

## Discerning the Where

90%

Causes you care about

Your Church

Get more specific



Geographies you care about

These are your

### **FOCUS AREAS**

Confidently say **yes** to these things,  
and **no** to the rest!

10%

Spontaneous Giving

Holy Spirit Nudges

Generosity Capers

Anytime "Yes"

# Evaluating Organizations

## Questions to ask yourself:

- Are they doing work that fits your focus areas?
- Are they “moving the needle” on the issue or just doing nice programs?
- Do you have a relationship with someone associated with the organization that you want to lean into – or lean away from?
- What is God telling me about supporting this organization (or not)?

## Questions to ask the organization:

1. What is your mission?
2. Who is your target population and how many are you helping each year?
3. What is your theory of change (e.g., how do you believe your programs/projects are going to benefit those you are trying to serve)?
4. Do you listen to the voices of those you are serving to ensure your programs are meeting their needs?
5. How do you measure your programs? What have you learned through those measurements over time?
6. What are your plans for the future (i.e., more of the same kinds of programs, expansion to a new population, new buildings/services/etc.)?
7. What is the most significant challenge you have faced in the past \_\_\_ years? How did you handle that, and will the lessons learned inform your future work?
8. What sources of funding make up your budget? Has that funding been stable or changed over time?
9. What are your most significant expenditure categories?
10. What other organizations serve your target population in a similar way? How is your organization different from the others?
11. Please share an anecdotal story about someone who has been directly impacted by your organization’s work.