

Recruiting a Champion

A “champion” is a friend who serves you as an advocate within his/her own network. Champions can add an important element to the PD process because they can open doors to groups of people you might not meet on your own but who may have an interest in your ministry. For example, a businessman might take you with him to a meeting of other Christian businessmen in your city. Think of the doors that a financial advisor could open for you. Your Senior Pastor, the Missions Pastor, or a key Elder in your church can also advocate for you among their colleagues in ministry.

A champion does not replace the relationship with your ISI PD Coach or your Accountability Partner(s); however, they can add an important element to the coaching process because they are in close proximity to you. They can meet to pray with you and will know of local situations you should pursue that are unknown to other members of your PD Team.

A champion:

- Is on your financial support team.
- Will commit to pray faithfully for you.
- Will introduce you to his/her network of friends.
- Will set up appointments and take you to meet his/her friends.
- Will glean information for you and perhaps write a letter on your behalf.
- May host a meeting of his/her friends in the champion’s home for you.

A champion will not do it **for** you. He or she does it **with** you. If your champion says he/she will help you, you must be proactive in working with the champion to reach a clear understanding of what and when he/she is able to do it. You must stay close to a champion. That means if the champion says he/she will be setting up appointments for you with his/her friends, you need to keep in touch, letting your champion know you are expecting this to happen.

As you look through your list of contacts, ask God to show you the potential champions.