

Evangelistic Fundraiser Training Video - Part 1

Opening And Purpose Minister Clayton:

Hello, everyone. My name is Minister Clayton Golliher. Today, we're going to train you on how to install coin collection boxes, present them to managers and employees, and respond when someone has questions or concerns. We'll also discuss how to share the Gospel, pray with people, offer free honey and Bibles, and ask permission to place a coin box.

I've worked with coin boxes for ten years and have had as many as 4,000 in operation. They provided income for my family and helped fund outreach work. At Hope Chapel in Hollywood, we served about 90 homeless young people. We held weekly services, provided meals, and eventually established housing and a discipleship home. We are now expanding Campus Revolution of Love. Our goal is to start Bible clubs in schools across America. At the time of this training, we were serving 11 to 22 schools each week, with chapters from San Diego to Woodland Hills. Our approach is to begin a club outside a school, find a teacher sponsor, and then bring the club onto campus. We also work with existing groups, including Jesus Club and Fellowship of Christian Athletes.

Each school outreach costs about \$250 for food and supplies. For example, we may buy hamburgers from In-N-Out, reserve several tables, and bring 10 to 40 students together after counselors have been trained. Training materials are available at hopeforhomelessyouth.org under Evangelistic Fundraising, also called the ENF Ministry.

Choosing Locations Minister Clayton:

Choose businesses with steady traffic at the counter, such as liquor stores, donut shops, restaurants, mini markets, some Dollar Tree locations, Subway restaurants, and gas stations with convenience stores. Avoid places such as cleaners and beauty shops if they do not have enough customer traffic.

It can help to choose one busy street or shopping area with several suitable businesses close together. That way, you can visit multiple locations without driving across town.

The Installation Kit Minister Clayton:

Each worker receives an installation kit. It includes a notebook with approval letters and a log sheet for recording each location where a box is installed.

The kit may also include:

- Small jars of honey to offer as an appreciation gift
- Easy-to-read New Testaments and Gospel pamphlets
- Keys for opening the boxes
- Chain, extra chain, and hog rings
- Hog-ring pliers and wire cutters
- Double-sided mounting tape
- Seed money to place inside a new box

The speaker says workers receive \$25 for each installation and are treated as W-2 employees. Workers track their hours and may be paid by Zelle at the end of the day. He also describes a 50% share of the money collected from boxes they service each month. Confirm current pay terms with the organization before relying on these details.

He estimates that some boxes will be removed or will not produce, while others may remain productive for many years. Building respectful, lasting relationships with managers and employees is important because employees and customers may contribute to change. The larger purpose is to serve people, share the Gospel, pray when welcomed, and help people connect with a local church.

Preparing And Installing A Box Minister Clayton:

The box should be placed near the cash register where customers can easily see it as they pay. Use the adhesive strips to secure it, and attach the chain around a stable fixture, such as a register leg or suitable counter support. Do not damage a business's electrical cords or equipment. Use an extra chain and hog rings if you need more length.

The speaker recommends placing a small amount of seed money in the box so it is not empty. He demonstrates putting a dollar inside and a five-dollar bill on top.

Keep the box, supplies, and paperwork organized. Record the business and installation in the log sheet, and follow the organization's approval procedures.

Approaching A Business Minister Clayton:

Do not lead with the coin box. First, introduce yourself and speak respectfully with the employee or manager. You might carry a small jar of honey and your ministry notebook. You may also keep a Bible or Gospel pamphlet available to offer.

For example:

Minister Clayton:

"Hello, how are you? Is the manager available?"

Employee:

"He's not here right now."

Minister Clayton:

"I understand. I'd still like to introduce myself and ask if you can help me. My name is Clayton, and I'm a minister working with a local church and a group of pastors. We'd like to thank local business owners and managers. This is a small jar of fresh honey from Bennett's Bee Farm in Fillmore. It's a gift, with no obligation. You're welcome to keep it or pass it along to the owner."

After offering the gift, briefly explain the organization and its programs. The speaker describes support for women and children experiencing abuse or trafficking, computer training for young people, a drug-rehabilitation program, school assemblies focused on suicide, drug, and gang prevention, and grocery assistance for families in need.

Minister Clayton:

"We're not asking you for a direct donation. We'd like to ask whether the business would consider allowing a small coin collection box near the register. Customers can choose to put their spare change in it. The funds help support our programs, which are provided without charge."

If the manager is unavailable, the speaker suggests explaining that the box can be removed if the owner is uncomfortable and that contact information is included. Always follow the business's approval requirements and obtain permission from an authorized person before leaving or installing a box.

Offering Bibles And Information Minister Clayton:

You can offer an easy-to-read New Testament by asking, "Would you like a free, easy-to-read New Testament?" You may also offer a short Gospel pamphlet that explains the message of Jesus and lists ways people can contact the organization for help, including food assistance or housing information.

The kit may include a booklet about an inventors' club and a scholarship opportunity. The speaker says the materials explain how to develop and protect a product idea and find a buyer. Make sure any program details and scholarship amounts are current before sharing them.

Closing Role-Play Employee:

"The manager isn't there, and I need the manager's permission."

Minister Clayton:

"I understand. We don't want you to get in trouble. What we can do is leave the box on the counter. If the manager or owner is uncomfortable, they can call the number on the flyer, and we'll come pick it up right away."

Employee:

"Okay."

Minister Clayton:

"Would that be okay?"