



EVANGELICAL FRIENDS MISSION

LUKE 10 TRIPS

Leader Planning Guide #1 - Recruiting & Fundraising

EVANGELICAL FRIENDS MISSION
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INTRODUCTION TO THE LUKE 10 INITIATIVE

The Five-Year Goal

To send [at least] 10 new missionary households from North America to launch [at least] 5 new fields by 2025.

In launching these new fields we will pursue partnerships with Evangelical Friends groups on other continents who share our vision and wish to work with us.

How will EFM determine where the five new fields will be started?

Primarily through the **Luke 10 Initiative**. EFM depends on the regions/yearly meetings, churches, and individuals that EFM serves as their missions' agency to engage in this discernment process. The Luke 10 Initiative requires **four types of participants** who gather for **Luke 10 Think Tanks** and discern, based on **EFM's CAN GO Criteria**, what locations and people groups to visit via exploratory teams called **Luke 10 Trips**. Out of these trips will come recommendations to the EFM Board about where to launch new fields, where all five of EFM's CAN GO Criteria have been identified.

Luke 10 Trips take place when teams who include the four types of participants travel together to a location in which Friends are exploring the possibility of launching a new mission field. These teams get their cues from Luke 10 and use **EFM's CAN GO Criteria** to evaluate the experiences they are having on the trip. This same criteria is used when they return home and report to the Luke 10 Think Tanks, determining whether this potential site is a "thumbs up" or "thumbs down" in regard to further exploration or launching a new mission field in the visited location.

Learn more at <https://friendsmission.com/five-year-goal/>.

TYPES OF PARTICIPANTS AND QUALIFICATIONS

Eligibility Requirements for Luke 10 Trip

1. Committed Christians submitted to Lordship of Jesus Christ as evidenced by regular Bible reading, active prayer lives, the sharing of Christ with others, and active involvement in ministry at their local church.
2. People with servant hearts, faithful and interested in missions work and surrendering to God's calling in their lives.
3. Persons age 18 and older unless accompanied by parent/s.
4. Short term experience on a mission field is helpful but not required.
5. People who are physically and emotionally able to accomplish Luke 10 Trip travel and highly flexible logistics requirements.
6. People willing to fundraise for the cost of the trip & participate in 6-12 weeks of pre-trip study/orientation.
7. Passport required with expiration date at least 6 months after trip dates.

There are four types of participants who may make up a Luke 10 trip, as taken from [EFM's Five-Year Goal](#):

- **Future Missionaries.** These are persons who may already be feeling led to become career missionaries or are simply exploring the idea and are open to taking next steps. These next steps might include participating in a Luke 10 Trip or visiting an existing mission field (or more than one field).
- **People with Missions Experience.** These are persons who have served as short-term or long-term missionaries or have extensive involvement in missions and cross-cultural work.
- **Influential Church Leaders.** These are persons at the local church and/or regional levels who are passionate about missions, known for their ability to discern the Lord's will, and who are eager to help guide their church(es) in actively engaging with this Five-Year Goal.
- **Voice of Friends from Other Continents.** The areas of the world where Evangelical Friends churches are multiplying the fastest are in Latin America, Asia and Africa. Not only do we need to listen to their perspectives when we consider possible new fields in their regions of the world, but we also may find ourselves joining forces with them to launch these new fields.

EFM's CAN GO CRITERIA

During the first Luke 10 Think Tanks that were held the following criteria for where to launch new fields was set based on a study of missions history, especially how decisions were made about where to pioneer new fields. The CAN GO Criteria was specifically developed for discerning where EFM 'can go' to work at launching new fields, not for discerning who should be on Luke 10 Trips or who should serve on missionary teams to launch the field.

EFM's "CAN GO" CRITERIA for discerning from [EFM's Five-Year Goal](#):

- C for Champions:** These are people who have a passion for a specific people and place. There is a strong sense that "We must go there!"
- A for Affirmation:** This comes from the body of Christ at the local, national, and international levels.
- N for Need:** There is a compelling need for the Gospel in this unreached or under-reached people/place.
- G for Gifting:** There are persons available who have the gifts and character to do pioneering work.
- O for Opportunity:** There is openness in this specific unreached or under-reached people, even a sense of invitation.

TIMELINE FOR PLANNING TRIP

No later than four months before trip dates, identify when, where and who.

- WHEN:** Select and announce top choice dates for departure/return Luke 10 Trip to explore potential site/s. In a couple of situations, a ‘vision trip’ for conversation with potential partner yearly meetings may be appropriate before visiting the prospective new site.
- WHERE:** Identify departure/return city/ies and consider areas you want to visit. Leave plenty of margin in the trip schedule for the unknown...including flexibility to follow ministry “surprises.”
- WHO:** Identify crucial persons to be involved in the first trip (minimum 3 to 6 persons). There will be opportunities for other trips in 2022 or 2023.
- Who else needs recruited in order to have EFM’s Luke 10 four types of participants?
 - What is the ideal team size for your context, stage in discernment, ability to be flexible logistically, etc. General rule of thumb is that first trip to the unknown could be smaller team, and follow up trips could be bigger when you have a stronger idea on exactly where you are exploring deeper.
 - Do you have someone on your team who could be a dedicated photographer or videographer? Someone who could commit to keeping great notes of team's activities, discoveries, and next steps for the Luke 10 location file?
 - When considering nationals from destination continent, the intent is that each group of EFC’s are independent autonomous partners. EFM includes nationals from other continents as one of the four types of participants to come alongside one another to:
 - Seek and discern what the mission/missionary sending vision might be of partner churches they represent. The sending churches have the opportunity to send representatives on the trip, including providing prayer and financial support.
 - Offer input to EFC-NA/EFM’s Luke 10 exploration and discernment. The EFM Luke 10 Trip team may wish to help offset costs for voices from destination continent as appropriate.
 - What considerations should be made for a translator, if needed?

Four months before Trip: _____

- Each team leader and team member complete the Luke 10 Trip Application at www.friendsmission.com/luke-10-trips/.
- Each team leader and team member complete the Luke 10 Covenant and Liability Release form at www.friendsmission.com/luke-10-trips/.
- Each team member turned in \$150 deposit.
 - The EFM office will share updates and PDF's with team leaders of what has come in to the EFM office.
- U.S. Participants chosen (see "discernment guidelines").
- Logistics considered for planning budget (see "logistics and budget planning").
- Budget prepared.

Three months before Trip: _____

- Regular/Weekly training sessions scheduled/shared.
- Materials/books for team orientation ready.
- Trip costs and payment deadlines informed to participants.
- Fundraising letters sent & process started.
- Electronic copy of each person's passport (including yours!) filed where accessible during trip in case someone loses their passport! Make sure expiration date on each passport is at least 6 months after trip dates.
- Visa paperwork completed and turned in when applicable.

Two months before trip: _____

- At least 50% of payment needs to be turned in.
- Training continues.

One month before Trip: _____

- Fundraising check-in - at least 75% paid.
- All passports & travel docs verified & copied.
- Air travel booked (no less than 2 weeks out...don't book if payment not in).
- Hotel booked, if applies.
- In-country travel arrangements (and deposits?) if required.

Two weeks before Trip: _____

- Every single required travel & lodging booking that needs to be made is done.
- Final fundraising check in - 100% of funds should be paid, make final calls for support at other levels of EFM.

One week before Trip: _____

- Call for prayer support over the trip.
- Commissioning of team by local churches.
- Verification of all emergency contacts, liability forms & important documents.
- All training should be concluded & during-trip packet given to each participant.
- Required COVID testing completed or arranged at destination.

Day of Departure: _____

- Arrive at the airport, with baggage within required limits, & all key documentation by the recommended airport guidelines for international travel.

DISCERNING GUIDE FOR FINALIZING TEAM MEMBERS

Consider the following checklist as you pray over each participant's application.

- **Does the participant have all paperwork turned in?**
 - Application form complete (everyone complete "for the file").
 - Participant Covenant & Liability form signed.
 - \$150 non-refundable deposit paid.
 - National participants from destination continent invited.
 - Do you have EFM's Luke 10 Initiative "four types of participants" on the team?

- **Parental/Spousal support where relevant**

- **Does your personal observation and references affirm their participation including:**
 - Are there any concerns after reading their application that need discussed with the participant?
 - Does their application, observable behavior and references line up to affirm that the participant meets all seven eligibility requirements?
 - Does the participant respect the church and believes that discernment happens best through the Body of Christ?
 - Does the participant demonstrate a passion for all people groups experiencing life transformation through Jesus' death & resurrection?
 - Is the participant known for being a good listener, learner and supportive team player?
 - Is the participant able to have flexibility in plans, calm and collected with changing circumstances, has the ability to handle potential discomforts & willing to eat whatever is put in front of them?

- **Is there consensus with your planning team in their participation? Do you have peace with their participation? Is your heart clear as you pray over this candidate?**

LOGISTICS AND BUDGET PLANNING GUIDE

Air Travel

- You may use EFM’s travel agent to arrange flights if you desire, or you may also use your own contacts if you prefer.
 - EFM Travel Agent: Chauna, 928-200-0053, chauna@viningstravel.com
 - Consider Travel Insurance and its cost. There are some countries requiring medical insurance coverage, and some U.S. personal policies have coverage limitations outside the U.S. Medicare does not cover medical outside of the U.S. A good travel insurance policy can cover medical, repatriation, and help cover COVID expenses.

Travel to and From Airport at Your Travel Destination

- How will you get everyone to and from the airport? Write key contacts & plans here:
 - Travel from airport:
 - Travel to airport:

Travel within the Country

- Considering your agenda, which activities will require transportation and who/what will you use?
 - List contacts/costs.

Sleeping Accommodations

- Where will you stay while in country? Hotel? Guest house? What is the likelihood that you will be invited to stay with a host families and want to be ready to say “yes, Luke 10 style?”
 - Name & Location/Contacts:

Eating Arrangements

- Consider what each location may entail for each meal & snack during the whole trip, including travel days, while also holding things very loosely.
- Do any of your participants have food allergies that you need to arrange for?

Costs for Accommodating National Participants

- Without undermining local ownership and local initiative.
- Meals, hotels, etc. for them. Offset their travel costs?

Visa Costs and Visa Handling Fees

- Travia is one of the visa handling services that is available

COVID-19 Protocol Expenses

- Testing before, during or after the trip
- Any extra quarantine logistical costs

Supplies

- Are there any supplies you will need for any particular activities you have planned?
- Will you need to bring them with you, or can you buy them in country?
 - Create your lists and plan accordingly.

Gifts

- Is it customary to share gifts with leaders/hosts? What is appropriate/expected? Will you bring these gifts with you or buy them there?

Costs for Orientation Books/Materials

Build in a Little Margin for Unknown

Other Possible Costs

- What are the possible costs to team members that will not be included in the total trip cost payment/s that need to be communicated to them?
 - Passport
 - Travel cost to and from ticketed departure city/s for each team member
 - Personal items necessary for the trip
 - Personal spending and souvenir money
 - Immunizations
 - Orientation books or materials (if not provided with trip cost)
 - Costs for any unexpected required COVID quarantine

FUNDRAISING GUIDE

- As soon as your participants are chosen, share the fundraising information with them, including key payment date deadlines.
 - Sample fundraising letter and printable EFM response cards as separate files easy to share with team members are found at www.friendsmission.com/luke-10-trip-leaders-guides/ in Guide Packet One section.
 - Contact the EFM office (efm@friendsmission.com) to request EFM postage-paid reply envelopes for most effective ground mailed fundraising letters to use with EFM response cards.
 - Donations should be made through EFM, clearly marked with name of team or team member that the support donation is designated towards:
 - Online through EFM with your name or team/designation name where it asks “where would you like your gift designated”
<https://catalog.friendsmission.com/onlinegiving>
 - Mail a check with clear designation for your trip to:
EFM, Luke 10 Exploration Trip
P.O. Box 771139
Wichita, KS 67277
 - Over the phone by credit card to EFM office at 303-421-8100
- The EFM office can provide regular updates on funds that have come to EFM for your Luke 10 Trip individuals and/or team.
- Any donations that are made on behalf of a future missionary or a particular Luke 10 Trip destination will be reserved for that future missionary or destination of exploration.
 - If said future missionary raises funds above and beyond what is needed for particular trip at hand, extra funds will be held at EFM with designation for that specific named future missionary to be used for future trips or missionary support serving with EFM, until or unless that future missionary withdrawals from participation in this process with EFM, in which case the funds will be applied to other EFM Luke 10 Initiative objectives.
 - If funds are donated with designation to a particular Luke 10 Trip destination, or to support a team member of a particular destination, any unused funds will be held at EFM with designation for the further exploration costs or launching costs of that field, until or unless it is determined by the EFM board that exploration of this field needs to be closed at this time, in which case the funds will be applied to other EFM Luke 10 Initiative objectives.

SAMPLE FUNDRAISING LETTER

[Date]

Dear Friends & Family,

I am participating in what Evangelical Friends Mission (EFM) calls a Luke 10 exploration trip to [place and dates]. This is sponsored by EFM and [the name of my region/yearly meeting and/or local church].

[Add 2 or 3 sentences describing the nature and purpose of the trip... for example: *I am excited about this opportunity to explore a potential new mission field as part of EFM's Luke 10 initiative. The area we are visiting is located in a region where there is little to no evangelical Christian influence or leadership whatsoever. Evangelical Friends Mission (EFM) is exploring whether this area should be the location of a new mission field. As we discern whether this might be the location of a new mission field, we are praying for missionaries to serve there.)*

How will EFM determine where the five new fields will be started? Primarily through the **Luke 10 Initiative**. EFM depends on the regions/yearly meetings, churches, and individuals that EFM serves as their missions' agency to engage in this discernment process. The Luke 10 Initiative requires **four types of participants** who gather for **Luke 10 Think Tanks** and discern, based on **EFM's CAN GO criteria**, what locations and people groups to visit via exploratory teams called **Luke 10 Trips**. Out of these trips will come recommendations to the EFM Board about where to launch new fields. See more explanation at <https://friendsmission.com/five-year-goal/>.

[Add a couple of personal sentences on why you are doing this...keep it brief...for example: *I believe that God will use me with this team to bless and serve the communities we visit as well as the Friends Church in this discernment process. I also expect to gain a new appreciation for Jesus' work in His global Church and discover in a new way how God wants to use me and use our church/s in His Kingdom, including the real possibility of Friends launching a new mission field in this area!]*

Would you please support me as I prepare for this trip? First, I want you to pray for me! Second, I need help with the trip cost of _____. I also will have costs in making other preparations for this trip. Please find a response form enclosed. [make any note of how much or what percentage of the costs you already have saved up or are paying yourself, or any extra work you are doing to raise funds...it is good for supporters to know about anything you are doing yourself as appropriate]

Here are ways you can make a tax-deductible donation to support me. Please make sure you note [write in your name and trip here] with the donation so it goes towards my support!

- Donate online at <https://catalog.friendsmission.com/onlinegiving>. (Make sure to put my name in the designation where it asks, "Where would you like your gift designated?")
- Donate over the phone by credit card at 303 421 8100.
- Donate by check to EFM, PO Box 771139, Wichita, KS 67277 (please clearly mark that the check is for [your name and trip].
- or -
- Donate by check by writing check to EFM and mailing it to me at [address].

Thanks for your support!

Your Name

P.S. If you would like to receive e-mail updates, please let me know [instructions...or "please mark the response form (print version only)]

Response Card Front and Back. Find these downloadable printable three-to-a-page front/back at www.friendsmission.com/luke-10-trip-leaders-guide/ in Guide Packet One section.

<h2 style="margin: 0;">LUKE 10 EXPLORATION TRIPS</h2>	 FRIENDSMISSION.COM <small>P.O. Box 771139, Wichita, KS 67277 303.421.8100 efm@friendsmission.com</small>
<p>Thank you for partnering with EFM. Your gift will be used to support Luke 10 Exploration Trips that fuel EFM's Five-Year Goal.</p> <p>NAME OF INDIVIDUAL OR TEAM SUPPORTING</p> <p><input type="checkbox"/> I will be praying for you and would like to receive updates (fill out email below). <input type="checkbox"/> I have enclosed a gift as indicated to the right.</p> <p>NAME _____</p> <p>STREET OR PO BOX _____ CITY _____ STATE _____ ZIP _____</p> <p>PHONE _____ E-MAIL _____</p> <p>CHURCH NAME _____ <input type="checkbox"/> I'd like more information about naming EFM in my estate plan.</p> <p style="font-size: small; text-align: center;"><i>Our commitment to you is that all donations to EFM are used as designated, except once a ministry is fully funded, we follow policy to use funds for the next closest ministry need.</i></p>	<h3 style="text-align: center; margin: 0;">GIFT AMOUNT</h3> <p><input type="checkbox"/> Today's Gift \$ _____</p> <p><input type="checkbox"/> Monthly <small>Ongoing Commitment</small> \$ _____</p> <p><input type="checkbox"/> Quarterly \$ _____</p> <p><input type="checkbox"/> Annually \$ _____</p> <p><input type="checkbox"/> Check Enclosed</p> <p><input type="checkbox"/> I would like to give by Credit or Debit Card or Automatic Bank Transfer and have filled out the back of this card.</p>

THREE MORE WAYS TO GIVE Investing in the ministry of EFM has never been easier.

1. AUTOMATIC BANK TRANSFER	2. SECURE ONLINE GIVING	3. CREDIT OR DEBIT CARD
<p>Please transfer my monthly gift as indicated on the back of this card on the <input type="checkbox"/> 10th or <input type="checkbox"/> 25th of each month.</p> <p>Enclosed is my check payable to EFM for the first month. I authorize a monthly Automatic Bank Transfer from my bank to EFM in the amount specified. This authorization will remain in effect until I notify EFM that I wish to change or end this authorization, which I may do at any time.</p> <p>Signature _____</p> <p>Date _____</p>	<p>You may donate online or set up your recurring giving by credit/debit card at friendsmission.com/give</p>  EVANGELICAL FRIENDS MISSION FRIENDSMISSION.COM P.O. Box 771139 Wichita, KS 67277 303.421.8100 efm@friendsmission.com	<p>You may call 303.421.8100 to donate now.</p> <p><input type="checkbox"/> Please call me so I can make donation(s) by credit card.</p> <p><input type="checkbox"/> Please charge today's gift to my <input type="checkbox"/> MasterCard, <input type="checkbox"/> Visa, or <input type="checkbox"/> Discover</p> <p><input type="checkbox"/> Please charge my card for recurring donations in the amount on the back of this card on the <input type="checkbox"/> 10th or <input type="checkbox"/> 25th</p> <p>Card Number _____</p> <p>Name on Card _____</p> <p>____ / ____</p> <p>Signature _____</p>

The following notes are for you, the person raising support for the trip, and not to include with your final letter to mail out...ha! It has happened!

1. You can edit the fundraising letter at <https://friendsmission.com/wp-content/uploads/2022/04/Luke-10-Trip-Fundraising-Sample-Letter-Updated-.docx>.
2. You could include a self-addressed stamped or unstamped envelope, or EFM postage-paid return envelopes that would go straight to the EFM office. Contact the EFM office to request postage-paid reply envelopes sent to you. The EFM office will keep you and your trip leader updated with funds that come to EFM for your support.
3. Please make sure you keep good records of responses and send your money to EFM, PO Box 771139, Wichita KS 67277 on a regular basis (people generally don't like to write a check and have it sitting around, not clearing the bank for a few weeks).
4. Please be prepared to send supporters a thank you note.
5. *Note that it is a good idea to send out fundraiser letters with a deadline at least two to four weeks or more in advance of when your funds are due to our office. This way, if upon your early deadline you are still short of funds, you can continue appropriate fundraising efforts (which could include sending out a second letter).*
 - *Recommended Timeline:*
 - *At least 2 months before funds due, send out first letter announcing your trip & need.*
 - *At least 1 month before funds due, do a follow up letter for those who have not responded.*
 - *At least 2 weeks before funds are due, check in on the balance and consider sending another letter to other possible supporters.*

PLANNING THE TRIP AGENDA

- Keep your main objectives in sight as you plan your team's agenda.
- Consider the following as you plan:
 - Entrance and Exit Times & Procedures - how you will enter and leave the country, what is to be expected upon both, where people will go before and after. These transitions can be anxiety producing for most, and providing everyone with the key details makes for a much smoother transition.
 - Sleeping Arrangements & Wake Times - will you implement a curfew? Will you have structured or unstructured times at the beginning and end of your days?
 - Consider Plans for Eating - will you most likely be invited to share a meal with someone, will you need to find a restaurant, will you need to pack a lunch, etc.?
 - Is there time for each person to have their own quiet times, times of reflection, and prayer? Will that be marked explicitly in your schedule or just space given for these things?
 - Consider what physical and mental needs your participants may have - if you plan an intensive and interactive activity that takes most of your morning, planning a debriefing or rest time for the afternoon is recommendable.
 - Build in margin - things usually take longer than one plans, and having an overly packed agenda can make for a very stressed leader and team.
 - Consider what spaces are needed for group reflection and planning, individual reflection, and interactions with your hosts, in addition to any service/mission focused activities.
- There is no one RIGHT agenda. But if you keep your participants' needs in mind, your trip objectives at the center, and enough flexibility to respond to the various unexpected factors that come up on any mission trip, you will have a successful agenda.

SAMPLE AGENDA

The agenda should be built with plenty of margin, mystery, flexibility and openness for following the 'spirit' of Jesus' instructions in Luke 10. See other resources in Luke 10 Leaders Guides for the outline of a written trip report EFM is asking your team to provide to EFM's Luke 10 Think Tank for insights on what you find as you consider EFM's CAN GO Criteria.

Here are some of the possible agenda items on a Luke 10 Trip.

- Daily team debriefing meeting. Pray together. Read Luke 10. Review and assess where the team is at in finding possible clues for each of the 5 criteria in EFM's CAN GO Criteria. What else are other scripture passages and the Holy Spirit teaching you? Every day, hold the information and ideas you are receiving with open hands of surrender to Jesus, rather than tight fists.
- Daily team discernment for deciding the next day's plans.
- Prayer walks.
- Visit museums or cultural sites, town centers, and places where local people gather.
- Talk to people, learn about their lives and their dreams and worldview.
- Find Christians and church leaders and learn about the Christianity in the area, where they are, where they aren't, where there are churches and what kind, what are the spiritual strongholds in the area, where there is need for the Good News, what would it be like to start a new mission.
- Accept hospitality for a meal or a place to stay when invited and it feels appropriate for the deeper level of fellowship and bonding with culture.
- Pursue "listening and learning" conversations to unpack questions around 'what would it look like for a team of missionaries to move here, live, learn language, bond with people and culture, share the love of Jesus, make disciples, and plant churches'?

What is the difference between a Luke 10 Exploration Trip for discerning whether to start a new mission field versus a short term ministry or exposure trip to an established mission field?

- Initial Luke 10 Exploration Trips are intended and designed for scouting into the unknown and discernment for future ministry possibilities.
- Luke 10 Exploration Trips are not necessarily intended for focusing on or serving at existing established ministries, although connecting with existing churches, Christian groups or leaders and ministries may be one way that you gain important insights for discernment and further exploration.
- Consider Jesus sending the disciples out in Luke 10, or Moses sending the spies into Canaan in Numbers 13 to places where they were scouting out the land, where the seeds of the Good News were yet to be planted.
- When going into the unknown to gather information, it may not be realistic or appropriate to have a detailed schedule finalized. But each team arrive in the spirit of Jesus' instructions in Luke 10 in mind, with some ideas for agenda items to consider during the time there, making the most of every opportunity.
- Note that some of the fields that Evangelical Friends have planted were started after scouting exploration trips to places where we initially didn't have any contacts or know anyone there, and had no pre-established schedule, with no idea when we traveled there where we would sleep or where we would eat or where we would be or travel to each day.
- If a team going on a Luke 10 Trip already has contacts and opportunities that can be scheduled, it might be appropriate to leave at least 50% of your time unscheduled and unplanned, including agenda and destinations.
- If a Luke 10 Trip team gets caught up into the activity of "doing," then the team may not have the space it needs for discerning. Space for looking, listening, and learning (even amidst opportunities that may develop for serving, blessing and immersing). Discerning whether to explore deeper where you are at any given moment, or explore wider into the area.
- A Luke 10 Trip is faith driven as it deploys, not fact-driven. Luke 10 Trips are sent out (Luke 10:3 "I am sending you out..."), without knowing who the potential missionary will be that may go (Luke 10:2 "...ask him to send more workers into his fields") or whether this people and place will be the site of a new mission field for EFM at this time.