**Jeff and Charles Demo: The ‘Ask’ Process**

**Letter:** Jeff and Charles have known each other for years and used to serve on a church staff together. Two weeks ago, Jeff sent a letter/email to the Boyles introducing his new ministry with ISI and letting them know he would be calling to set up a time to talk about Jeff’s ministry and need for financial support.

**Pre-Ask Call:** Jeff calls Charles to see if they got the letter/email; see if they have any questions; and asks for a F2F appointment one evening next week.

**The Ask:**

* Thank Charles and Tracey for the time together.
* Re-connect with them.
* Share about our journey from Jordan to ISI.
* My ministry: DFD, local ministry to M students.
* Ask if they have any questions.
* Ask Charles if he and Tracey would prayerfully consider partnering with me in this strategic and effective ministry in the harvest by means of a monthly financial commitment to ISI. Is that something you would be willing to do?
* Wait for their answer.
* Assuming they want to pray about their decision, can I call you a week from tonight, about this same time, to see how God has led you?
* Leave materials, explaining how they can give.
* Thank them for our time together and prayerful consideration of support.
* Send thank you note that evening.

**The Post-Ask Call:** Jeff calls Charles at the appointed time to see if he and Tracy have reached a decision about support:

* YES: thank them; ask when I might expect their first gift; make sure they know ways they can give; send a thank you note that evening.
* NO: thank them; ask them if I can continue to send my newsletter; make sure they are on my mailing list for my newsletter; send a thank you note that evening.
* NOT ABLE TO ANSWER: leave a message and call back.