

Discovery Questions

The questions below are designed to help you listen well to your champions. By discovering their connection to the cause and organization you will be able to make more informed decisions about next step invitations and will build the foundation for continued relationship development.

INSTRUCTIONS: Read through and become familiar with the suggested questions. Use the line at the end of each section to write additional question ideas. Ahead of a meeting, determine the questions you want to ask in an upcoming meeting. What you already know about your champion(s) could prompt you to ask different questions, or ask in a new way.

CONNECTION

- What was it about (*your cause*) that originally drew you in? Is that still the same now? How has it changed as you've been engaged?
- How did you first get connected to (*your cause*)? What inspired you to take that first step?
- What do you understand about God because of your participation in this cause?
- What has God taught you about the people we serve and His heart for them?

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HEART

- What are issues, injustices, principles, and/or causes about which you are the most passionate? Why?
- Where are you already investing your time and talent? Why?
- What part of this work excites you the most? Why?
- What activities are you doing when you feel most alive and connected to God?
- What has been the most life-giving thing you've ever done or most satisfying gift you've given? What made it so fulfilling?
- If you could do one thing for (those being served in this cause), what do you wish you could do?

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PREFERENCES

- What else would you like to know about our organization/ministry?
- What are you looking for in the organizations you support?
- How, and how often, do you like to be communicated with?
- Is there someone else who should be included in these conversations?
- What do you want to accomplish with your giving?
- What do you want to accomplish in other areas of activity (praying, serving, learning, sharing)?
- What should I be asking you for in the future?
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MEETING NOTES

What follow-up questions did this spark?