

# **Durham Evangelical Church**

**Durham, NH**

## **Global Outreach Team**



## **Long – Term Missions Strategy**

**Approved by the Elders: May 2010**  
**Last Updated: January 2011**

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## I. RATIONALE

What does God want to accomplish in the world through Durham Evangelical Church (DEC)? This strategy document was written in an effort to answer that question. It came about as a result of a year of prayerfully seeking the Lord's wisdom for missions at DEC. The Global Outreach Team (GOT) annually evaluates all supported missionaries, mission organizations, and short-term mission trips, and receives many new requests for funding each year. With each request a litany of questions emerges – Should we provide funding? How much funding? Why are we funding them? Should we fund someone who doesn't attend DEC, but we believe in the mission? This is just a sample of the questions that the team faces each budget year and every time we receive a new request for funding. As a result, the GOT has found it increasingly difficult to make funding decisions. We also wondered if God wanted us to focus our limited resources in any particular area of the world or on specific mission work. We questioned whether funding decisions were made based on personal relationships and not on the importance of the mission to the task of global evangelization, and if that was important to change. In sum, this strategy was written to help GOT make strategic decisions with DEC's financial resources as we sort through our current support and the myriad of new support requests we receive each year.

As with all human wisdom and understanding, creating a strategy tempts us to rely on efficient processes and procedures instead of God. There is also a temptation to assume that we've heard from God once and that we don't have to continually bring our plans before God for His direction before making any new decisions. We believe that God has guided us as we've written this strategy for directing DEC's missions budget, but that doesn't mean that either the state of global evangelization won't change or that God won't redirect us or call us to make exceptions. Each decision we make will be based on listening to God again to confirm that this strategy continues to be His direction so that we make sure we are walking in obedience.

## II. BIBLICAL BASIS

### A. *Primary Scripture: Psalm 67*

May God be gracious to us and bless us and make his face shine upon us,   Selah  
that your ways may be known on earth, your salvation among all nations.  
May the peoples praise you, O God; may all the peoples praise you.  
May the nations be glad and sing for joy, for you rule the peoples justly and guide the nations of  
the earth.   Selah  
May the peoples praise you, O God; may all the peoples praise you.  
Then the land will yield its harvest, and God, our God, will bless us.  
God will bless us, and all the ends of the earth will fear him.

God's goal for humanity is expressed in this Psalm through four ways:

1. God wants to be *known* (vs.2)
2. God wants to be *praised* (vs.3, 5)
3. God wants to be *enjoyed* (vs.4)
4. God wants to be *feared* (vs.7)

We base our goals for missions primarily on this Psalm. The following Biblical passages also inform our goals and strategy.

## **B. Supplemental Scriptures:**

### **1. The Scope of Missions**

- **All people/All nations** (Acts 1:8; Acts 13:46; Psalm 67; Psalm 96:3; Psalm 22:27-31; Romans 10:11-15; Gen.12:3; Gen.22:18; Mt.24:14; Mt.28:19; Mark 16:15; Luke 24:47; Rev.5:9-10; Rev.7:9)
- **Jews** (Acts 17:1-4, 10-12, 16-17)
- **Gentiles** (Acts 10:45; Acts 11:18; Acts 15:7)
- **Needy** (Luke 9:1-3)

### **2. Results of Missions**

- **Salvation/Eternal Life/Belief** (Acts 11:18; Acts 13:48; Acts 15:9; Psalm 67; Psalm 96:2; Romans 10:11-15; Mark 16:16)
- **Reconciliation** (2 Cor. 5:18-19)
- **Testimony to all nations** (Mt.24:14)
- **Glory to God** (Rev.5:6-10; Rev.7:9-12)
- **Worship/praise of God** (Psalm 67; Psalm 22:27-31; Psalm 18:49)

### **3. The Commands of Scripture Relating to Missions**

- **Go & preach** (Romans 10:11-15; Matthew 24:14; Matthew 28:19; Mark 16:15; Luke 9:1-3; Luke 24:47)
- **Send** (Romans 10:11-15)
- **Sing praises** (Psalm 96:1-2; I Chron. 16:23)
- **Declare His glory** (Psalm 96: 3; I Chron.16:24)
- **Be a witness** (Acts 1:8)
- **Teach** (2 Kings 17:27-28; Mt.28:20)
- **Baptize** (Mt.28:19; Mark 16:16)
- **Care for those in need** (Matthew 25:31-40; James 1:27; Luke 9:1-3)

- **Live for God/Be Christ's Ambassadors** (2 Cor.5:15-21)
- **Obey** (Genesis 12:1-3)
- **Disciple** (Matthew 28:19)
- **Stand firm** (Matthew 24:13)

### **III. MISSIONS**

#### ***A. Definition of Missions:***

Missions at Durham Evangelical Church shall be defined as ministry which fulfills the Great Commission by proclaiming the Gospel of Jesus Christ, sending the church, and partnering with the global church through evangelism, discipleship, Bible translation, church planting, church leadership development, and meeting physical and emotional needs, giving priority to the least reached.

#### ***B. Scope and Boundaries of Missions:***

##### **Includes:**

- ministry outside the U.S. as well as ministries inside the U.S.
- cross-cultural ministry as well as same cultural ministry
- spiritual ministry (evangelism, discipleship, Bible translation, church planting, church leadership development, etc.)
- social ministry (meeting physical and emotional needs, relief, development, etc.) as long as there is a spiritual ministry component that strengthens the local church
- field ministry as well as administration and support
- financial support for missionaries as well as for projects and organizations
- missionaries from our church, denomination, and local area, as well as other missionaries
- vocational ministry as well as short-term and missions trips
- American missionaries as well as partnership with national Christians, national churches, and national organizations

##### **Excludes:**

- social ministry/humanitarian work separated from spiritual ministry that strengthens the local church and its witness

## **IV. PURPOSE**

### ***A. Church Purpose Statement:***

Durham Evangelical Church is a Christ-centered church that actively cares for people by bringing them into a relationship with our heavenly Father through Jesus Christ and building them up in that relationship with the other saints of God in the power of the Holy Spirit.

That sounds like a lot, but we think it's important. In fact, we think it's everything.

We're here because we believe we're doing God's work, building His kingdom for His glory. That idea drives our ministries, outreach, and services. By sharing life with each other, by caring for our community, by extending His love to anyone and everyone, we're a part of the greatest revolution to ever come to this broken world: the church of the Lord Jesus Christ.

It's all for His glory. Everything is.

### ***B. Global Outreach Team Purpose Statement:***

The Global Outreach Team strives to support the missionaries, mission organizations, and short-term mission trips that DEC supports, as well as educate, challenge, and mobilize DEC members to join the work of God around the world.

***We seek to develop and multiply those who are GOING.***

We seek to be part of raising up laborers from DEC to answer the call to go, and to resource others from our greater local body. We seek to encourage and support those going (and those that have already gone) in the areas of preparation, logistics, finances, prayer, communication and re-entry. We seek to emphasize and be involved in direct, hands-on ministry.

***We seek to develop and multiply those who are SENDING.***

We seek to raise awareness of the ministry of sending workers out into the harvest and to highlight its importance in finishing the great task of making disciples in all nations. We seek to offer educational and experiential opportunities about global and cultural issues that have an influence on the spread of the gospel among the nations. We seek to resource our body with materials that will help them to be aware of God's work, to pray, to communicate with and care for our workers.

## V. MAJOR WORLD CHALLENGES<sup>1</sup>

### A. A Church For Every People – What is the Status?

- 6,800 Unreached / Least-Reached ethnic people groups out of 16,500 total groups in the world. (“Unreached - Least-Reached” is defined as less than 2% evangelical individuals and less than 5% Christian adherents in the people group.)
- 3,700 of these Unreached / Least-Reached groups are small, under 10,000 in population, so the task isn’t as large as it first appears.

### B. The Gospel For Every Person – What is the Status?

- Bible translation: "About 82% of the world's population have New Testament Scriptures in their language. However, to complete the remaining 18% will require possibly as many as 2,500 new translation efforts."
- Christian radio broadcasting: Studies indicate Christian radio broadcasts are in the languages of about 91% of the world’s population.
- Jesus film: There have been approximately 6.225 billion viewings of the *Jesus* film and it is available in languages spoken by over 90% of the world’s population.
- Status of the gospel for every person: Approximately 70% (4.6 billion) of the world’s population have heard the gospel in some form. 30% (2 billion) have had virtually no exposure to the gospel message.

### C. Challenges of the Unfinished Task

- Spiritual challenge: More Christians were martyred in the 20th century than in the previous 19 centuries combined.
- People challenge: The remaining people groups and individuals tend to be in remote locations, have great language and cultural barriers, practice religious fundamentalism, and are the most resistant to the gospel.
- Political / national challenge: The countries with the most Least-Reached tend to be closed to Christianity.
- Church challenge: Over 87% of all cross-cultural missionaries labor among nominal Christians. Out of every \$1.00 (one US dollar) of Christian giving to all causes only half a penny goes toward pioneer church planting among Least-Reached people groups.

We can see from the table on the next page that many of the resources for the global evangelization movement benefit **only the Christian world**.<sup>2</sup> Even in foreign missions, **80% of personnel and 85% of money is devoted to majority-Christian lands** such as missionaries from USA to Brazil or Kenya or the Philippines.

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<sup>1</sup> Adapted from “Status of World Evangelization (handout) – 2010” published by the Joshua Project. It can be found here: <http://www.joshuaproject.net/download.php>,

<sup>2</sup> Table adapted from “Global Diagram 34. Today’s global mission: the status of world evangelization in AD 2000. “ found in *World Christian Trends* by David Barrett & Todd Johnson, 2001 (<http://ockenga.gordonconwell.edu/ockenga/globalchristianity/gd/gd34.pdf>).

<p><b><u>A. Unevangelized</u></b></p> <p><b>38 Countries</b> 1.6 billion people 27% of global population</p> <p><b>Missions to World A: \$0.25 billion per annum (p.a.)</b> 26 restricted-access countries <b>10,200 foreign missionaries (2.4%)</b></p> <p>No citywide evangelistic campaigns</p> <p><b>20,500 full-time Christian workers</b> 50,000 lay Christians</p> <p>0.1% of all Christian literature</p> <p>0.01% of all Christian radio/TV</p>	<p><b><u>B. Evangelized Non-Christian</u></b></p> <p><b>59 Countries</b> 2.4 billion people 40% of global population</p> <p><b>Missions to World B: \$1.8 billion p.a.</b></p> <p><b>103,000 foreign missionaries (24.5%)</b></p> <p>300 city-wide campaigns annually</p> <p><b>1.3 million full-time Christian workers</b></p> <p>8.9% of all Christian literature</p> <p>3.9% of all Christian radio/TV</p>	<p><b><u>C. Christian</u></b></p> <p><b>141 countries</b> 2.0 billion people 33% of global population</p> <p><b>Home Christianity: \$163 billion p.a.</b></p> <p><b>306,000 foreign missionaries to majority-Christian lands (73.1%)</b></p> <p>1,300 city-wide campaigns per year</p> <p><b>4.2 million full-time Christian workers</b></p> <p>91% of all Christian literature</p> <p>96% of all Christian radio/TV</p>
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## **VI. PRIORITIES**

### **A. Rank-Ordered Priorities:**

The rank-ordered priorities listed below will be used to make financial decisions about who and how much to support both long-term and short-term missionaries, mission trips, and mission projects rather than precedence being given to DEC members. That is not to say that we don't want to mobilize and send DEC members, but instead our hope would be to mentor and encourage DEC members to follow God's call to serve while also educating them about the strategy of the church and the priorities listed below. *Missionaries and missions organizations will fall into more than one priority.* In addition to funding these priorities, the Global Outreach Team hopes to educate and mobilize the congregation about missions-related topics, trends, and issues that flow out of these priorities as explained more in the goals section.

#### **1. Ministry outside the U.S. to those who are unreached or least reached**

The Joshua Project uses the terms "unreached" and "least-reached" to mean the same thing. An unreached or least reached people is a people group among whom there is no indigenous community of believing Christians with adequate numbers and resources to evangelize this people group. The original Joshua Project editorial committee selected the criteria less than 2% Evangelical Christian and less than 5% Christian Adherents. While these percentage figures are somewhat arbitrary, there are some who suggest that the percentage of a population needed to impact the whole group is 2%.

Ministry to the unreached or least reached is our number one priority because as was noted in the table in Section V a majority of missionaries, as well as Christian funds and resources are currently being directed by the Global Church to either Christian nations or Evangelized Non-Christian nations. This has left the Unevangelized nations with few missionaries and resources for sharing the gospel. According to Joshua Project statistics in December 2010, of the 16,598 people groups by country, 6,918 are still considered unreached, which is about 40% of the world's population. And 86% of those who are unreached live in the 10/40 Window;<sup>3</sup> however, as of 2008, 87% of all cross-cultural foreign missionaries minister among nominal Christian peoples. It is for these reasons that we believe God is directing DEC to change our current practice and begin channeling our resources to the 10/40 window and other unreached people groups.

#### **2. Spiritual ministry including, but not limited to, evangelism, discipleship, Bible translation, church planting, church leadership development**

There are many facets of spiritual ministry with some of them listed above. The focus of this priority is on the Great Commission given by Jesus in Matthew 28:19-20 – “Therefore go and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, and teaching them to obey everything I have commanded you.”

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<sup>3</sup> The 10/40 Window is the area between 10 degrees north and 40 degrees north latitude, which includes North Africa, the Middle East, and Asia.

### **3. Social ministry including meeting physical and emotional needs, relief, and development as long as there is a spiritual ministry component that strengthens the local church**

As part of our definition of missions, we stated that the scope and boundaries of missions does not include social ministry if it is separated from spiritual ministry. Missions is more than humanitarian work; missions is about glorifying God by extending his Kingdom on this earth. Moreover, social ministry is more effective in the long-term if it is connected with the local church or indigenous body of believers if present.

### **4. Partnering with national Christians, churches, and organizations**

The cost and time of sending North American Christians overseas to do missions work is great. Not only is there the material and time cost of travel, cross-cultural training, and language study, but also North Americans are used to a certain standard of living that is more expensive to maintain. Foreign missionaries take furloughs to re-connect with their supporters back home, rest, and conduct additional fundraising. They also must think about the educational and safety needs of their children and leave their family, church and societal support structures. As much as possible, we desire to support national Christians, churches, and Christian organizations to minister to their own people spiritually, emotionally, and physically. Not only is this beneficial for all the reasons mentioned above, but it is also healthy for indigenous Christians who have no cultural or language barriers to share the gospel with their neighbors.

### **5. Cross-cultural ministry**

Culture is “the integrated system of learned behavior patterns which are characteristic of a society and which are NOT the result of biological inheritance. It is *learned*, it is *shared*, it represents an *integration* of many smaller anchors of reality or paradigms, and it is constantly *changing*.”<sup>4</sup> Therefore, if ministry is cross-cultural it means that there is some gap in culture between the messenger and the receiver so that the message of the gospel must be translated into another culture. The core of the gospel message is not cultural, but the gospel never goes into a neutral zone – it is always presented into a cultural context. While we recognize that the means of explaining the gospel will look different depending on whether one is ministering to children, youth, college students, adults, or the elderly, those age groups are not considered cross-cultural. We seek to support cross-cultural ministry that aims to translate the core of the gospel message in a way that affirms the recipient culture.

### **6. Projects and organizations (as opposed to only missionaries)**

While we would like the majority of our funds to be spent supporting full-time missionaries, we recognize that there are many Christian non-profit organizations that are effectively bringing the gospel message to different people groups. We desire to fund these projects and organizations because they share the love and message of Christ through unique ways including (but not

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<sup>4</sup> Dr. Tennent, Anthropology of Missions Class Notes, Gordon-Conwell Theological Seminary.

limited to): setting up microfinance programs, teaching vocational/marketable skills, providing basic education, drilling wells to supply clean drinking water, and providing medical/dental care. This priority recognizes the importance of their work as long as the project or organization is not involved in social ministry separated from spiritual ministry.

## **7. Administration and support staff (as opposed to only field ministry)**

While we would like the majority of our funds to be spent supporting those working on the field, we recognize that without the support of administration and support staff, the work of bringing the gospel to every people group is unreachable. We desire to fund administration and support staff (as long as it is a small percentage of the GOT's overall budget) because they provide full-time missionaries with logistical, communication, training and financial support structures that are indispensable to a missionary's work on the field.

## **8. Short-term and missions trips (as opposed to only full-time ministry)**

While we would like the majority of our funds to be spent supporting full-time Christian missionaries, whether nationals or North Americans, we recognize the importance of short-term missions trips for educating, mobilizing, and training the church of Jesus Christ about the global task of world evangelization. There are many issues to consider when funding short-term missions trips, which are expressed by Dr. Tim Tennent in his article, "*Six Dangerous Questions About Short-Term Missions.*" His questions include: 1) What is the goal or motivation of short-term missions? 2) What is the cost of short-term missions? 3) Where are short-termers going? 4) What is the witness of short-term missionaries? 5) What is the impact on field resources/personnel? 6) What is the impact of short-term missions on long-term missions?

This priority recognizes the importance of short-term missions as long as it is a smaller percentage of DEC's overall budget and it assists the growth and development of churches around the world. Moreover, funding for short-term missions at DEC is dependent upon how the project fits into the overall priorities and strategy delineated in this document.

## **9. Ministry inside the U.S.**

While we would like the majority of the GOT's funds to be spent supporting ministry outside the U.S., and particularly to those who are unreached or least reached, we recognize that we don't have to leave our country to minister cross-culturally or to different people groups. America is a country full of immigrants and diverse peoples. This priority recognizes the importance of strategically ministering to those living in the United States as long as they are from people groups without a strong gospel witness. This priority is one of our lowest priorities because as North Americans we receive a disproportionate amount of missions resources when there are many peoples who still are unreached.

## 10. Same-culture ministry (Evangelism)

“Evangelism refers to Christian witness among those who belong to the same culture as we do. Missions, in contrast, refers to Christian witness across cultural boundaries to men and women who do not belong to our culture and where there are either no Christians or the national church is not yet viable.”<sup>5</sup> If culture is “the integrated system of learned behavior patterns which are characteristic of a society and which are NOT the result of biological inheritance,” then same-culture ministry means there is no gap in culture between the messenger and the receiver so that the message of the gospel does not need to be translated into another culture. This priority is our lowest priority for many reasons including: 1) The people of DEC can reach their neighbors in Christ without needing a lot of financial resources, 2) As North Americans we already receive a disproportionate amount of missions resources when there are many peoples who still are unreached, and 3) The GOT focuses on global outreach while evangelism to people in North America falls under the auspices of other ministries in the church.

## VII. BUDGET GOALS

### A. Strategic Funding

We would like to concentrate DEC’s financial resources to support missionaries, mission trips, and mission projects that align closely with our global outreach strategy and priorities as delineated below. This means that short-term missionaries (less than 2 years) and missions trip funding will fall into Group 2 below (Priority #8) and will also be based on the same priorities as the long-term missionaries/missions organizations. In doing this, we seek to align our short-term missions ministry with our long-term global outreach strategy. This also means that we plan to financially support long-term missionaries based on how closely their mission aligns with the priorities listed below and not based on whether they are DEC members or not.

#### **GROUP 1 (80% Minimum of Global Outreach Team budget)**

1. Ministry outside the U.S. to those who are unreached or least reached
2. Spiritual Ministry
3. Social Ministry (as long as there is a spiritual ministry component that strengthens the local church and its witness)
4. Partnering with national Christians, churches, and organizations
5. Cross-cultural ministry

#### **GROUP 2 (20% or less of Global Outreach Team budget)**

6. Projects and organizations
7. Administrative and support staff
8. Short-term missionaries and missions trips
9. Ministry inside the U.S.
10. Same-culture ministry

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<sup>5</sup> Tim Tennent’s article, “Top Ten Things You Should Know About Missions in the 21<sup>st</sup> Century.”

Since implementing this strategy in the 2009-2010 budget year, the GOT percentage breakdown has been as follows:

### **2009-2010<sup>6</sup>**

Group 1 (\$52,850 = 53.81% of the GOT Budget)

Group 2 (\$45,350 = 46.18% of the GOT Budget)

### **2010-2011**

Group 1 (\$59,100 = 58.11% of the GOT Budget)

Group 2 (\$42,600 = 41.88% of the GOT Budget)

By the 2013-2014 budget year, the Personnel, Policy & Finance Subteam of the GOT will work to align the GOT budget with the 80/20 percentage split delineated above. This might mean phasing out certain missionaries, mission organizations, and/or short-term missions funding based on prayer, fasting, and discussions with the supported person or organization. It is important to remember that the 80/20 split is a guideline. If we receive a budget request that would go against the 80/20 split, but after prayer and fasting the GOT determines that God is calling us to use our resources in that way then we are free to do so. This strategy was written to help us make strategic decisions with our financial resources as we sort through the myriad of support requests we receive each year. If this strategy ceases serving that purpose then we are in danger of serving the strategy and not God.

## ***B. GOT Budget***

In the 2010-2011 church budget, the Global Outreach Team budget is \$101,700 (not including Joni & Friends), which is about 10% of the overall church budget. According to Article XI - Finances of DEC's Constitution, Section E on Missionaries, "The Church will provide a significant proportion of its budget for the support of missionaries." With this in mind, our goal is that the GOT budget will grow over the years as a result of educating and mobilizing those in our church body whom God is calling to go and increasing the amount of support we give our missionaries classified in Group 1.

## **VIII. MISSIONS STRATEGY ADOPTION**

### ***A. Who wrote this strategy?***

The discussion, research, and development of this strategy document began in September of 2008 with the following people involved: Eric Littlefield; Claire Reinhold; Louise McKone; Courtney Sessler; Pat Phelps; Carla Evans; Priscilla March<sup>8</sup>; Frank Truman; Gail Dufour; Tom and Nancy Brink<sup>9</sup>.

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<sup>6</sup> These figures do not take into account Joni & Friends, which is currently under our budget but will be phased out over the next two years.

<sup>8</sup> Invited to participate after the initial discussions.

<sup>9</sup> Frank, Gail, Tom & Nancy were involved in the initial discussions and research only.

### ***B. How will it be communicated to the congregation?***

A summary of the strategy document and a link to the strategy document will be added to the church's website under global outreach. A note will be added to the missions bulletin board directing people to the website to find out more.

### ***C. When will it be reviewed?***

This document will be reviewed every year by the Global Outreach Team (without team members present who might have a conflict of interest) at their regularly scheduled January meeting. After reading the document, a vote will be taken to determine whether the document should be revised and if a majority of the team members present vote that it should be updated, an ad hoc committee will be commissioned for that purpose. Any proposed changes to the document should reflect input from the appropriate bodies of leadership, including the Team Council and the Board of Elders.

### ***D. Where will copies of it be kept?***

The strategy document will be kept on the website and each member of the Global Outreach Team, Board of Elders, and Pastoral Staff will also have a copy.