



MULTIPLY 417

Passion: The Bridge between People and Purpose

Weekly Tip April 17, 2023



Greetings!

Over 20 years ago, during a time of significant personal, professional, and spiritual crisis, I came across the verse Philippians 4:17. and as silly as it may sound, "that has made all the difference".

Now I know some of you reading this really well and probably most of you reading this, not so much. So it would be impossible for me to guess where each of you stands on your fundraising perspective, so bear with me!

To write this tip, all I can do is tell you briefly who I was, and what this encounter with scripture meant for me and encourage you to consider this potential shift (if a shift is needed) in your thinking as it relates to fundraising.

As an introverted, but highly competitive, and driven individual, Rick Fritze, could only perceive Biblical fundraising as:

Pray at the beginning,

Pray at the end, and

But in between utilize every sales and fundraising trick I was trained to use or learned myself, with the only real goal being \$\$\$.

Interestingly enough I was pretty successful (depending on how you measure success) at raising money, and in doing so in this way. But fast forward 20 years into the future, and this brash, competitive, highly driven, singular-focused young fundraiser, is severely burned out and not so young anymore. And as you know, no matter how you got to this place of scorched soul, it soon affects every area of your life.

So no, not all of my woes could be blamed on just an incorrect perspective in fundraising. But, this significant element in my life and how I was handling it certainly played a large role in the much broader aspects of my entire life, and the point of crises I found myself in.

Fast forward to an encounter with the Living God, Paul, and Philippians. 4:17.

"For I seek not the gift (*say what?*), but the fruit that would be added to your increase.

For me, at least. This was calling for a 180-degree about-face for the bulk of my fundraising motivation and techniques. Sure, I would talk about being gracious and thankful for my partners in the past. But it was only another means to the real end, raising \$\$\$.

Sure, I wanted partners to enjoy their giving. Yes, if they gave, I was sure God blessed them for it in some manner. But I was there for the mission, for the cause, for the lost (you insert the ministry audience you serve here). I needed their checkbook for the most important stuff and what they needed was way down at the bottom of any list I might have had. (If you just audibly gasped, sorry, I get it!)

But I thought having this laser-like, competitive, and driven focus was great, honorable even. Hard-working, responsible, and dedicated, right up until I ran into the wall at 100 miles/hour. Fortunately (as always) Jesus was there with some answers and one of them happened to be Philippians 4:17.

"For I seek not the gift, but the fruit that would be added to your increase"

For the latter part of my time (20 of my 31+ years) as an Executive Director for a Youth for Christ ministry, I was able to use Paul's motivational command for how and why we raise funds as found in Philippians 4:17. This includes a blessed season of life getting to train 60-70 new Executive Directors and several hundred+ staff in fundraising.

Another blessing is the fact that just under 3 years ago, the use of that verse and the Biblical construct around it would be the foundation for the ministry of Multiply 417.

I provide a lot of training, covering a wide range of fundraising topics for YFC chapters, staff, and other faith-based non-profits. But the foundational starting point is my "3x3 Development - A Biblical Approach" series. If you don't get the foundation right, it's virtually impossible to build anything on it that will be stable, sturdy, and steadfast.

I would consider it a great privilege if you would consider letting me tell you more about this training and how it just might radically change your, your Board's, or your staff's perspective. What would the cost benefits look like if you could prevent burnout? What would be the impact of your staff team maximizing their personal (missionary) and missional development efforts and goals?

By the way, if you start to build a development foundation on the Philippians 4:17 construct, two other key Biblical principles must also be laid (or poured like concrete) into that foundation strong-hold. Call me and I'll share what those might be. :-)

Blessings,

Rick

P.S. Donor-Centric? Heard of it? Please be aware this "concept" is rarely the same kind of motivational perspective as compared to what Paul is challenging us to in Philippians. I'm not saying it's bad, but perhaps, not complete.



The Team at Bloomerang has graciously asked me to again co-lead one of their webinars.

**Partner Gratitude: Spiritual and Statistical Motivations
Wednesday, May 10, 8 AM (PDT)**

Here's the invite where you can sign up.

Sign up for the webinar
here!



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Check out my website for
more helpful ideas!