

MINISTRY PARTNERSHIP DEVELOPMENT (MPD): AN OVERVIEW

What is MPD?

Like many other missions organizations, InterVarsity staff are responsible for developing a team of ministry partners who support the ministry through giving, advocacy, prayer, and service.

MPD is a biblical form of ministry that advances our vision to see a fully resourced ministry reaching every corner of every campus. Alongside other funding sources such as chapter accounts, national campaign gifts, and planned giving, MPD helps us employ an increasingly diverse community of staff members who are fully funded and appropriately compensated in salary and benefits.

Why do InterVarsity Staff do MPD?

1. **MPD is ministry:** Through developing ministry partners, we are transformed as we rely on God. Our ministry partners are also transformed as they partner with us. As Henry Nouwen states in his book, *A Spirituality of Fundraising*, “*Fundraising is, first and foremost a form of ministry. It is a way of announcing our vision and inviting other people into our mission. Vision and mission are so central to the life of God’s people that without vision we perish and without mission we lose our way. Vision brings together needs and resources to meet those needs.*” (Nouwen, p. 3).
2. **MPD equips staff for campus:** Through MPD, we start training staff in the key skills they will use on campus to invite students and faculty into mission, such as outreach, evangelism, prayer, and discipleship.
3. **MPD is biblical:** We believe God is the one who calls us, provides for us, and through whose Spirit we are able to carry out ministry. Provision for Kingdom work normally comes through a partnership between God’s people and those who are called to ministry. While it looks different in the 21st century, we see fundraising modeled throughout Scripture.

What does MPD look like, practically?

MPD is an ongoing process of identifying, engaging, asking, following up, thanking, and reporting on the ministry. We call this process the MPD Cycle.

New campus staff ministers can expect to focus their first 6-12 months on MPD, including:

- Identifying a list of 200-300 potential ministry partners
- Setting up 100-150 appointments with individuals, groups, and churches to share about the ministry and invite their partnership
- Receiving regular training and spiritual formation opportunities

Once staff have reached their full funding level, staff are expected to spend about 10% of their work time (or 4 hours/week for a full-time staff) on nurturing and strengthening their partnership team through their remaining time in ministry with InterVarsity.

