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1. Online: when donors give online, they do not need to fill out the commitment card. Instead, they will enter all the information themselves online in setting up their giving profile.
2. Check: Donors giving by check indicate this section. Once donors mail in a check, they will receive a receipt with a remittance slip to make another gift by check.

**How to give**

**3 Online** Give via e-check or debit/credit card at [donations.navigators.org](http://donations.navigators.org). Mailing this card is unnecessary with this option.

**4 Check** Make check payable to **The Navigators**.  
 Today's Gift \$ \_\_\_\_\_

**5 Electronic Funds Transfer**  
I authorize an EFT from my bank account each month. This authorization will remain in effect until I notify The Navigators that I wish to discontinue, which I may do at any time. Enclosed is my gift by check made payable to The Navigators for the first month (or a voided check).  
Please transfer my gift of \$ \_\_\_\_\_ on the  10th or  20th of each month, beginning next month.  
Signature \_\_\_\_\_  
Date \_\_\_\_\_  
Daytime Phone Number \_\_\_\_\_

**6 Credit / Debit**  
 I would like to give **today** (non-recurring).  
 I authorize a  monthly  quarterly **recurring** gift.  
Please process my gift on the  5th  15th  25th of each month beginning this month.  
Please charge my gift of \$ \_\_\_\_\_  
 Visa  MasterCard  Discover  AmEx  
Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_  
Print Cardholder's Name as It Appears on Card \_\_\_\_\_  
Cardholder's Signature \_\_\_\_\_  
Daytime Phone Number \_\_\_\_\_

**THE NAVIGATORS®**  
P.O. Box 6079, Albert Lea, MN 56007-6679  
(866) 568-7827  
[donorcare@navigators.org](mailto:donorcare@navigators.org)

3. EFT: Donors who wish to set up automatic withdrawals indicate and fill out this section. It's by far the best option. Encourage EFT giving when possible.
4. Donors who wish to give by credit or debit card indicate and fill out this section. They must sign under "Cardholder's Signature" for their credit card gift to be processed.

Watch a tutorial and face-to-face demonstration of these new materials at [www.navigatormpd.org/Resources](http://www.navigatormpd.org/Resources). Order materials at [www.navigatorstores.com](http://www.navigatorstores.com).



## Introducing New Navigator Funding Materials

The MPD team presents new funding materials! Whether you're raising your support for the first time, maintaining support after years of ministry, planning a funding trip, or participating in a conference or mission trip, these materials can help.

With an updated layout and new color scheme, the materials are designed to:

- Provide an overview of The Navigators for people who may not know our organization
- Guide you in passionately sharing your vision for ministry with potential giving partners
- Lead you through inviting people to financial partnership
- Address topics related to financial partnership, such as matching gifts, stock gifts, referrals, support distribution, and online giving

The full line of materials includes:

- Green pocket folder with an embossed Navigator logo
- Making Disciples, the general Navigator brochure
- Mission funding inserts (a unique one for each Mission)
- Commitment card (printed with staff name and Nav ID) offering multiple giving options
- Personalized prayer card with an option for customized prayer requests
- Five supplemental cards: stock gifts, matching gifts, support distribution graph, online giving, recommendations card
- Thank-you and note cards

The materials are most effective when used in a face-to-face appeal, but they fit into a standard #10 envelope to be mailed easily when meeting personally isn't possible.

Materials are affordably priced and can be viewed and ordered at [navigatorstores.com](http://navigatorstores.com).

## The Face-to-Face Appeal

In recent years, the MPD team has trained new staff to use the You-Me-Needs-Navs-Ask approach in face-to-face appeals.

**You.** “Tell me about you.” Ask potential donors about their life and spiritual journey.

**Me.** “I’ll tell you some of my spiritual journey.” Explain your background, how you came to Christ, and how God has led you into ministry.

**Need.** What makes your ministry necessary? What compelling problems or needs do you see?

**Navs.** Introduce The Navigators. Move from the broader organization to your Mission, then to your specific ministry.

**Ask.** Clearly state your financial needs, and invite people to partner with you.

## Mission Funding Insert

The following explains **how to use the Mission funding insert and commitment card** during the five-step funding presentation.

**You.** “Tell me about you.” Ask potential donors about their life and spiritual journey.

**Me.** Give your testimony. Tell how someone influenced you spiritually, why you’re on staff with The Navigators, and how you plan to influence someone else (spiritual generations).

Present the Mission funding card. (**Need** and **Navs** flow through sections 1-3.)

1. If the potential donor is not familiar with The Navigators, give a brief overview of The Navigators and its worldwide ministries. Refer to the *Making Disciples* general brochure or the Navigator website.
2. This statement introduces the **need** your Mission addresses. What are compelling spiritual needs? What is your Mission’s vision?
3. “Drill down” into your specific part in your Mission. Where will you serve? What will your specific ministry be? Tell a story of someone you have impacted or wish to impact.



Pause to ask if your friend has questions.

4. Transition to the financial appeal (**Ask**). Read this paragraph aloud word for word, and then explain the range of giving options for monthly and annual gifts.



5. Prior to your appointment, fill in the amount you need to raise (e.g., \$1,114 monthly or \$18,956 total). You will adjust this as you progress in funding.
6. Read this question aloud word for word, and then wait for your friend’s response.
7. Number 7 is included only to provide giving information if someone does not have a commitment card. You don’t need to reference it during the appointment.

Transition now to the commitment card.

## Commitment Card

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1. Cards purchased from the Navigator store will come with your name and account number printed on this line. Please ensure accuracy.
2. This personal contact information will be added to the Navigator system. You can include it in TntMPD (or your donor contact management system) later to communicate with your giving partner. The donor should fill this out completely.

