Dear                      ,

When we visited Tibet in 2012, we felt the darkness and the despair of Tibetan Buddhism. It was heartbreaking and overwhelming, and challenged us to ask God how we could be a part of His plan for this nation. We are excited to say we have felt the call of God to go to Tibet and share the Good News of the Gospel. God has given us a vision of doing Business as Missions (BAM) as a creative access opportunity, since traditional missions work is not allowed. We have decided to partner with (**name of Organization**) and our home church, The Well, for long term ministry in the Tibet Autonomous Region (TAR) of China.

Did you know that there are over 6 million Tibetans in the TAR, nearly all of which are practicing Tibetan Buddhists? It is estimated that there are only around 200 native followers of Christ out of those 6 million. Ancestral worship, Buddhism, and Animism are the main forms of religious expressions in the Great Highlands of Tibet, and Christianity is nearly unheard of. On a vision trip there, we experienced first hand the darkness and hopelessness of the Buddhist practices of trying to gain merit for their next reincarnation. These religious practices offer little help for everyday life, and even less hope for the future. In addition, there is a long history of Chinese oppression of Tibetans, who are generally looked down upon as less than human.

But there is great hope for Tibetans in Christ Jesus! The Lord has fostered in us a heart for the Tibetan people, and we are excited about seeing them come to know Christ. We are looking for people to labor along with us, to stay connected with what is happening, and to partner in sincere prayer for the Tibetan people and for us as we prepare to engage in business alongside the Tibetans. We are also seeking out churches, families and individuals who are willing to give regularly to this ministry.

We will be giving you a call in the next few days to see if you would be interested in meeting with us. We would love to share more of our story, hear more of yours, and invite you to partner with us in sharing Christ with the people of Tibet! Please take a moment to pray and ask God how He could use you to further the kingdom work of sharing the Gospel in the Highlands of Tibet. We look forward to speaking with you soon.

Together in Him,

PHONE CALL SCRIPT:

* Be genuinely interested in them.
* Ask if they received your letter.
* Give a brief overview.
* Ask if you can meet with them about partnering with you through prayer and giving.
* If there is a husband and wife, make sure you make every attempt to meet with both at the same time.
	+ One of them may be more passionate about ministry than the other
	+ They make financial decisions together and may be able to make a decision right then
	+ It’s difficult for one spouse to communicate everything they hear to the other
* Offer a few days/times that work for you and ask if any of those work for them.
* If they need to check their calendar, suggest a specific day to call them back to set the appointment.
* If it is important to you or them, make a point to mention how short or long the meeting will be.
* Try not to meet where there will be a lot of distractions. For example, a restaurant may be too distracting because of the server interrupting often, but an intimate coffee shop or meeting at someone’s home may provide a better opportunity to listen and share.

A: (No Answer) - the most common response! Don’t worry - it’s not you =)

B: Voice Mail: Hi \_\_\_\_\_\_\_\_. This is \_\_\_\_\_\_\_\_\_. I sent you a letter a couple of days ago sharing an opportunity we have to share the Gospel in Indonesia through the work of Bible Translation.  We’re looking for people to be involved in this ministry through prayer and giving. And we would love to get together with you (and your spouse) for about an hour sometime soon to share more about this ministry and see if you might want to partner with us. If you have a few minutes, please give me a call back at 7404642645 and let me know if you are interested and we can set up a time to meet. We’ll look forward to hearing from you, and we’ll check back tomorrow if you aren’t able to call back today. Once again, our phone number is 7404642645. Talk to you soon!

Alternate: They answer the phone- yay!

A: Hi this is \_\_\_\_\_\_\_\_\_\_\_. How are you?

A: Did you receive my letter the other day?

B: Yes, I did/No I didn’t.

A: Well, in our letter we shared that we have an opportunity to share the Gospel in Indonesia through the work of Bible Translation. And we'd love to sit down with you to tell you about the details. If we can get together, we’d also like to invite you to pray with us and the team we’ll be serving, as well as, talk with you about being a part of team that might give to the ministry. Is that something you’d be interested in?

B: Sure. I'd love to hear about it.

A: Great! I’m available (suggest a few dates/times). Would any of those work for you?

B:  Yeah-I can do (date/time)

A: Great! I’ll see you (date) at (time). I’m looking forward to talking with you.

Alternate:

A: I'll have to check my calendar and get back with you.

B: Is it possible for us to try to put something on the calendar now?

A: No, now is not a good time. I’ll let you know.

B: Ok, if I don’t hear back from you, I’ll reach out again on Saturday, is that ok?

Alternate:

A: I’m sorry, we’re not able to do anything at this time

B: Of course, no problem at all. Would it be ok for me to keep you on my newsletter list to stay informed on the ministry?