regular offerings for missions. Some give all the offerings every tenth Sunday. Some use the unified budget system with an annual stewardship drive for commitments to subscribe the total budget of the church. Some give a percentage plus an annual special Christmas offering for missions. God has blessed and used each of these programs to provide the needs for world evangelization.

The plan which seems, in the majority of cases, to be the most effective in producing more money for missions is what we call: "The Faith Promise Plan".

This plan necessitates an annual missions conference to be effective. Missionaries and missions speakers are brought into the church, usually from Wednesday through Sunday for a special emphasis on missions. The climax of the conference comes on Sunday morning when the members are given an opportunity to exercise their faith and make a commitment to give a special offering each week, through their church, for world missions. Remarkable results are being achieved where this plan is used. Churches are averaging between ten and twenty thousand dollars annually for missions for every one hundred persons attending their Sunday School.

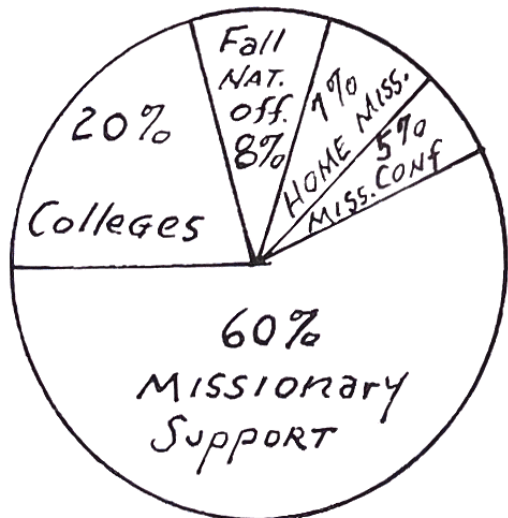
THE PLAN FOR MISSIONS

It is a good practice to have a well-planned budget for the church's missions program. A budget is a plan of order, a projection of objectives and a program organized. Establishing an annual budget will give credibility to your effort in raising and handling funds for world missions.

The following examples illustrate ways to project a budget:

Example A:

Church running 225 in attendance - Annual Budget - \$32,000.00



Missionary Support	-	19,200.00	-	60%
Home Missions	-	2,200.00	-	7%
Colleges	-	6,400.00	-	20%
Church Miss. Conf.	-	1,600.00	-	5%
Projects and Operational Off.	-	2,600.00	-	8%
Total	-	\$32,000.00	-	100%

Example B

Church running 450 in attendance - Annual Budget - \$65,000.00

30 missionaries @ \$75.00 per mo.	-	\$27,000.00
3 new missionaries @ \$75.00 per mo.	-	2,700.00
4 colleges @ \$100.00 per mo.	-	3,600.00
Missions Office @ \$100.00 per mo.	-	1,200.00
Missions Conference	-	2,000.00

Home Missions @ \$100.00 per mo.	-	1,200.00
Special College Offering	-	6,000.00
Oper. & Projects Offering	-	10,000.00
Special Missionary Needs	-	<u>12,000.00</u>
Total	-	\$65,000.00

Example C

Church running 1000 - Budget Goal - \$117,400.00

50 missionaries @ \$100.00 per mo.	-	\$ 60,000.00
Missionary Special Needs	-	20,000.00
Projects and Operational Offering	-	10,000.00
Colleges (support)	-	12,000.00
Missions Conference Expense	-	3,000.00
Home Missions	-	5,000.00
Missions Office Support @ \$200.00	-	2,400.00
Colleges (Special Offering)	-	<u>5,000.00</u>
Total	-	\$117,400.00

Example D

New Church running 25-50 - Annual Budget \$2,000.00

10% of \$250.00 weekly offering	-	\$ 25.00 per week
Faith Offering	-	<u>15.00</u> per week
Total	-	\$ 40.00 per week

Budget Goals:

2 Missionaries @ \$25.00 per mo.	-	\$ 600.00
Special Projects	-	600.00
College \$25.00 per mo.	-	300.00
Miss. Office @ \$25.00 per mo.	-	300.00
Surplus	-	<u>200.00</u>
Total		\$2,000.00

UNIT TWO

THE PURPOSE of A MISSIONS CONFERENCE

"Awake to righteousness, and sin not; for some have not the knowledge of God: I speak to your shame."

I Corinthians 15:34

UNIT TWO

THE PURPOSE OF A MISSIONS CONFERENCE

It would be extremely difficult to be successful with the faith promise plan of raising money for missions without an annual missions conference. The conference plays a key role in getting more Christians involved in missionary giving.

The purpose of the conference is fourfold:

EXTEND THE PEOPLE'S VISION

This is a primary need in the lives of most Christians. The Bible states:

"Where there is no vision the people perish" (Prov. 29:18)

Most of us are so pre-occupied with the little sphere of our private lives that we are unaware of the tremendous need of the world around us.

The conference, if properly conducted, will give Christians an opportunity to obey the injunction of our Lord as recorded in John chapter four and verse thirty five:

"Lift up your eyes, and look on the fields, for they are white already to harvest."

Proper emphasis with missionary testimonies and slide presentations will awaken Christians and extend their vision to the whitened harvest fields in the regions beyond.

EXERCISE THE PEOPLE'S HEARTS

Great Bible preaching on the Lordship of Christ and His command to preach the Gospel to every creature will be used of God to bring genuine conviction to the people's hearts.

The great compassion of our Savior was intensified when He viewed the multitudes as sheep without a shepherd (See Matthew 9:36). Likewise, the Christian will experience a great exercising of their hearts with conviction when challenged with the unreached multitudes of the mission fields.

Focusing attention on the physical needs of the multitudes will momentarily stir the emotions, but it will soon wear off. It is of utmost importance that the Word of God be preached in such a manner that the Holy Spirit can produce genuine conviction.

ENLARGE THE PEOPLE'S FAITH

"But having hope, when your faith is increased, that we shall be enlarged by you according to our rule abundantly, to preach the Gospel in the regions beyond you,..." (II Cor. 10:15,16)

A primary weakness in our Christian lives is "little faith." Careful observance will reveal that Jesus on several occasions rebuked His disciples for their "little faith." There are three major areas in which we are prone to be deficient in our faith:

First, in God's providence of our material needs. This is illustrated in Matthew 6:24-34.

Second, in God's protection of our lives. This is exemplified in Matthew 8:23-26..

Thirdly, in God's power for service. This is exemplified in Matthew 17:14-21.

Since the task of world evangelization demands great faith, it is therefore necessary for us to increase our faith to meet the challenge. The missions conference should focus on enlarging the Christians faith.

God uses two main agencies to generate faith. They are His Scriptures and His Spirit. This is another reason why the conference should feature great Bible preaching bathed in the power of the Holy Spirit.

"So then faith cometh by hearing, and hearing by the Word of God." (Romans 10:17)

"But the fruit of the Spirit is....faith." (Gal. 5:22)

ENLIST THE PEOPLE'S INVOLVEMENT

A major problem of modern day missions is a lack of commitment on the part of the greater majority of Christians. Thousands of dollars pass through the hands of American Christians with little or no consideration given to the great need for world evangelization. Worldly enterprises manipulate Christians to spend the money God places in their hands for world missions on pleasure, pets and petty things. Radio and television ministries daily tap these resources to the exclusion of the local church and Biblical methods of missions.

The missions conference should so revolutionize the lives of Christians so that those resources will be tapped and rechanneled for world missions and the Glory of God. Much of the impact of the challenge, conviction and concern generated by the conference will be in vain without the commitment to a weekly involvement in world missions.

The faith promise is a Biblical method of enlisting the involvement of more Christians in a definite commitment to world missions. When the Christian is aroused and awakened this is the ideal time to get him committed to a definite involvement in world missions.

UNIT THREE

PLANNING THE CONFERENCE

"Let all things be done decently and in order."

I Corinthians 14:40

UNIT THREE

PLANNING THE CONFERENCE

The local Church is God's institution for world evangelization. The annual missions conference is the main event to stimulate the church's response to the missions mandate. Therefore, everything possible should be done for maximum success. The degree of success or failure will be greatly determined by the planning stages of the conference.

CONSCIENTIOUS PLANNING

"Let all things be done decently and in order." (I Cor. 14:40)

Serious thought should be given to the proper times for the conference. When properly planned and promoted, any time can prove to be a successful week of missions. However, good judgement should be exercised so as not to conflict with events that will distract from the conference. Annual fairs, rodeos, planting season, harvest season and some family holidays can greatly reduce attendance during the conference.

Set the date for the conference several months in advance. People will plan their activities and vacations around it if announced and properly promoted. Also the best speakers are seldom secured at the last moment. Advance planning will pay great dividends in securing good personnel for the conference. Making the conference the same time each year is a good practice.

Planning the conference along with an evangelistic campaign will take away from the needed emphasis on missions. It is also difficult to maintain the true impact of missions while raising money for buildings, buses, radio and television ministries and the general operational budget. This is not to say that it cannot be done, but rather that it often takes away from emphasis on the regions beyond. We all tend to be selfish and respond more quickly to ministries that benefit us and our families.

Plan carefully the length of the conference. The most popular plan is Wednesday through Sunday. However, smaller churches sometimes have their conferences Friday through Sunday. Some are now having them four Sundays in a row with a banquet on the last Saturday night and the commitment time on the fourth Sunday. Whatever plan you use, keep each service vibrant, exciting and alive. A missions conference should be a blessing not a burden.

Plan your goal carefully. A goal is something to aim for. Greater results can be achieved when you are working for realistic goals. The goal should not reflect an impulse or simply the wish of the pastor.

The most practical method is that of a budget. The pastor should receive suggestions from the missions committee, carefully pray over these and in the quietness of his study, draft a tentative budget. This budget should be carefully considered and discussed in the missions committee meeting and then recommended to the deacons for their approval. When the deacons consider it, then they should recommend it to the church for the churches ratification. Print the proposed budget and in a duly called business meeting, present it to the church as recommended by the missions committee and the deacons. After a motion and second is received to approve this budget, then allow discussion, if desired. Call for the vote of the church and let them adopt this budget for the forthcoming year.

This will accomplish two important things in your church:

First, the goal is practical, realistic and becomes the church's goal and not just the preacher's goal. Many churches are not enthusiastic about their goal because they do not understand why this much money is needed for world missions.

Second, the budget becomes a guide line for your missions endeavors. The missions program is not conducted by impulse or emotion, but on the basis of prayerful planning. This will give real credence to your missions program.

The following is a sample budget:

ANNUAL MISSIONS BUDGET

<u>Present Commitments:</u>	<u>Monthly</u>	<u>Annual</u>
Missionary Support for 20 families @ \$50.00 per month	\$1,000.00	\$12,000.00
College Support	250.00	3,000.00
Baptist Bible Tribune	25.00	300.00
Mission Office Support	100.00	1,200.00
Home Missions	100.00	1,200.00
Missionary Internship Program		<u>10,000.00</u>
	Total Commitments	\$27,700.00

<u>Proposed Projects</u>	<u>Monthly</u>	<u>Annual</u>
New missionary support 5 @ \$50.00 each	\$ 250.00	\$ 3,000.00
Increased College Support	50.00	600.00
Annual fall operational & project offering		3,000.00
Spring special college offering		3,000.00
Next years conference expense		1,500.00
Honorariums for visiting missionaries		2,000.00
Special missions projects		5,000.00
Inflationary support increase		2,400.00
Contingency fund (emergency needs)		<u>3,800.00</u>
	Total proposed	\$24,300.00
	GRAND TOTAL	\$52,000.00

The weekly goal is \$1,000.00. Promote the weekly goal and it will not frighten lower wage earners away.

CONTACT PERSONNEL

It is important to contact your main speakers as early as possible. He can be a missions office representative, a missions minded pastor or a veteran missionary. It is important that he be an effective preacher with a thorough understanding of the faith promise plan. His messages should emphasize missions and the challenge of going, giving and praying. Good main speakers are in demand and often fill their schedules early.

It is wise to have one or two veteran missionaries from different fields and one or two newly approved or deputating missionaries for your conference. It is not necessary that they all be there for every night. However, it is wise to have all of them there for the climax on Sunday morning.

The missions office is happy to send out an S.O.S. to all deputating and furlough missionaries alerting them to the time of your conference and your needs. They will then contact you and arrangements can be made for them to be in your conference.

CONSECRATED PRAYING

All planning should be saturated with prayer. We need to pray God's power upon the purpose, planning and program of the conference. Prayer should precede the conference for God to extend the people's vision, exercise their hearts, enlarge their faith and enlist their involvement. Prayer should be offered daily for all the speakers.

"What the church needs today is not more machinery or better, nor new organizations or more novel methods, but men whom the Holy Ghost can use -- men of prayer." E.M. Bounds

A COMPACT PROGRAM

"A wise man's heart discerneth both time and judgement."
(Ecclesiastics 8:5)

Plan the schedule of the services carefully. Avoid crowding too much into too little time. When it is time to begin, start on time. Much must be accomplished in a short time.

The following is a simple but easy schedule to follow:

7:00 p.m. to 7:05	Congregational song, prayer and introduction of missionaries
7:05 - 7:30	Missionary slides
7:30 - 7:40	Missionary testimony
7:40 - 7:55	Music and announcements
7:55 - 8:45	Main speaker

Your main speaker should have a minimum of forty-five minutes.

UNIT FOUR

PREPARING FOR THE CONFERENCE

"Providing for honest things, not only in the sight of the Lord, but also in sight of men."

II Corinthians 8:21

UNIT FOUR

PREPARING FOR THE CONFERENCE

No other single event in the church's calendar of activities will have such an impact upon the daily lives of its members. Therefore, adequate preparations are of the utmost importance.

THE PASTOR

Since the pastor is a key man, it is logical that preparation for the conference should begin in his life. His heart should be broken and concerned for the unreached millions around the world. It will be difficult for him to motivate the member for missions if it is not the outflow of his own heart.

Reading some great books about missions is a good way for a pastor to condition his heart for the conference. The biographies of William Carey, Adoniram Judson, Hudson Taylor, and David Livingstone are good books. The Cry of the World by Oswald J. Smith is a tremendous one to read.

Preparing and preaching one good sermon on missions each month prior to the conference is also an effective way to condition the heart for this vital effort.

Engaging daily in prayer for each of the church's missionaries will have a tremendous effect. Also he needs to pray fervently for wisdom to lead the conference.

THE PEOPLE

There are many ways to prepare the people for this all important event.

The people's hearts should be conditioned for this event with the Word of God. The pastor should preach sermons which place great emphasis on the Lordship of Christ in the Christian life. Careful instruction can be given in the Sunday School concerning Biblical missions and Christian stewardship. Care should be taken to differentiate between the responsibilities of tithing and giving offerings.

The people should be encouraged and led to pray daily for all the churches missionaries. The missions office has available to every church, prayer paks designed to be used during table grace which will greatly aid in praying for the missionaries.

The people should be encouraged to read good missionary books. A wise thing to do is build a good church lending library for this purpose.

Cottage prayer meetings can be organized to pray for God's will to be done during the conference. Testimonies concerning God's blessings upon those already participating in faith promise giving are appropriate for these meetings. Certainly no less preparation should be given to a missions conference than you would to a revival meeting.

THE PROGRAM

Well in advance of the conference, careful preparations should be made concerning every detail of the program.

Selecting a good theme for the conference is an effective way to stimulate interest. Some examples are: "The Gospel to Every Creature", "To the Ends of the Earth", "So Send I You", "Throw Out the Life Line", "Total Involvement", "Send the Light", etc. Deciding the theme early will greatly aid those working with music and decorations.

If special music will be used, such as choir selections and contatas, these need to be secured early. Special practice sessions will be needful to make these effective.

The use of breakfasts, luncheons, banquets, and international dinners to stimulate greater participation will require special arrangements and preparations which should not be made at the last minute.

PROMOTIONAL MATERIALS

It is wise to make rough layouts of all promotional materials as early as possible. If pictures are to be used, arrangements must be made early to get good black and white glossies as early as possible. With early preplanning first class materials can be produced with a minimum cost. It is not wise to skimp too much on brochures and advertisements of this all important event.

Develop the habit of filing every item of art work you find that may be useful for this purpose. Request great missions churches to put you on their mailing lists for all promotional materials. Ask the pastor for permission to reproduce their art work. It is a wise practice to build a file of every brochure you can secure on missions conferences. You will get many good ideas and examples of how to promote a conference.

It is well worth the money invested to secure the services of professional people in the field of printing and advertising. The cost may seem high, but the results will offset the expense.

UNIT FIVE

PROMOTING THE CONFERENCE

"For whom you sounded out the Word of the Lord not only in Macedonia and Achaia, but also in every place your faith to God-ward is spread abroad; so that we need not to speak anything."

I Thessalonians 1:8

UNIT FIVE

PROMOTING THE CONFERENCE

It is gratifying to witness the impact an annual missions conference can have not only on a local church, but also the community if proper promotion is used.

INFORM THE PUBLIC

The annual missions conference can be greatly used of God to attract new people to a church. However, it can be harmful to the real purpose of the conference to combine it with an evangelistic effort. It is not uncommon to see a spontaneous revival break out during a good conference. There are literally hundreds of fine Christians who are discontented with their church home because of little or no emphasis on foreign missions. Many of these are giving hundreds of dollars to radio and television ministries as poor substitutes for real New Testament missionary endeavors. Your annual missions conference, if properly promoted, can attract and enlist these people for Christ.

Radio, television and the newspapers can be used very effectively to inform the public of your conference. Many Christian radio stations offer free advertising for church activities. The newspapers will often run free news items on their church pages if properly written and carried to them before their publication deadlines. These news items should be typewritten, double spaced and give facts concerning: "what", "when", "where" and "why". It is often advantageous to carry these to the church news editor along with a paid display advertisement.

INVOLVE YOUR PEOPLE

Every means conceivable should be employed to involve every person possible. The more people you can get involved, the greater will be the number of your members that will attend and benefit from the purpose at the conference. One of the greatest problems you will have to cope with will be getting your folks out to the meetings. Satan will use every trick imaginable to hinder attendance at these meetings. He knows the impact these meetings will have on Christian lives.

By using missionary dramas, cantatas, displays, bulletin boards, banquets, breakfasts, luncheons, international dinners and choir specials, you can involve scores of your people and stimulate them to attend. This event should be the most exciting and enthusiastic effort of your annual program. The pastor and staff should not do anything that can be delegated to the lay members.

INSTRUCT YOUR PERSONNEL

It is wise to begin early meeting with those overseeing every phase of the program.

The pastor should meet early with his music minister so that proper arrangements can be made to secure music and arrange rehearsals.

The layout and printing personnel will need their information early to meet their deadlines.

The officers and teachers of the Sunday School should be called together and instructed concerning the vital roll they fill in this special effort. A kickoff banquet can be successfully employed to achieve this purpose.

The speakers and missionaries should be instructed, first by mail and then in person upon their arrival, concerning your expectations of them. Make plain your time limits for each segment of the program. Explain what you want each person to do. The spirit of the services can be impaired by the embarrassment of ill-informed participants.

If exhibits, banquets, breakfasts, luncheons, or dinners are planned, the personnel in charge of preparing and decorating should be instructed early. It is often necessary to solicit and secure curios and center pieces from the membership and this can consume many hours of time.

A few hours of instruction will usually lighten the load and lessen the chances of failure and costly mistakes.

INSPIRATIONAL PROGRAMS

Variety will often stimulate greater interest and participation in the conference. The following are some examples of ideas that will create interest and participation.

MISSIONS EXHIBIT ROOM. Choose a room easily accessible to the main entrance and set up as many displays of curios from as many foreign fields as possible. Many of your families have curios from countries all over the world that they will loan for this occasion. Have a few of your ladies decorate the room. You can find many inexpensive decorations at import stores and commercial display supply stores. You can put up maps of various countries and arrange pictures of your missionaries around them.

Set up a serving table and serve foreign tidbits thirty minutes before and after each service. For example: Use a large whole pineapple as a center piece and stick tooth picks in chunks of cheese and pineapple on them. Serve small paper cups of Hawaiian punch. You will find a specialty section in your food store where you can buy fortune cookies and other small snacks from foreign countries. The secret of this is to keep it simple.

FOREIGN LUNCHEONS DAILY can be served to the missionaries and staff. You can have Mexican food, Hawaiian food, Chinese food, etc.

A MISSIONS BULLETIN BOARD CONTEST can be conducted in the assembly area of each Sunday School department. Let your missionaries judge these and give a special award on Friday night of the confer-

ence. This will stimulate enthusiasm and get challenging information before the entire Sunday School concerning missions prior to the conference.

A MEN FOR MISSIONS BREAKFAST can be held on Saturday morning either at the church or a nice restaurant. Testimonies of God's blessings are inspirational on this occasion. Have one of the missionary men bring a brief devotional message.

A LADIES LUNCHEON can be planned for Saturday noon either at a nice restaurant or the church. If you have many working mothers, they will probably prefer the restaurant. However, if you have a well-equipped church kitchen, it can be held at the church. One of the missionaries wives can be the special speaker.

AN INTERNATIONAL DINNER can be an enthusiastic event during the conference. If a gymnasium or large room is available, special booths can be set up to represent various cultures from which the food can be served buffet style. For example, you can have a Spanish booth, an Oriental booth, an African booth and a European booth. Have your ladies prepare foreign dishes and bring them for this occasion. Plan an inspirational program and have this in the place of the Saturday evening service.

A MISSIONS BANQUET can be held on Saturday night at a nice cafeteria. Secure the banquet room and decorate it ahead of time for this occasion. You can either have each couple go through the regular line or arrange to have a buffet type meal for a set price. Encourage the men to get their wives a corsage and make this a special occasion. Provide a nursery for the children. Plan a nice program and have a testimony time from those who have been involved in faith promise giving for the past year.

UNIT SIX

PRESENTING THE CHALLENGE

"And whatsoever ye do, do it heartily as unto the Lord, and not unto men."

Colossians 3:23

UNIT SIX

PRESENTING THE CHALLENGE

THE MAIN SPEAKER

Extreme care should be exercised to give the main speaker sufficient time to preach good challenging missions messages. We should always keep in mind that the Holy Spirit uses the Word of God to convict hearts and move us to do God's will. The missionary slides, exhibits, displays, testimonies and music will arouse concern and compassion but it is the preaching of God's Word that stirs lasting conviction.

MUSIC AND SINGING

The music, like everything else, should be aimed at the fourfold purpose of the conference. The music should emphasize the urgent need of missions, stimulate greater love to Christ, and greater faith in God. As many missions songs as are available in your hymnal should be used in the congregational singing.

There are a number of great missionary cantatas which can be very effective in a conference. Some examples are: "So Send I You" by John Peterson, "To Tell the Untold" by Dick Anthony, "The Greatest Story Yet Untold" by Eugene Clark. These can be used very effectively on Friday nights.

It is a good idea, if possible, to have the choir sing at every service. This will accomplish two things. The choir members will be involved every night and the good music will greatly enhance the preaching.

MISSIONARIES AND SLIDES

The missionaries will make the greatest contribution to the success of the conference. Every effort should be made to give them good exposure. The missionaries should be instructed to mingle with your people and saturate their thinking with missions. The personal contact and conversations with missionaries will often stimulate more interest in missions than any other effort expended.

Twenty to thirty minutes of good slides can be very effective in giving your people a vision. The combination of seeing and hearing cannot be beat for results. It is good to carefully explain to your missionaries how much time you want them to use. Slide presentations that exceed thirty minutes usually lose their effectiveness and become boring.

Caution! If you have missionaries doing bush work, working in jungle areas, it might be wise to preview their slides if time permits.

Bush missionaries become so accustomed to the cultural habits of their ways. Slides of topless or nude natives will embarrass and offend the ladies of your church.

MATERIALS AND SOUVENIRS

Well prepared posters and art materials should be strategically displayed throughout your facilities. You can secure colorful posters with challenging missions slogans and field information from: Baptist Bible Fellowship International, P.O. Box 191, Springfield, Missouri, 65801.

Select an area which is accessible to your people and have your missionaries set up displays of curios and souvenirs from their respective fields. Have your missionaries stand near their displays and answer questions concerning the customs of their fields. Great interest can be aroused and stimulated by good displays attended by missionaries.

UNIT SEVEN

PROCURING THE COMMITMENTS

"Every man according as he purposeth in his heart, so let him give; not grudgingly, or of necessity; for God loveth a cheerful giver."

II Corinthians 9:7

UNIT SEVEN

PROCURING THE COMMITMENTS

To sell folks on the need of missions without a commitment is similar to a salesman making a sales pitch without taking an order. Christians need to be led into a definite commitment to world missions. Missions has a strong emotional appeal but emotion without commitment will soon be forgotten.

EXPLAIN THE CARDS

Christians will sometimes misunderstand the true nature of the faith promise. Carefully take the faith promise card and go over every detail of its purpose. Make plain that it is not a pledge card. There will be no record of individual commitments and therefore, you will not be personally approached to pay a pledge. The promise you make is between you and God and is for fifty-two Sundays of the year. Emphasize that a personal promise to God should be just as binding as a pledge to an organization.

EXERCISE CARE

Extreme care should be exercised to prevent folks from taking too lightly the responsibility of their promise. Do not encourage the attitude: "I'll give my promise if God supplies it, and if He doesn't, I have no obligation."

"When thou vowest a vow unto God, defer not to pay it, for He hath no pleasure in fools: Pay that which thou hast vowed. Better is it that thou shouldest not vow, than that thou shouldest vow and not pay." (Eccl. 5:4,5)

Extreme care should be exercised in soliciting faith promises from children. Careful guidance and instruction should be given to small children, preferably by their parents, if possible.

It is well to emphasize that faith promise giving demands the practice of faithful stewardship. Once the promise is made, we should habitually ask ourselves everytime something unusual happens: "Is this the way God has provided my faith promise?"

We often emphasize that God employs four main ways in enabling us to give our faith promise.

First, He increases our income.

Second, He decreases our expenses.

Third, He gives wisdom to manage more wisely our finances.

Fourth, He performs the unusual or impossible.

The degree of care exercised in the enlistment of the promises will be a determining factor in the ratio of performance in the giving. If all caution is abandoned the promises will be high and the performance low. This can have an adverse psychological effect on the people's attitudes toward next year's effort. It can also result in some people incurring God's disfavor rather than His blessings for promising and not performing.

ENLIST THE COMMITMENTS

The crucial part of the faith promise conference is the time of actual commitment. This should be the climax of the effort. Excitement should have been building up to a peak as the missionary singing, testimonies, slide presentation, and strong Bible preaching has been aiming at the objective of the conference.

The most ideal time to enlist the commitments is during the Sunday School hour on the climaxing Sunday. This time is ideal because: 1. The largest percent of your active membership is present; 2. There is time available to instruct carefully concerning the faith promise before commitment; 3. The church can be broken down into age levels for more effective instruction.

With careful preplanning and instruction the students should be brought together in assemblies for the time of commitment. The method we have found to be most effective is as follows:

1. At the most convenient time, gather your teachers and officers of the Sunday School together and instruct carefully in detail the procedures prior to Sunday.
2. Prepare bundles of faith promise cards for each individual class with a 3 x 5 card as a report card for the results. Simply mark the card - Class _____ Weekly amount promised \$ _____.
3. Abbreviate the regular assembly opening exercise and have each class gather in their classroom for roll call and offerings.
4. As early as possible have each class come back to the designated assembly area seated by classes with the teacher on the aisle seat in the row with his/her class. As each class is seated, have someone to hand the teacher the bundle of cards for their class. Carefully remind them to not pass them out to the students until the speaker instructs them to do so.
5. Have a good effective speaker for each assembly to teach and instruct concerning; the need for missionary work, the Scriptural plan of faith promise giving, and to lead in prayer and marking the cards properly. The speakers should be missionaries or personnel with a deep burden for missions and a thorough understanding of faith promise giving. Emphasize the importance of conducting the service on the level of respective age groups.

6. The instruction time will vary from 15 to 30 minutes. The speaker should thoroughly understand that the lesson should end 10 to 15 minutes before the dismissal time.
7. At the agreed time for the conclusion of the lesson the teacher should be told to give each of their students a card. Explain the card and what is involved in the promise. Pray for the leadership of the Holy Spirit in the promise. Have each student and worker mark their card if they are impressed to participate. Exercise care and common sense. When the cards are completed have each teacher collect their student's cards and tally the weekly promise on the report card.
8. The departmental superintendent should collect the class reports and tally on a department report card the department total. The departmental superintendent should bring this card to the main worship service.
9. In the early part of the worhsip service have your ushers pass out faith promise cards to all who were not present for Sunday School. Briefly explain what has happened and invite all to prayerfully consider participating in the promises for missionary giving.
10. Begin tallying the promises starting with the nursery department and progressing upward. If someone is using an adding machine to tally, stop periodically and give a subtotal. Generate excitement and enthusiasm! Before adding the adult department, stop and collect the individual cards from those participating during the worhsip hour. The timing is important! When the adult total is given, usually the goal is exceeded. Some individuals will then neglect to turn in their promise feeling that theirs is not needful.
11. Give the grand total and have the congregation rise to sing an appropriate song of praise. This is a tremendous time to sing the Doxology or "Victory in Jesus". Make this a joyful time of victory celebration.

The song service can then proceed and a good sermon can be delivered to stimulate faithfulness in Christian responsibility.

ENTHUSIASM COUNTS

The most exciting, enthusiastic and joyful climax possible should be developed for the time of commitment. Excitement and enthusiasm will be generated with much prayer, good planning, joyful but challenging music and strong compassionate Bible preaching.

Raising money for world missions should not be dull and dry. The most challenging and blessed aspect of the Christian life should be obedience to the command of our Lord to preach the Gospel to every creature. The Biblical statement, "God loveth a cheerful giver" is found in the context of missionary giving. The word "cheerful" literally rendered is "hilarious".

Carefully avoid and eliminate any negative attitudes or statements from the conference atmosphere. I have experienced the depressing effect of pastors talking about past problems, economic setbacks, and similar circumstances preceding commitment time. This grieves and quenches God's Spirit! Dear pastor or missionary, unload these burdens on Jesus in your prayer closet and seek grace and wisdom to keep a positive attitude toward success not failure. Carefully screen and interview each speaker to avoid permitting any negativism in the program.

UNIT EIGHT

PERFORMANCE is WHAT COUNTS!

"Now perform the doing of it; that as there was a readiness to will,
so there may be a performance also out of that which ye have."

II Corinthians 8:11

UNIT EIGHT

PERFORMANCE IS WHAT COUNTS

"now therefore perform the doing of it; that as there was readiness to will, so there may be a performance also out of that which ye have." (II Cor. 8:11)

The chief aim of the conference is the enlargement of the local church outreach ministry in compliance with Acts 1:8. The raising of funds for worldwide missions is the means to this end. The promise is the vehicle to stimulate and produce performance. What is promised at the conference will lose its true value if every effort is not expanded to transform every promise into dollars and cents given for missions.

PROMOTE WITH REGULARITY

The world, the flesh and the devil will oppose with organized effort the successful fulfillment of the faith promise. The need and the necessity for the offering should be kept before the people weekly.

We have found it wise to conduct contests with progress posters in every class for every Sunday. Each class can divide into two teams and a contest can begin to stimulate competitive participation in getting the offerings in. Each class should set a goal based upon the faith promises made during the conference and then strive to exceed this goal. Simply divide the weekly goal and use some method to indicate when each side is successful in exceeding that goal. We have used thermometers, race tracks, baseball and football fields, trees with fruit on them, flower gardens, Noah's arks with animal stickers, light boards, etc.

The contests can also be conducted on the departmental level. The whole department can be divided into boys and girls teams. The progress of the past Sunday should be posted with excitement and enthusiasm during the opening exercise.

The main church service can also include a promotional time toward the weekly goal. Extreme care should be exercised to keep everything on the positive plane and not the negative. It is detrimental to always be talking about how much we have missed our goals.

A good way to promote and expand the impact of the conference is to have quarterly mini-conferences. Arrange to have one or two missionaries, preferably one veteran and one newly approved missionary, in all of your services on this Sunday. Conduct all of the services similar to the conference with the same objectives in mind. This will accomplish two important objectives: First, the members who have participated in the main conference will be stimulated to keep or renew their vows; and secondly, all new members can be challenged to become involved. Climax both Sunday morning and evening by soliciting new faith promises. We personally are excited about this idea and feel that it will enable many churches who never exceed their goals to achieve success.

PROGRESS REPORTS

It is wise to report every week the progress made toward the annual goal. We have found that this can be done with greater success when the annual goal is broken down into a weekly goal.

Avoid negative comparisons. If you use an attendance and offering board to report, do not post what was done last week or last year. Circumstances could have caused the past report to have been larger on that particular Sunday and give the implication of failure rather than success by way of contrast.

Large thermometers can be used to reflect weekly progress. These can be attractively made with masonite and 1" x 2" frames with the information attractively painted on it. To reflect progress simply cut two slits in the top and bottom of the temperature area and use two pieces of large red and white ribbon sewed together. The ribbon can be sewed together after being passed through the slits and then can be rotated each week to show the progress. The best place to secure this ribbon, that I have found, is the local florist. They usually have the larger size of ribbon.

Light boards can be used also with great success. Simply have someone paint a globe of the world with a light house above it and drill a series of 52 holes around the perimeter of the board. Secure Christmas tree lights and mount them through each hole. You can simply screw in a new bulb everytime a goal is reached.

For smaller churches with limited budgets posters can be painted that can be filled in each week to reflect progress.

Progress reports if given regularly with enthusiasm and excitement can stimulate participation. They will also keep before the people the goal and the need to give to reach these goals.

THE PASTOR'S ROLL

The pastor's participation in the giving and promoting is the key to successful performance of the objectives.

The pastor should use every opportunity to keep the missionary vision alive. It is good for the pastor to incorporate into his preaching a strong emphasis upon reaching the regions beyond the home base. Many times our ambitions to build up the local work is at the expense of foreign missionary work. If God's plan is used each should complement the other without taking away from each other.

The pastor should carefully plan the program of the church year so as to have several good missionary speakers in the pulpit spaced throughout the year. It may be wise to have the majority of your missionaries on Sunday evenings so that they could have ample time to show slides and speak.

PROBLEMS THAT RESTRICT

Occasionally a pastor indicates that his church is failing in the area of performance. There are a number of problems that will restrict a faith promise program.

1. If the conference is conducted with too much of the appeal based upon emotion without real Spirit conviction the promises will be shallow and unrealistic. Some speakers tend to build too much upon the premise of pity rather than genuine Biblical concern for doing the will of God. It is human nature to forget about the poverty, hunger, disease and other pitiful circumstances of people in distant lands because we do not like to dwell on unpleasant thoughts. If the preaching and challenge of the conference can stir an awakening of the conscience concerning our responsibility to God's command to take the Gospel to those who are in danger of perishing in distant lands this will be more lasting.
2. If the people are led to believe that every dime of their faith promise will go to a missionary and then it is used for other things, this will destroy the missionary program. There are no Scriptures forbidding that money raised through faith promise can be used for bus ministries, radio and television ministries, schools, and colleges. However, it is dishonest to use the emotional appeal of foreign missions to raise money supposedly for foreign missions and then use it for other purposes. The pastors who are guilty of this unethical method of raising money for bus ministries, radio broadcasts, etc., will soon discover that they have problems without God's blessings upon this effort. If faith promise money is to be used on anything other than what we usually consider home missions and foreign missions, it should be clearly revealed in the objectives of the goal before the promises are received.
3. Never let your faith promise total be your goal. Depending upon circumstances the percentage of performances will seldom equal the amount promised. If you go year after year not ever reaching or exceeding a goal this will have a horrible psychological effect upon your people.
4. The budget method of handling the faith promise money will help to avoid many of the problems encountered. If you conduct your missionary program purely upon impulse you will be in danger of over-committing yourself in some areas and creating a problem. It is sad indeed that some good pastors build a dishonest reputation with our missionaries by promising money that they do not give. "To evangelize every creature we must mobilize every Christian."

UNIT NINE

ENTERTAINING

A

MISSIONARY

"Be not forgetful to entertain strangers: For thereby some have entertained angels unswares."

Hebrews 13:2

UNIT NINE

ENTERTAINING A MISSIONARY

Missionaries are co-laborers with pastors and churches to fulfill our missions mandate. They are not beggars but rather they are ambassadors of the King offering us an opportunity to be involved in the King's business. They are the link between the church and the unevangelized multitudes. They are God's chosen vessels to carry the Gospel to those who have never heard. It is significant to Christ how we treat missionaries.

THE NEW DEPUTATING MISSIONARY

Imagine what it would be like to resign your church, give up your salary, begin traveling one thousand miles a week, be away from your family for weeks at a time and depend on love offerings to support your family and pay all your expenses. This is what a new deputating missionary experiences.

Pastors should take into consideration the real facts about a new deputating missionary. First in the majority of cases, he is not a seasoned preacher with many years of experience preaching. He has had limited experience preaching. We should remember that we too went through this phase and therefore make allowance for his inexperience.

However it is unfair to brand all missionaries as not being good preachers. Many pastors have difficulty in this same area. The gifts to be a missionary often differ from those of a pastor or evangelist in America. Those who have not grown up in a Christian nation need the simple truths of the Gospel. The missionary role requires often less dynamics for the sake of simple Bible teaching.

When he comes your way, encourage and inspire him for he may be going through severe trials. His faith is no doubt, being tested to the limit. You may be God's instrument to help him through the valley.

TRAVEL EXPENSES

When a missionary arrives at your church by car he has already spent twenty-five cents a mile out of his pocket to get there. It is therefore proper for you to determine how many miles he has traveled and reimburse him for these expenses before you give him an honorarium. The distance you should be concerned with is from his previous engagement to your church. If however, he has traveled to your area and has engagements with other churches near you, it is proper to pro-rate the travel expenses. He may come to your church from another church in your city. In that case share the expenses from the previous city.

LOVE OFFERINGS OR HONORARIUMS

The new deputating missionary is depending entirely on his love offerings to meet his family expenses. He must pay rent, utilities, feed and clothe his family from these offerings. Until he builds up his monthly support he has no other income to depend on. The most difficult time of his deputation experience is usually the first six months. For this reason it is good to be liberal in your love offerings to newly deputating missionaries.

The veteran missionary on furlough often needs good honorariums to offset the cost of re-establishing a state-side home. The regular work expenses on his field may still require much of his regular income. He may have to pay rent on two homes to reserve the one on his field and maintain one for his use on furlough. It is a wrong assumption that because you give him regular support, your responsibilities are less when he visits you to report.

When missionaries are with you during a conference, you should consider the fact that when he is with you for several services his honorarium should be commensurate with the length of his stay. It is a good practice to establish a set amount for each service. Whatever method is used, be as liberal with love offerings as possible.

UNIT TEN

ADOPTING MISSIONARIES FOR SUPPORT

"For even in Thessalonica ye sent once and again unto my necessity.
Not because I desire a gift: But I desire fruit that may abound to
your account."

Philippians 4:16,17

UNIT TEN

ADOPTING MISSIONARIES FOR SUPPORT

The average missionary family needs about \$3,000.00 in monthly support. This breaks down as follows:

Family Support:

Includes food, clothing, tithe, personal needs - \$700.00

Work Support:

Includes auto expenses, housing, utilities, language school, children's tuition, furlough fund, reserve fund, contingency fund, medical insurance, retirement fund, social security, postage, printing, office supplies, and all work expenses - \$2,300.00

If churches average thirty dollars per month, this would require one hundred supporting churches. The average missionary is fortunate to receive support from 40 to 50% of the churches visited on deputation. For a 50% average this would entail visiting two hundred churches. Allowing three church services per week, this would require 67 weeks or about sixteen months to complete deputation. The average missionary as of 1980 is requiring from 18 to 27 months to complete deputation.

INSTITUTE GUIDELINES FOR ADOPTING MISSIONARIES

Each church should officially adopt some guideline procedures for adopting missionaries for support. The pastor should have absolute liberty in choosing and inviting the missionaries to visit the church. After each missionary visits the church, the missions committee should prayerfully consider each family for support. If there is no missions committee, then possibly the deacons should handle this responsibility.

Once the missionary has been considered and the committee has decided to recommend them for adoption, then the pastor should bring this before the church for ratification. Once approved, the missionary should begin receiving his support the following month.

INVEST LARGER PERCENT IN SUPPORT

It is a wise practice to invest from sixty to seventy-five percent of missions dollars in support for several reasons. First, this is the greatest need to get deputating missionaries speedily to the field. Secondly, it will encourage greater participation on the part of your people when the dollars are invested in men and the message.

All other missions money should be invested in areas that will complement the sending forth of missionaries. The colleges are training centers for missionaries and it is mandatory that each candidate graduate from one of our colleges. They need your support. The internship program is a required part of a missionary's training and requires missions dollars. The Missions Office is a vital link in the missions process and requires support because the missionary pays no fees for the services rendered. The special national offerings take up the gap in operational costs and provides money for building projects both for the colleges and the mission fields. Home missions enables the church to fulfill that part of the mandate involving the evangelization of our country.

INCREASE THE MONTHLY SUPPORT AMOUNT

With the high cost of deputation expenses it is wise to consider supporting missionaries with fifty to seventy-five dollars monthly instead of from twenty to thirty. An average of fifty dollars monthly would reduce the cost of deputation by forty percent. An average of seventy-five monthly would reduce the cost of deputation by 60%. It is conceivable that this would reduce the cost of deputation by over \$30,000.00 per couple and would shorten deputation to six or eight months.

This change would also have many other good side effects. The cost of processing funds for the missionaries would be decreased. The cost of corresponding with the churches would be less time consuming and costly. The missionary's furlough would be less frustrating because he would have less churches to visit and report to. The greatest benefit would be simply that of getting our missionaries on the field sooner to reap the whitened harvest.

INFORM YOUR PEOPLE

Take the necessary time to keep your people informed concerning the missions endeavors of your church. An informed people are usually an inspired people. The missions program of your church should be so deeply engraved in the lives of your people that it can survive any crisis. Even that of a change in pastors. M.I.B.K.I.S. Make It Big And Keep It Special.

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