

# Deputation

*by Jeffrey Bush*

*These were lessons I learned and heard from various sources several years ago. I have not updated it, just making it available... hopefully there's some useful information.*

## What is Deputation?

A deputy works on behalf of the sheriff – speaking for another. If you go as a deputy speaking on the behalf of your people you're going to, churches will also get a burden. Nehemiah inquired for his people and inspired the king where the king developed the burden. Neh. 2:45 Share your burden and let it become theirs. Sharing the burden is your job on deputation. Understand and believe that the God who called you already knows where your support is and all you have to do is do your part and He will take you to your support.

The ministry of deputation should begin, continue and end in PRAYER.

Deputation is for . . . .

1. Secure financial support
  2. To solicit prayer support
  3. Promote the cause of missions
  4. Edify the churches
  5. Recruit other candidates
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1. What makes the determination of how long you are on deputation will determine how broken you are. Many times men get testings and breaking times while on deputation. Be broken, get on your face before God and beg Him to break you.
  2. Deputation is hard time for kids. Make sure they know how to act because they can help or hinder your getting support. Be careful with the family, kids, wife on deputation.
  3. Spiritual drainage is easy to happen on deputation.

4. The main problem that deputation missionaries have is laziness and a lack of discipline. Get a goal and remember that goal, go for it with all that is within you.
5. Use manners and don't talk about debatable issues.
6. Many times God uses deputation to break a man and get him ready for the field. Get broken on your needs and not by God sending hard times.
7. Be careful not to get cold and carnal on deputation.
8. Always watch your attitude about the field, the churches, the love offering, the support.
9. It is not wise to go to the field under support
10. Make deputation a fun time for you and your family. Visit different areas of the U.S. and make memories everywhere you go. Make friends in every church. You may not remember all of them, but they will remember you. Remember you have an opportunity to be an influence to them for the mission field. Think – someday they may come and help you in your country. You can make the deepest impressions on children
11. Learn all you can while you are on deputation. Know your Bible well. You will be a preacher on the field and you need to know your Bible.
12. Make everything that you do on deputation top quality – prayer letters, prayer cards, dress, manners. You are representing God, your church, your mission board, your college and yourself.
13. Be free from financial burdens. Be careful with the credit card. Don't go into debt before you get to the field.
14. Plan financially - remember you will need extra money once you get ready to leave for the field and when you arrive. You need to start saving all you love offerings and support for the following expenses:
  1. Passage, shipping and customs
  2. Vehicles and household goods

# Preparation

1. A letterhead – Make sure it is well printed and well planned. It should contain the name of your mission board, your return address and give your field of service.
2. A prayer card – Look at other's examples. You can put a verse on it, statistics, and other things but the most important is your **name**, your **mission board** and your **field**. Include also a picture, your sending church, your goals, your phone number and e-mail address. Have about 2000 to start with.
3. A trifold – can be printed on an 8½ by 11” sheet of paper and folded 3 ways. The front should include your **name**, and you **field**. You can put pictures of the field, **information** about your field, your **testimony**, **call to missions**, a **letter of recommendation** from your pastor, your **experience**, your **doctrinal statement**, your **home church**, your **goals**, etc. See the examples.
4. A display board
5. A confirmation letter – see the example
6. An information letter – see the example
7. A website

# In the Church

1. Arrive way before time (at least one hour) when have a meeting. Have your car washed, clean and family looking like they haven't been traveling for hours.
2. Have several messages. Thank the pastor for allowing you to be there. Have Enthusiasm. Share a verse, goals, your burden, and a challenge for the people to take home.
1. Learn to tell time – when a preacher tells you to take 2 minutes, show character and only take 1 minute and 50 seconds.
2. Pass out your prayer cards like they're candy or as if you were a politician trying to get elected.
3. Write a letter of thanks whenever you leave a church. Always express gratitude.
4. Go above and beyond what others do – do not be the normal average missionary.
5. Remember - you never get a second chance to make a first impression.
6. Some people don't' do well in mission's conference. If you can preach, preach. That will get your support. Sing, show slides – if you know how to do it. Most churches are “slid” out, if you do slides go first class. Don't cut corners. People want to feel you.
7. Have a one-minute message, 5, 10, 15, 20.. because whatever a preacher tells you is exactly what you must do.
8. Preach messages that will challenge the people – giving to the people what you feel the Lord has laid on your heart. Help the church. Get a message that will change their lives.
9. Have a purpose, speak with a voice of authority and make it personal.

10. Do not try to straighten up any churches; it is none of your business. God did not call you to be an evangelist, or meddler, just share your burden, preach on commitment etc. and get your support.
11. Don't mention the name of other churches because they may not agree with them and may have a big problem with that certain church/pastor.
12. Everyone is watching. You are going to be judged but you can't judge others. Some pastors will try to get stuff out of you to use it against you. Keep your mouth shut – do not volunteer information. Don't give your opinion about anything. Be neutral. Don't talk about missionaries, preachers, churches, religions, etc. Do not preach or mention personalities, Bible versions, pants, TV, or whatever else you have on your mind and heart. Some preachers will be against everything. Remember that you are in another man's pulpit so when he says you must respect it. You cannot say "here are my standards and they're Biblical and if you don't agree you're wrong." Use discretion. Remember would you want someone come to your pulpit and say or do something you don't agree with
13. Don't complain about the love offering, the support, etc. Remember Luke 6:38-39 – God will give through men. Be a giver not a taker.
14. Everything you say about the mission field will be multiplied and magnified. Be careful what you say in the churches. Don't write and talk about poverty-- we are not a social agency. Missions does not have to do with poverty but with souls. Be careful not to scare others away from going to the mission field.
15. Always watch your attitude about the field, the churches, the love offering, the support.
16. Preach every time you get the chance. Use video sparingly.
17. Use different styles depending on the church that you are in.
18. Preaching:

Preaching is not facts, but hitting the nail right on the head and bringing the challenge straight to the person's heart. Preach challenging, surrendering messages. Ask yourself – Did the message help me or him? The preacher wants to hear you helping them. Help the church to help the preacher. Spend time working on your message.

Two things needed in your message:

- ❖ It applies to you. “Every message must have a handle.” – when they leave, what do they remember?
- ❖ Purpose – A message will not be remembered if it does not hit me straight between the eyes. Preach with authority – don’t say “us”, but “you”. Move around, have enthusiasm and let the burden be caught. More than anything your message must be bathed in prayer. This is not a game!! People want to be challenged. This is more caught than taught. Get the fever and do it!

20. Help the man's church and ministry before you leave.
21. You do not have to paint, fix cars and work to get support.
22. Remember to share your burden, get them to feel your burden, love your people, have a desire to go
23. Do not get discouraged if they do not feel what you feel.
24. Be ready to tell them what you plan to do on the field that you are going to, what type of ministry, goals, needs, etc.
25. Remember – more people exposed to the field will be called to the field.

## Prior to the Meeting

1. Two weeks before, contact the pastor and reconfirm the meeting.
2. Give your estimated time of arrival
3. Inform him how many will be with you.
4. Let him know your departure date.
  
5. Always send an information and confirmation letter.

Example Letters: You may adapt your letters to whatever you like.

### Confirmation:

Nov. 11, 00

Dear Pastor ----,

It was a pleasure to talk with you on Thursday, the 10<sup>th</sup>. I would like to confirm the Missions Conference set for September 17-20, 2001.

We look forward to being with you at that time to share our burden for Chile. Thank you for your interest in the work the Lord has called us to do. If you need to reach me, you may contact me at 770-877-5736.

Yours in Christ,

### Information:

Dear Pastor ----,

I am writing in response to the phone conversation we had on November 7, 2000. Enclosed is the information you requested about my mission board and my family.

Thank you for your interest in the work that God has called my wife and me to do. We are very excited about what the Lord is going to do in Argentina; and we pray that many, many souls will be saved. The Lord has given us a burden to reach these people for Him, and we are excited to see what He is going to do.

If you need to contact me you may reach me at 770-877-5736 or 770-364-2452. I'll get back to you as soon as possible. Thank you.

# Calling Pastors

You need to be in at least **300** churches to raise your support in one year. To get into 300 churches you will need to call **1000** churches and drive at least **130,000** miles to get your support. It should never take more than 2 years and if you follow these instructions you can do it in a year. Anyone that takes more than one year on deputation is just lazy. If you want to raise your support quick you must bust it.

Begin each time of calling with your personal devotions, Bible reading and prayer.

1. Discipline yourself to **call 8 hours a day, 5-6 days a week**. Don't leave a message on the answering machine. Book every meeting 2 years in advance. When a pastor turns you down ask him if you can send some info of yourself and write him so even if he throws it away, he knows your name. Name recognition can open doors.
2. Have something to say when you call the pastors. *“Hello, may I speak to the pastor? Hello, Pastor, my name is ----- . I am a church-planting missionary with Macedonia World Baptist Missions on the way to ----- . I was wondering if I might come by and present our ministry to you and your folks.”* Key words – mission board and church planting Use anything for brownie points – (former missionary student down in Peru). No board raises support for you. The board has recognition. If you are going out of your own church, make up a name for a mission board.
3. On your desk you should have –
  - a. Big U.S Atlas
  - b. Two-year calendar
  - c. Micro-cassette player
  - d. Other office equipment. A laptop is nice to take on deputation and keep track of all your records.
  - e. A phone with an answering machine. A cell phone to travel with is also nice.
  - f. A list of pastors
4. Keep good records.
  - ❖ Make sure you get the pastor's name, address, time and date of the meeting special requests he may have concerning the meeting.
  - ❖ Get directions and keep them in your planner which you must take everywhere you go.
5. When the pastor says, “Send a package”, send it. Follow up.

- ❖ Package Ideas – Prayer card, Macedonia Brochure, Pamphlet about yourself, Information letter to let them know that you had called and they asked for information.
6. Have a good list of churches. You can get lists from many sources: the internet, other pastors, or from missionary friends.
  7. Start by calling your friends, then your pastor's friends, then folks where you can drop a name, then call cold from every list you can get.
  8. Borrow lists from your missionary friends, get them to tell you who the hottest prospects are. Talk with the guys who are moving and getting it done and quickly.
  9. Talk to missionaries who are getting it done. There's always someone on fire and getting it done. Ask about churches that will and won't support. You can find the hottest prospects. Always talk to men getting the job done, learn from anyone you can.
  10. Book solid – Get meetings all the time possible. Book meetings for at least a full two years in advance. Always book the months closest to you. Take every meeting you can take, but have enough driving time in between.
  11. Try calling and getting your meetings within a 6-hour radius of your home.
  12. Call in an organized method and area but if it is possible to get to a meeting go even if it means driving 6 hours before or after,
  13. Try for Sunday mornings and the dates that are open and closest to you when you call.
  14. Book until you have at least 13 churches a month.
  15. Take every open door even if he tells you that he will not be able to support you.
  16. Be careful about filling out questionnaires.

### DO NOT'S

- ❖ Do not leave messages on the answering machine or with secretary. Call back.

- ❖ Do not stay at mission's conferences all the services unless you have to. Don't put yourself in a conference on a Sunday or Wednesday night. Remember that there are only 156 services in a year so get in every church that you can.
- ❖ Do not go back to your home church. If you do not have a meeting, drop in.

## SLIDES

1. Very few people are interested in seeing how bad the country is or scenery. Show the people. Sympathy won't keep your support coming. Don't get too complicated.

2. Use slides sparingly. If you can't do them, don't tell the preacher you have slides, just preach.

3. Communicate your vision and what you want accomplished.

4. How to prepare a presentation:

- ❖ Always prepare the narration first and then arrange your slides.
- ❖ You should begin with where you began (your call to the field, etc) Continue **chronologically** to the closing slide. Never jump around from one subject to the next.
- ❖ It should not last more than 10-15 minutes (about 45 slides).
- ❖ One single slide should not be on the screen for more than 15-20 seconds, but do not also flash from one picture to the next so fast that no one has a chance to even see it.
- ❖ Be careful not to say, "This is... and this is... and this is..."

BEGIN:

- ❖ Start by dividing the presentation into categories on paper. Use a list such as this:
  1. Intro to the missionary family, the church and pastor which are sending you, your Mission Board.
  2. Intro to the country – physical location (map), living conditions of the people, etc.
  3. Spiritual condition and needs of the people – the religion, the practice of religion such as praying to idols, kissing statues, etc., any hindrances you will face
  4. future plans and goals for reaching the people – evangelism, discipling, teaching, Bible institute, etc
  5. Close with a challenge – show people, may have a challenging song at the end.

You can check out the following place to get a slide projector, but before you buy one, check around with your missionary friends who are getting ready to go to the field. You may be able to borrow one.

The Camera Shoppe – Texas

1-888-542-6145

[www.thecamerashoppe.com](http://www.thecamerashoppe.com)

[camerae@itouch.net](mailto:camerae@itouch.net)

## PRAYER LETTERS

1. Write positive prayer letters, no one wants to hear a whiner – use your head and don't whine. People jump on successful bandwagons, so when you write a letter, be a winner – lay it on thick, butter them up, but make sure you don't lie.
2. Everything said from the mission field will be multiplied and magnified. Be careful what you say in churches and in your prayer letters. Don't dramatize hardships. Don't write about poverty. We are not a social gospel group. Missions does not have to do with poverty, but souls dying and going to hell. Don't try and scare others away from the mission field.
3. Start an e-mail prayer letter.
4. Send a prayer letter to every church you go to even if they don't support you.
5. Send a prayer letter to all your relatives.
6. Do not send songs or verses in your letters.
7. The wife should not write the letter.
8. Write no less than 1 every two or three months and always say – Thank you. Remember – “Out of sight, out of mind” This is your only means of support – financially and prayer.
9. Send it bulk mail once you get 200 addresses. Put on it : “Address Correction Requested”. Many churches move or the pastor resigns.
10. Do not write about the weather, your child's cold, etc. Make it so it would be interesting to you if you were the recipient.
11. Do not write long letters. Two pages are too long.

### Helps in writing prayer letters – On Deputation.

- ❖ Opening greeting
- ❖ Meetings you have had. Tell of any saved, called to the mission field
- ❖ Mention and thank any church that has taken you on for support since your last prayer letter.
- ❖ Mention any meeting you will be in just to let your supporting pastors know you are keeping busy.
- ❖ List prayer requests, but do not beg. The Lord will do the work.
- ❖ Include your goals and plans for the future.
- ❖ Thank them for their prayers, concern, and financial support.

### Helps in writing prayer letters – On the Field

- ❖ A greeting!
- ❖ Blessing of God
- ❖ Share about people being saved, called to full-time service, etc
- ❖ Progress of the work, (building, organization of the church, baptism services, training of young men and ladies)

# Prayer Cards

1. Don't get a regular guy to do your prayer cards. Get someone who know how. Make them sharp. Don't cut corners.
2. Separate the name so it stands out. Make the most important things biggest – your name, the country
3. If you use statistics about your field, put them on the back.
4. Printing Shops for Prayer Cards:

Howard's Printshop  
2111 West Alto Rd.  
Kokomo, IN 46902  
765-453-6161  
Fax 765-453-0054

Shevelands Graphic Art  
P.O. Box 1101  
Elkhart, IN  
219-262-3225

## Things to Take on Deputation

1. Bible
2. Music and preaching tapes
2. Display
3. Slides (optional)
4. Prayer cards
5. Thank you notes
6. Atlas
7. Calendar
8. Laptop
9. Snacks
10. A travel iron
11. A lint brush
12. Mints
13. A comb
14. Cologne
15. Shoe shiner
16. Notebook - take notes from things you glean in other churches
17. Hairspray
18. Antibacterial Gel

## Missionary Quotes

*“Expect great things from God;  
Attempt great things for God” - William Carey*

*“Expect great things from God, Receive great things from God.  
Expect little from God, receive little from God.”*

*“A leader must always be at the front,  
they don't go with the flow, they make the flow.” – Austin Gardner*

*“Why do you need a voice when you have a verse?” – Jim Elliot*

*“It's not the number of people on my team,  
but how committed they are.” – Austin Gardner*

*“There are no great men of God, only men of a great God”*

*“Set a man on fire and people will come  
to watch him burn.” – Charles H. Spurgeon*

*“The decision you make in your life today will determine the future of someone”*

*“Men who conquer go in for the attack” – C. H. Spurgeon*

*“He is no fool who gives what he cannot keep  
to gain what he cannot lose.” – Jim Elliot*

*“May I burn up for Thee, consume my life, my God, for it is Thine. I seek not a  
long life, but a full one like Yours, Lord Jesus.” – Jim Elliot*

*“Missionaries are very human folks...  
simply a bunch of nobodies, trying to exalt Somebody.” – Jim Elliot*

# Display Board

1. The Key Word is PROFESSIONALISM.
2. Spell things correctly.
3. Make sure maps and pictures are not too light and not crooked.
4. Encompass your board with titles.
5. Have statistics on your board.
6. It is not wise to have testimonies on your board. No one is going to stop and take the time to read it. Put it in a pamphlet.
7. Make it sharp.
8. Have pictures to show what is going on.
9. Have goals and stats.
10. The titles should enclose the center.
11. Don't put dark colors on dark spaces.
12. Put different fonts of letters – but not too many, be consistent. Block letters get old.
13. Do not put offensive things on the board – like a religion, naked people, your family dressed improperly.
14. Put your name on the board.
15. Don't write on the board with a pen.
16. Always have the mission board on it.
17. The main thing is place and name – preferably with a picture.
18. Don't put prayer letters on it, put it on the side.
19. The goal of your board is to have them look, see and leave in 30 seconds.

20. Have conversational pieces – things that people will ask
21. Have kid's attractions – like boats, noise makers, snake
22. Carry a small table with you.
23. Use a blanket or something from your country to put under your board.
24. If you use a quote on your board, don't use a disliked name.
25. Don't use a lot of people pictures – people like to see animals, they think all foreigners look the same.
26. Remember that you are a salesman, presenting your presentation.
27. Make people think WOW!, how professional.

## On the Mission Field

1. It is the same to start a church on the mission field as it is in the U.S.
2. You can teach your people the same thing that you teach Americans. For example, they can learn to tithe, be on time and behave right. Don't have the philosophy that just because they are nationals that they can't do the same thing you do.

A Few Missionary Goals  
On the Field

- 1.Plant churches
- 2.Start a Bible College or Institute
- 3.Train pastors, schoolteachers and workers for God.
- 4.Have a Christian Day School.
- 5.Orphanage
- 6.Radio ministry
- 7.Printing Ministry
- 8.A Book Store in the church
- 9.Choir
- 10.Bus Ministry
- 11.Children and Teen Ministry
- 12.Missions Trips (people get a burden when they see the field
- 13.Deaf Ministry