



"PAWN" PROCESS


Where We have Been and Where We Are Going

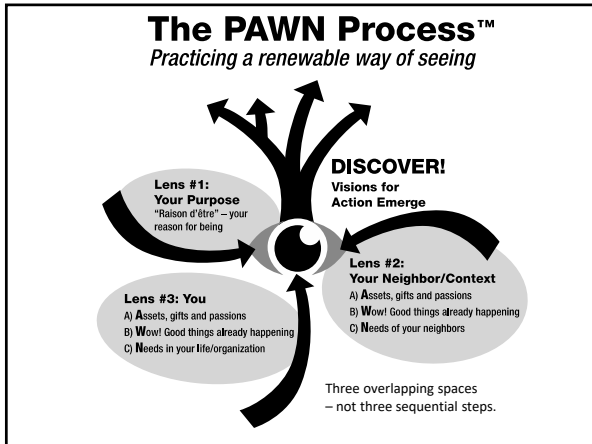


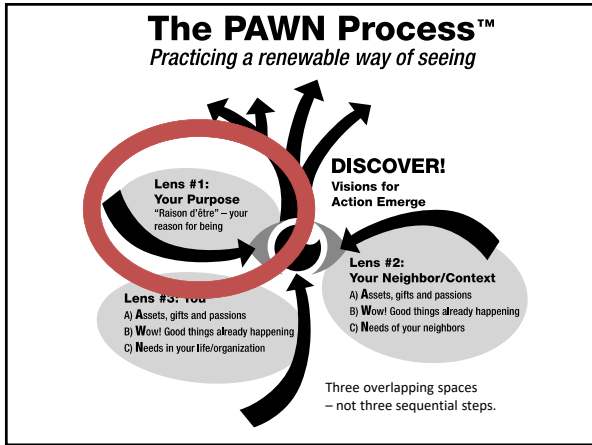
Our Process

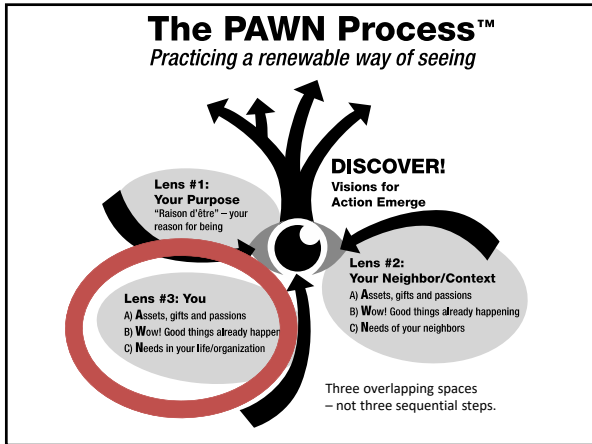
Grounded in the Great Commandment of Jesus:

"You shall love the Lord your God with all your heart and all your soul and all your mind; and you shall love your neighbor as yourself."

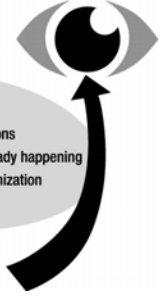






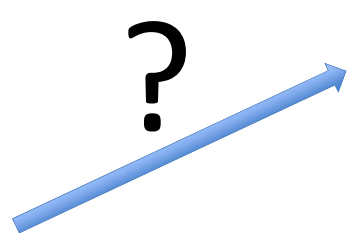


Our Focus This Event
Inside the Congregation




Lens #3: You
A) Assets, gifts and passions
B) **Wow!** Good things already happening
C) Needs in your life/organization

What is your sense of progress?



The PAWN Process™
Practicing a renewable way of seeing



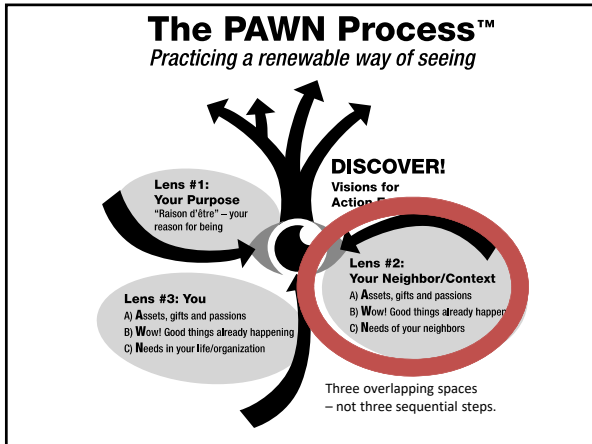
Lens #1: Your Purpose
"Raison d'être" – your reason for being

Lens #2: Your Neighbor/Context
A) Assets, gifts and passions
B) **Wow!** Good things already happening
C) Needs of your neighbors

Lens #3: You
A) Assets, gifts and passions
B) **Wow!** Good things already happening
C) Needs in your life/organization

DISCOVER!
Visions for Action Emerge

Three overlapping spaces
– not three sequential steps.

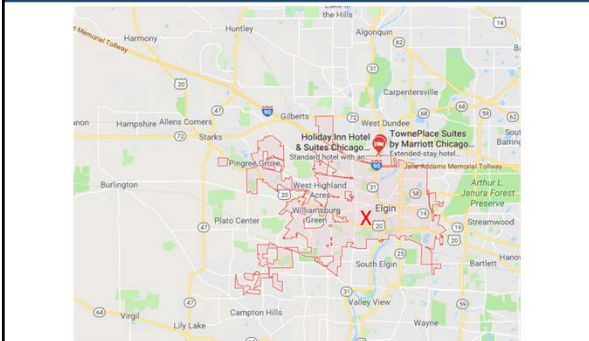




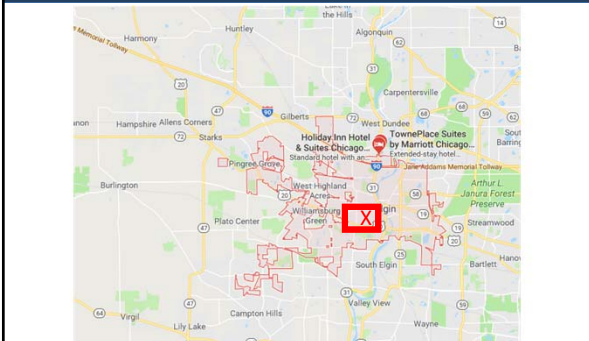
Ways to Know and Be Known in a Community

- Demographics
- Prayer Walks
- Wandering and Watching
- Interviews
- Regular Presence
- Be Outside More

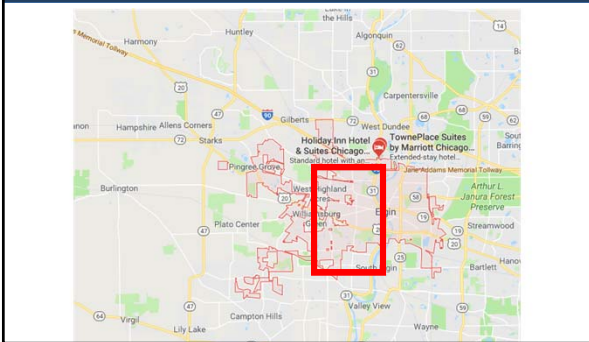
Multiple Tiers of Mission Fields



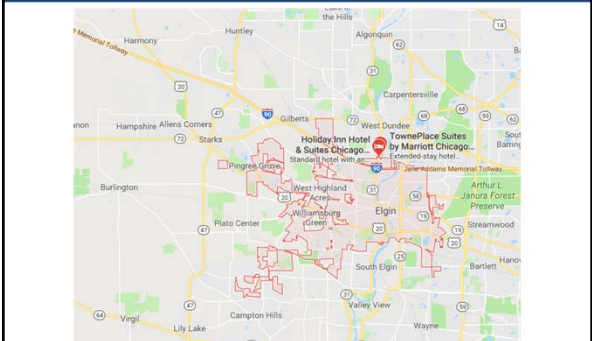
Multiple Tiers of Mission Fields First Tier – Close Neighbors



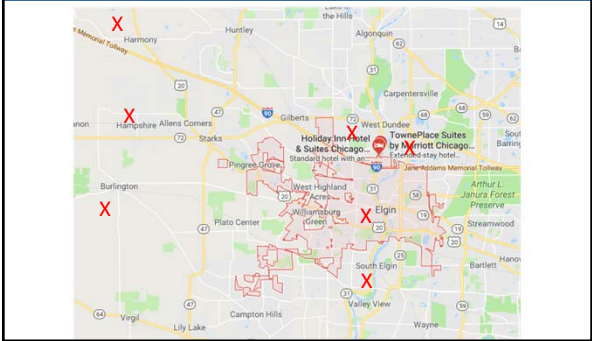
Multiple Tiers of Mission Fields Tier Two – Larger Geography



Multiple Tiers of Mission Fields Tier Three – Logical Connections



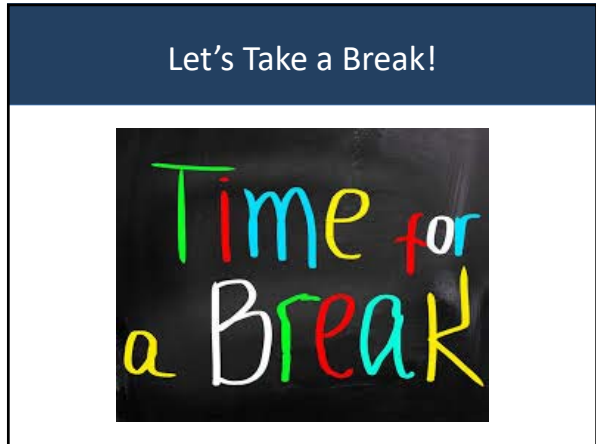
Multiple Tiers of Mission Fields Tier Four – Member Residences



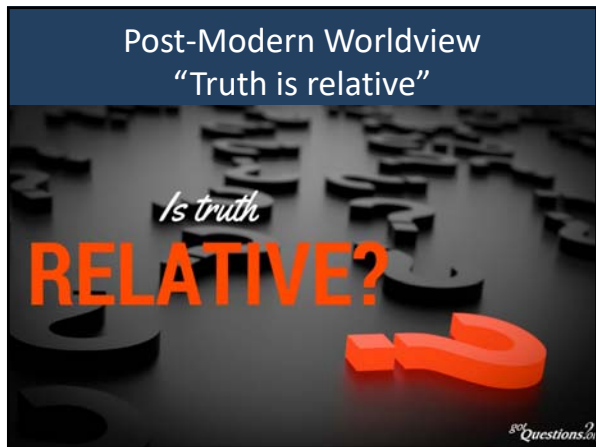
Zipwho.com

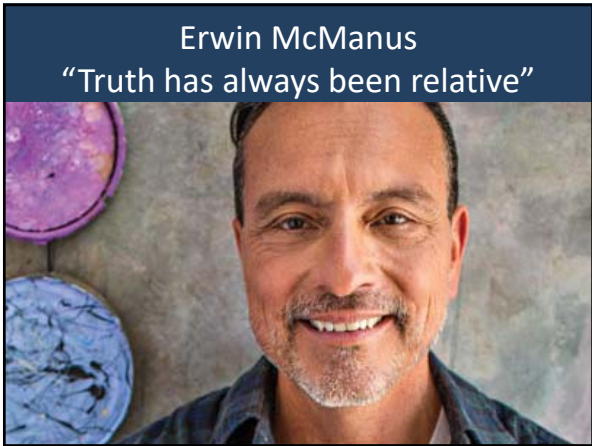
- Use the basic and not the advanced tool
- Look for areas notably outside the norms (red and green)
- What questions does this brief report raise in you about the community?

		National Percentile Rank (0-99)
Median Income (\$)	52,067	78
Cost Of Living Index	147.9	74
Median Mortgage To Income Ratio (%)	24.3	88
Owner Occupied Homes (%)	75.1	29
Median Rooms In Home	5.5	50
College Degree (%)	17.5	56
Professional (%)	24.3	32
Population	48,358	96
Average Household Size	3.1	93
Median Age	29.6	6
Male To Female Ratio (%)	100.9	85
Married (%)	58.8	36
Unemployed (%)	7.8	28
White (%)	43.1	10
Black (%)	6.2	70
Asian (%)	3.6	87
Hispanic Ethnicity (%)	44.9	96











Help Identify Interviewees
Use the Mission Field(s)

- First – direct neighbors or neighborhood
- Secondary/Third – A shared sense of a wider community (city limits, school district, etc.)
- Fourth – The housing spread of the people who attend
- Interviews need to cover BOTH 1 and 2/3!

**MISSION
FIELDS
(Who do we
need to
meet?)**

Interviews

- Identify people who can give insights
- Set up appointments when possible
- Be sure to include local residents/neighbors
- Go visit in ones or twos
- Bring back good notes
- Thank people in writing



The Interview Forms

- Ask what they know about your church (Info)
- Ask what they like about the community (Assets/Wows).
- Ask what the community/people need. (Needs)
- Ask how they think you can help. (Advice)
- Ask who is doing good stuff (Wows).

No Selling Jesus (or church)!




You are going to Listen!
Make new friends!
If you invite, it goes from Interaction to transaction!




Gratitude is Essential

- Thank them out loud
- Write a handwritten note and snail mail it



Going Back

- When you get your strategy articulated (in the fall) you will be encouraged to go back and share
- Let's them know you listened
- Shares where they and you can be partners
- Expands the relationships



Interview – An Example



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Questions?

About the Interviews Anything else?



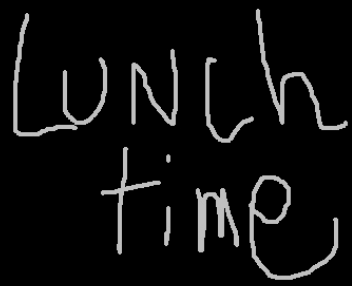
You have a file card. Use it for your Team to formulate a question.

Time to Go Out
Joel Folkemer



KEEP CALM
AND
LET'S TRY
TOGETHER

Lunch Time



LUNCH
time





ZION LUTHERAN CHURCH
Ministry Strategy

Purpose: *We are grounded in Christ and sent to be a blessing.*

Guiding Principles:
When we are at our best you will see us:

1. *Following Jesus as Lord and Savior.*
2. *Watching for God in everyone we meet.*
3. *Deepening our faith to strengthen our discipleship.*
4. *Equipping everyone for the work of ministry.*
5. *Serving gladly as the hands and voice of Christ.*
6. *Telling others about Jesus.*
7. *Inviting all to join in God's work.*

Strategic Priorities:

1. *Enhance the spiritual lives of members for a seven-day a week faith.*
2. *Facilitate authentic fellowship and Christian community within the life of the congregation.*
3. *Build relationships with the immediate neighborhood in ways that create a visible and invitational presence.*
4. *Live out a strong commitment to social, economic and environmental justice – both locally and globally.*
5. *Gather to celebrate and honor God's active and abiding presence in creative, meaningful, welcoming and enlivening ways.*

The "Final" (intermediate) Product

- Purpose – Why does God have us here?
- Principles – Values which shape us at our best
- Priorities – Where does God want us to focus our energy?
- Plans – What will we do and who will do it?
- Practice – Do it!
- Picture – What vision does this inspire?

Working with Answers Putting Things Together



Working with Answers Putting Things Together



- Keep your answers. Put in a presentable way.
- Congregation answers: Type in lists by question
- Community interviews: Type answers by question with answer key
- Save for and add to for when we start looking at bigger picture

Using the Congregation Answers to Guide Interviews

- Look at passions, legacies, etc. – what path do they point to?
- Where is there desire and energy?
- Who can you talk to to pursue that energy?
- This may shape who you interview, especially in the second referral stage.



Looking at the Your Assignment

Seeing Through New Eyes
 “What is God doing and saying through our neighbors?”


Community/Neighbor Interviews



- Use the directions to understand the steps (handout)
- Get a spread of connections (residents, health, education, civic leaders, etc.)
- Go in pairs – include others not on the team
- Groups will need to do at least 12-18 interviews by the next event! (you can do more)


Cohorts – Optional This Time!

- If a cohort wants to meet, that is fine, but this timeline is tight so we are not requiring it.



Go to Cohorts

- Talk about your morning experiences (breakouts if needed to let people talk)
- What are your concerns, fears, etc. as you look ahead to this?
- Decide if you want a cohort meeting and schedule



Our R3 Schedule

WORKSHOP #1 – September 16, 2017 (St. Matthew, York)
– *“Developing a Spiritually Grounded, Missional Climate”*

WORKSHOP #2 – December 9, 2017 (Zion, York)
– *“Developing a Congregational Culture for Mission”*

WORKSHOP #3 – March 10, 2018 (St. Matthew, York)
– *“Developing Relationships with our Neighbors”*

WORKSHOP #4 – MAY 5, 2018 (Zion, York)
– *“Do something!”*

WORKSHOP #5 – September 22, 2018 (St. Matthew, York)
– *“Developing a Strategy for Mission”*

WORKSHOP #6 – November 10, 2018 (St. Matthew, York)
– *“Maintaining a Culture for Ongoing Mission and Ministry”*

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Q&A



Blessing and Sending




What Have You Experienced?



- Cohorts
- Coaching Sessions
- Other Contacts (phone and email)

Key Issues You Have Faced



**Between Events
A Reminder/Update**

- Teams Meet Right Away
- Coaching Sessions
 - Set up ahead (Did you do the entire sequence schedule in the first unit?)
 - NEVER leave a coaching session without the next date confirmed
- *Cohort Meetings will not be required this time due to the timeline (but they are optional)*
- Check that teams do their homework!
