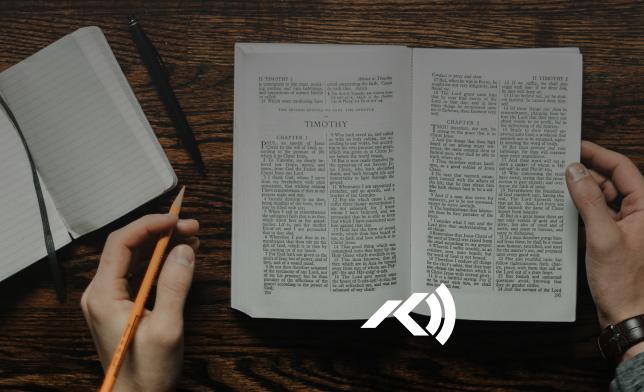


THE CHURCH PLANTER
MESSAGING WORKSHEET

# ELEVATING YOUR MARKETING, FUNDRAISING, & LEADERSHIP WITH MESSAGING

The best church launch strategy doesn't start with a name and a logo. It starts with a good story. Developing marketing, fundraising, or leadership strategies without that story can be costly, inefficient, and ultimately ineffective. If you start with a good story, everything else will benefit.



## YOUR STORY IS AS EASY AS 1,2,3

Below are three brainstorming sections that focus on the primary aspects of building your church's story: who you are, who you're trying to reach, and the contextualized message you want to share with them.

1 WHO ARE YOU?

In the space below, write down everything you can think of about your church; mission, vision, values, scriptures, key phrases, etc. What is the ideal future that you envision for the world, and what are the building blocks for getting there?

# WHO ARE YOU TRYING TO REACH?

In the space below, write down everything you can think of about who you are called and equipped to reach. What are their demographics, psychographics, and cultural norms? What are their hopes and fears? What do they want in life, and what do they want to avoid?

3

# WHAT IS YOUR MESSAGE FOR THEM?

Your message should be the place where you and your audience converge. In the space below, write down as many phrases that overlap **one of your values or key phrases** with **one of their hopes or fears**. How could your church add value to their lives? What makes your news "good news" for them?

If you were able to generate a few phrases in section three that overlap your church's vision with some of your audience's main hopes or fears — congratulations! You just found some easy ways to invite people to your church. And you identified all of the foundational elements of your church's story: who you are, who your audience is, and the message that brings the two of you together.

These elements will give designers a foundation to design logos, colors, fonts, and textures that will help you communicate your authentic and creative story in all of your marketing.

If you want to dive even deeper into our strategic messaging process, you can check out this article.

#### FUNDRAISING WITH YOUR STORY

Fundraising is absolutely essential for most church plants. Beyond the blood, sweat, and tears, launching a church requires funding. In a 2007 study, Stephen Gray, Co-Founder of Church Planting Dynamics, found that 63% of the fastest-growing church planters raised additional funding for their church plant outside of their immediate church network.

But donors are more than ATMs. They're people. And people are moved by stories.

## YOUR STORY FOR DONORS

Use the section below to synthesize the three elements of your church's story into an invitational ask for your donors.

WHO WE ARE:

WHO WE ARE TRYING TO REACH:

OUR MESSAGE FOR THEM:

"Remember, fundraising is ministry. You're a vessel being used by God to loosen His people's grip on their false idol of security in their finances and begin to cling to Him and use what He's given them to build the Kingdom."

— <u>Tim Parlier</u>

Invite your donors to be a part of the story that your church has for the people you're called to reach. They'll be honored.

Related Resource: How to Create a Fundraising Brochure That Moves People to Give.

WHY YOU SHOULD PARTNER WITH US TO REACH THEM:

## HOW YOUR STORY MAKES YOU A BETTER LEADER

In the early stages of church planting, there's a temptation as a leader to oversell your vision. Because at the end of the day, you need bodies! It's the people that meet needs, lead worship, pray for neighbors, fix roofs, and make the whole thing work.

As a leader, it's your responsibility to find and foster the people on your launch team. But you don't need flashy marketing or big, hairy, audacious goals to convince people to join your mission. You don't win people with quarterly tithing projections. You win them with a story.

### YOUR STORY ON LAUNCH DAY

Imagine you're standing in front of your launch team an hour before the doors open for your very first public service. What will you say to them about who you are as a church, the people you want to reach, and how you want to reach them?

WHO WE ARE AS A CHURCH:

WHO WE ARE PRAYING TO MEET TODAY:

OUR MESSAGE FOR THEM:

OUR INVITATION TO BECOME PART OF OUR STORY:

"What you win them with is what you win them to."

— Jared Wilson

As you recruit your launch team, your church's story will help draw people to the mission, and it will continue to build them up for years to come. A compelling story will (re)calibrate them to your church's mission and continuously remind them of those you're called to reach.

## WE'RE HERE TO HELP YOU REACH PEOPLE + CHANGE LIVES

ArtSpeak Creative was born from church planting. And it's our mission to help church planters and Christian leaders like you reach more people so that we can be a part of telling 1,000,000 stories of life change.

If you're looking for a team of church creatives to partner with in launching your church, we'd be honored to help.

Learn more at artspeakcreative.com/church-plants

