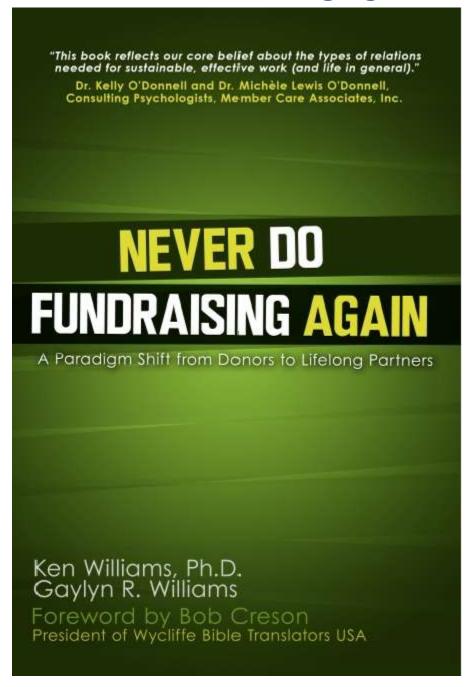
Sample Copy

Never Do Fundraising Again



Training Available: Never Have to Do Fundraising Again

Practical Fundraising Tips You Can Immediately Use

Are you struggling to raise and maintain your support? There is hope! This practical workshop empowers individuals and groups to learn how to change the drudgery of fundraising into a joyful ministry. It includes biblical principles, thought-provoking questions and powerful stories from people who have successfully applied the principles.

In this session, change your outlook on fundraising and learn how to:

- Convert one time gifts into lifetime support
- Experience the amazing power of gratitude to motivate people
- Employ effective communication skills—both written and verbal
- Utilize proven strategies to spend less time, effort and money on fundraising
- Cultivate life-long ministry partners and close friends
- Inspire your partners to become your best recruiters for more support

This workshop has opportunities to discuss the principles in groups as well as to practically apply them in each person's situation. You can learn how to successfully raise fundraising and maintain your support.

What this workshop includes:

- 1-6 hours of personal, interactive training with Gaylyn Williams
- Handouts for each participant
- Opportunities to develop deeper relationships as you discuss the principles in small groups
- Time to role-play the skills
- Discount code to buy a copy of *Never Do Fundraising Again*

This teaching is based on the best-selling book, *Never Do Fundraising Again: A Paradigm Shift from Donors to Lifelong Partners*.

Contact Us for Fundraising Training

Learn more about how Relationship Resources can help you and your group learn how to never have to do fundraising again. We also offer our training on fundraising as an <u>online course</u>.

Back Cover Copy

Never Do Fundraising Again:

A Paradigm Shift from Donors to Lifelong Partners

Imagine Never Having to Raise Support Again!

In this practical, biblical book you will discover how to:

- Transform the stress and drudgery of fundraising into a joyful ministry
- Utilize proven strategies to spend less time, effort and money to maintain full support
- Cultivate life-long ministry partners and close friends
- Convert one time gifts into lifetime support
- Inspire your partners to become your best recruiters for more support
- Enjoy freedom from worry about your financial needs

Never Do Fundraising Again! contains proven strategies and skills for building and maintaining your support. It is filled with powerful stories from the author's lives and others who are using the biblical principles.

This book is written by Ken and Gaylyn Williams, a father-daughter team with over 85 years' experience (combined) as supported missionaries. Gaylyn, as well as Ken and his wife Bobbie, served with Wycliffe Bible Translators.

Ken and Gaylyn Williams are an insightful father-daughter writing team and co-authors of *All Stressed Up and Everywhere to Go, Solutions to De-Stressing Your Life, Recover Your Sanity.* Ken, has a PhD in Human Behavior, served with Wycliffe Bible Translators for 53 years and founded International Training Partners, training Christian workers around the world. Gaylyn is the executive director of Relationship Resources, author of eighteen books, and a dynamic inspirational and motivational speaker. They live with their families in Colorado Springs, CO.

Get your copy of **Never Do Fundraising Again!**

Never Do Fundraising Again

© 2012 Relationship Resources. All Rights Reserved.

Published by Relationship Resources, Inc.

Unless otherwise indicated, all Scripture quotations are from *The Holy Bible, English Standard Version*® (ESV®), copyright © 2001 by Crossway, a publishing ministry of Good News Publishers. Used by permission. All rights reserved.

Scripture quotations marked NIV are taken from *The Holy Bible, New International Version*®, NIV® Copyright © 1973, 1978, 1984, 2011 by Biblica, Inc.™ Used by permission. All rights reserved worldwide.

No part of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means—electronic, mechanical, photocopy, recording, or any other—except for brief quotations in printed reviews, without the prior permission of the authors.

Contact Relationship Resources for additional copies and quantity discounts:

PO Box 62454

Colorado Springs, CO 80962

www.RelationshipResources.org;

e-mail: info@relationshipresources.org

Phone: 800-788-9171

ISBN for paperback: 978-1479122332

Printed in the United States of America.

Table of Contents

Foreword by Bob Creson			
Introduction			
How to Use this book			
How Will This Book Help Me?			
Chapter 1: The Paradigm Principle 13			
Chapter 2: The Multiplication Principle	17		
Chapter 3: The Koinonia Principle	20		
Chapter 4: The WWJD Principle 26			
Chapter 5: The Valentine Principle	29		
Chapter 6: The Hand-Towel Principle	33		
Chapter 7: The Grateful Leper Principle	38		
Chapter 8: The Grease-Stained Note Pri	nciple	43	
Chapter 9: The Treasure Principle	47		
Chapter 10: The Stained-Glass Principle	51		
Chapter 11: The Three-Strand Cord Prin	ciple	54	
Chapter 12: The Butterfly Principle	60		
Chapter 13: The Tin-Can Principle	63		
Chapter 14: The Deep-Water Principle	71		
Chapter 15: The Stone-Tablet Principle	76		
Chapter 16: The Twenty-First Century P	rinciple	84	
Chapter 17: The Darkroom Principle	89		
Chapter 18: The Soccer Principle	92		
Chapter 19: The Timothy Principle	98		
Where Do You Go from Here? 102			
Appendices 103			
Ways to Express Gratitude to Ministry Partners 104			
Biblical Principles for Handling Finances 107			
About Us 113			

Other Books by the Authors 115

Foreword by Bob Creson

This book is authentic because the authors have walked their talk. Anyone who knows Ken, his wife Bobbie or his daughter Gaylyn has witnessed the huge value they place on building healthy relationships. So it will come as no surprise that this book about "fund raising" is focused on building relationships and not on raising money. The primary focus is on becoming lifelong partners with others. Partners participate in each other's lives in ways that are mutually beneficial.

Ken, Bobbie and Gaylyn have practiced the principles explained in the book all their lives. Perhaps that is one of the most winsome things about it: the book is essentially a collection of real stories illustrating partnership principles, all of which are rooted in Scripture. It reads easily, yet is profoundly deep and potentially life changing. Most chapters are seasoned with testimonials from mission workers who are applying these principles successfully. Each shares from the vantage point of having their material needs met, but for none of them is that their aim. Their desire is to build loving, lifelong partnerships with others that God has brought into their lives.

There are some surprises in these pages.

One is that Ken admits to having stopped writing newsletters years ago and Gaylyn followed in their footsteps by never writing newsletters. These are a mainstay support-raising activity of most missionaries, so this decision seems counterintuitive. They chose not to try to relate **extensively** with a lot of people, but to focus **intensively** on their ministry partners. Intensively means communicating personally, prayerfully, gratefully, lovingly, and at least monthly with each partner. This has been such a relationally rich experience that it brings joy to all involved...and coincidentally the Williams have never lacked the finances they needed to carry out their God-given ministry. In fact, they have turned down offers of additional financial support because their needs were met.

Another surprise is that, though it is often said that it is more difficult to keep support when you move from the field to the home country, the Williams show that this does not have to be the case.

This book is a refreshing perspective and testimonial of God's provision through developing healthy partnerships, and is a firsthand testimonial from lives spent investing in relationships with others. I pray God will use the principles and stories in this book to encourage many to build lifelong partnerships resulting in God's provision for their ministries.

Bob Creson

President, Wycliffe Bible Translators USA

Introduction

When the Lord led us (Ken and my wife Bobbie) to join Wycliffe Bible Translators in 1957, we joyfully anticipated translating the New Testament for a language group without a Bible in Guatemala. That came to pass, but God also had an unanticipated and wonderful ministry in mind for us, one that has lasted fifty-six years and has brought just as much joy.

He brought precious people and churches into our lives to provide for our prayer and financial needs. In the beginning we saw them as "donors" and treated them as such. But soon, God transformed our hearts and minds through His Word. We'll share more in the upcoming chapters.

He showed us that these were not "donors" or "supporters" but rather "partners" in the best sense of the word. And not just ministry partners but precious friends for life. We discovered that God brought them into our lives as a key part of our ministry. So we began an exciting process of building loving relationships that have lasted a lifetime.

As a result, all of our prayer and financial needs have been abundantly met all these years without ever mentioning needs or raising new support. Does this sound like a fairy tale? We're not alone; others who have lived out the principles of this book have experienced the same blessings. We'll share some of their stories.

Gaylyn and I believe it is possible for you to enjoy these same outcomes as you live out the biblical truths of this book. It won't happen immediately, although we'll share the story of one couple who applied these principles when they first started out. Within three months they had full support and have never had to raise it again—in over forty years!

However, we do want to say that even if you do all these principles, there may still be times when you will have to raise support. For example, I (Gaylyn) am in the process of raising new support. About ten years ago, I lost ninety percent of my support in one year from partners who died, retired or lost their jobs. At that time, rather than raising new support, I started a business to supplement my income. Now, I believe God wants me to focus on the ministry completely, rather than having my time divided by business and ministry. I'm in the process of developing new partnerships as well as applying the principles in this book to people who used to partner with me.

If you're in ministry for the long haul, you will experience God's rich blessings in ways you never dreamed possible. And you will have an extended ministry that can be life changing for you and those He brings into your lives. Even if there are times you need to fundraise again, continue to apply the principles, because it is all about relationship!

Because of the economy, this may be the hardest time in many years to build a ministry partnership team. Don't be discouraged. There are new ways to achieve this goal. We are excited that you picked up this book. It is filled with powerful principles and stories that will change your life and your ministry, if you choose to apply them.

This book comes out of a serious study of the Scriptures. Each principle comes from the Word—well, except e-mail and social media. We just couldn't find anything in the Word about those! However, the principles in them are godly principles. This is a unique book. It may challenge you or shock you. We guarantee to make your life easier over the long haul.

The principles we share will empower the following groups of people:

 Those who are starting to raise support will save time and work because they won't have to re-raise it.

- Those who have been raising support for a while will learn to achieve full support and maintain it over the long haul.
- Those who are going on missions trips will discover how to quickly raise their support as well as begin to develop a base of support for future ministry opportunities.

If you are just starting, you may be in a better position in many ways than if you have done "fundraising" for a long time. You will begin fresh, learning good attitudes and habits.

If you've been raising your own support for a while, what we share may be contrary to what you've known, done and is comfortable for you. We know these principles work, because we have experienced them in our own lives and the lives of other missionaries. We encourage you to read this with an open mind. Find a few ideas to try at first. Once those are working, try some others.

Most names, other than Biblical names (obviously!), are changed to protect the innocent and the not-so-innocent. If we give their first and last names, then we are using their real names and have permission to do so.

Unless otherwise noted, all personal stories are Ken's, although Gaylyn is the primary author of the book.

We pray God's blessings on you as you study this book and apply the principles.

Ken Williams, PhD.

Gaylyn Williams

A father-daughter writing team

Chapter 1: The Paradigm Principle

I thank my God every time I remember you ... because of your partnership in the gospel from the first day until now.

Philippians 1:3, 5 NIV

A paradigm is "a set of assumptions, concepts, values, and practices that constitutes a way of viewing reality for the community that shares them, especially in an intellectual discipline," according to thefreedictionary.com.* Most people don't stop and consider what their paradigms are. However, they determine attitudes, actions, and perspectives on life and situations. They determine everything about how you live. They determine your success or your failure.

You have to choose to be intentional about what paradigms you want to adopt. Many missionaries have always done "fundraising" in certain ways and looked at people who support them as "donors." In this book, we are offering a new paradigm. You need to decide if you want to adopt it or not. We know it works, because we have seen it work for both us over the last fifty-five years.

Our young family moved to a tiny Guatemalan village of San Sebastian Coatán. Within a couple of years, I learned the language well enough to begin translating the Scriptures into the Chuj dialect spoken by the Mayans who lived there.

One day I sat at my desk in my ten-foot by ten-foot adobe office, beginning to study Paul's letter to the Philippians in preparation for translating it. I had no idea that God would permanently change my life as I came to grasp the significance of this letter. It hit me that this was truly a Holy Spirit-inspired missionary letter written to a group of believers who were partners in missions! This book wasn't just inspired as a "book" to study, but it was meant to be "profitable [to us as missionaries] for teaching, rebuking, correcting and training in righteousness" (2 Timothy 3:16–17) so that we may be thoroughly equipped for every good work, including being missionaries.

I'll share in more detail later, but the first thing that caught my attention was the Greek noun *koinonia* in Philippians 1:5 (and the related verb, *koinoneo* in 4:15). *Koinonia* means partnership, participation, communion, communication and fellowship. In 1:5, Paul thanked God "because of your partnership [*koinonia*] in the gospel from the first day until now."

Philippians 4:15 says, "You Philippians yourselves know that in the beginning of the gospel, when I left Macedonia, no church entered into *partnership* with me in giving and receiving, except you only" (italics added).

Why did Paul use this term to describe his relationship with the Philippians? He saw his relationship with his partners as giving and receiving. It was not just them giving and him receiving.

I asked myself, Am I in true *koinonia* with those who support us? The answer was no! I'm getting far more than I'm giving. God convicted me with His Word. That day I determined to be corrected and trained by His Word, and chose to live out this *koinonia*. I sought to learn how to give back to our partners as they had given to us.

Thus began a journey which eventually brought me into a delightful new view of missionary support—a paradigm shift from traditional thought, especially in that era. As we share this view, please consider what the Lord has for you. This is why Gaylyn and I decided to write this book, to share what we have both learned and what it has meant to our lives and the lives of our dear partners. You may have already adopted this approach. If not, take what is helpful for you and leave the rest.

Change your perspective

At the beginning of our missionary career, we focused quite a bit on the money we received from partners. But as the years went by and we saw God so faithfully supply every need, our focus turned almost exclusively to the incredible joy of sharing our lives with precious lifelong friends. We'll share more about this throughout the book.

It can be too easy to get into a mindset that says, "We're the getters and others are the givers." Or, "Our job is to get and our partners' job is to give."

Frank was pastor of a small church with his wife Marion. The church fell on hard times and this dear couple who had partnered with us was struggling financially as they anticipated moving to another state.

We joyfully gave to them in their time of need! That opportunity lingers in our memories as more fun than receiving gifts from others. Over the years we've learned to help our partners in practical ways, using the gifts God has given us.

At first, it seems odd to think about relating to partners as a God-given ministry, not an added burden. It's not about getting support. It's about having a whole different group of people to minister to over the years. We often have a longer term relationship with our partners than to others we minister to.

One of the ways we minister to our partners is by giving them an opportunity to be blessed. We allow them to be a part of something they could never go out to do themselves. But by partnering with us, they can have a larger ministry. One partner couple, when describing their relationship with us for forty-five years, said, "We've been blessed a thousand times over!"

This does require a commitment of time and effort, although not as much as most people spend in constantly raising new support. Also, when we consider it a key part of our life ministry rather than just writing donors, we see it in a new light. It doesn't have to be burdensome!

Most of our partners have been involved with us for forty to fifty-five years! Imagine the incredible power of ministering to the same people for that long. We know their lives are different, yes better, because of our ministry to them, and theirs to us. We've come to see this as one of the most joyful and productive areas of our life and work. When we get to Heaven we may find it was what was most important in God's eyes.

Henri Nouwen in *A Spirituality of Fundraising* said, "To raise funds is to offer people the chance to invest what they have in the work of God. Whether they have much or little is not as important as the possibility of making their money available to God. ... God's Kingdom is a place of abundance where every generous act overflows its original bounds and becomes part of the unbounded grace of God at work in the world."

Nouwen's words changed my (Gaylyn's) perspective on raising support. Up to that point, it had seemed like work and drudgery. Now it became a great joy and an opportunity to bless people.

Other people who use these principles

As we said in the introduction, we know others who have experienced the same blessings.

Jim and Jan Holsclaw, with Wycliffe Bible Translators have had similar success. Here is their testimony:

Soon after we joined Wycliffe, we met Wycliffe members Ken and Bobbie Williams. Ken shared that, in his opinion, partnership development was all about building relationships and ministering to people!

That made so much sense to us. It was our job to let our partners know they were every bit as important to the task of Bible translation as we were. Granted, we were the "missionaries," but we couldn't begin to do what God had asked us to do if it weren't for them! They were an absolutely critical part of the team! In fact, we believe our primary ministry in Wycliffe is to our ministry partners. If they don't go with us, we're not in ministry!

We've been with Wycliffe for thirty years, and God has abundantly met our financial needs—over and above anything we could have asked or imagined. After our initial support was raised, we have had to do no additional partnership development. Many of our partners have substantially raised their support. And even in retirement, some have continued to raise their support, and additional partners have joined our team.

By the way, their work in Wycliffe has never been on the mission field. They have served faithfully as support personnel in the United States.

Jim and Leta VanMeter, with Paraclete Mission Group, are another couple who has successfully applied these principles for over forty-two years! They began their faith missions journey in 1970, when they joined a mission agency fresh out of seminary. One of the first things they did was to send out a personalized letter inviting people to join their team. Here is what they said:

We had no field assignment at the time, but we believed God was leading us to serve Him. What we didn't realize then was that this personalized letter would be an expression of the values God was forming in us—treat these potential donors as personal friends, and real people, not impersonal sources of money.

The Lord was and has continued providing for us over all these years without needing to raise new support, and we are eternally grateful for the privilege and blessing to be able to serve Him. Our partners have backed us in so many ways, and we have also had many opportunities to support and encourage them.

Bob and Sandra Auer also use these principles. They are with International Human Resource Connection group of Cru.

We did our initial support team development in 1973. We have basically not had to do that since, relying rather on ministry partner development of our existing donors, their friends and children. The children of several of our original supporters have now become major partners. What a blessing!

Over the past forty years, our ministry partners have become like family to us. We love them and appreciate them. We try to communicate with each one once per month. We major on thanking people, not asking for money.

We'll share more of each of these stories throughout the book.

Core Beliefs

Consider the following core beliefs. Ask yourself: Do they accurately represent how I live and act? Why or why not? If not, what might I need to change?

Core Belief #1: Ministering to people who support us is just as important to God as our work.

Core Belief #2: God brings partners into our lives, not just to support us, but to be ministered to by us and become precious friends, often for a lifetime.

What are some of your other core beliefs about raising support and how do you live them out?

Questions to Ponder

- 1. How is this chapter helping to change your paradigm about raising support?
- 2. Consider these questions:
 - Do I see cultivating relationships with my partners as something I have to do or something I get to do?
 - Is it drudgery or an exciting opportunity?
 - Do I feel that it detracts from my "real" service to God or is it a vital part of my ministry?
 - Do I really believe God will bless partners through me/us?
 How you answer these questions will determine whether raising and maintaining support is a joy or drudgery. It will reveal whether you are relating to them as donors or to partners.
- 3. Where did your ideas for partnership development or fundraising come from?
- 4. What did you learn from this chapter that will help you?

What can I do today?

- 1. Read the apostle Paul's letter to the Philippians, asking God to teach you about how you can more effectively relate to your partners.
- 2. Write one thing on your Snapshots page (at the back of this book or on a separate sheet) that you want to remember and/or apply from this chapter.

Endorsements

"This book reflects our core belief about the types of relations needed for sustainable, effective work (and life in general). True friendships are lifelong treasures. And true friends make great ministry partners! Thanks for helping us understand resource realities (finances) in light of relational resiliency (friendships). Your use of metaphors, examples, Scripture and suggestions really help to make the material practical."

—Dr. Kelly O'Donnell and Dr. Michèle Lewis O'Donnell, Consulting Psychologists, Member Care Associates, Inc.

"Early in our time with Wycliffe we clearly learned from Ken Williams that partnership development is not about money ... it's about building and maintaining personal relationships. It's about ministering to those God brings across our paths! It's more about 'giving' than 'getting.' We are excited to see these principles now in print! And this book contains many more ideas and examples of ministering to your partnership team than he shared with us back then. We have learned from and been mentored by one who truly invests in the lives of his partners!"

—Dr. Jim and Jan Holsclaw, Wycliffe Bible Translators

"This book is a wonderful description of biblical partnership for ministry! Gaylyn and Ken share a very practical and God-honoring lifestyle of relating to ministry partners that goes far beyond fundraising. I heartily recommend this resource to all involved in ministry today."

—Paul Lere, International Training Partners

"I was amazed by this book, because it is so practical—it works, and it is the right way to do these things. Dick and I have believed and practiced these principles of partner relationships throughout our missionary career. We learned them from you, Ken! Thank you for laying them out so clearly in this book."

—Laura Mae Gardner, D.Min., International Training Consultant for Wycliffe Bible
Translators

"An outstanding book, applying Biblical principles to partner development in Christian missions. The focus is not "how to do it" in fundraising, but "how to BE it" in letting the Lord's love flow through each one in the partnership. I recommend this book for all missionaries -- with the goal that we may return to God's plan in building a team for effective outreach to a world in need of the Savior."

-Ken Royer, D.Min., Director of Pastoral Care, Link Care Center Fresno, California

"This book is a must read, if you are a missionary, no matter if you have just begun fundraising or have been doing it for a long time! Ken and Gaylyn's principles are practical, biblical, immediately implemented and all about ministry in the lives of our faithful financial and prayer partners. The book encourages a change of focus from, 'It's all about me and finding partners,' to 'It's all about encouraging our partners, and building lifelong relationships, in which giving becomes a natural and happy fruit of the mutuality between giver and receiver."

—Jane Neiswender, Wycliffe Missionary for thirty-eight years.

"It has been a joy to learn from these giants who attend so beautifully to their ministry partners. May those who read this workbook carefully consider its godly principles of partner-caring."

—Dick and Vicki Gascho, Greater Europe Mission

"This book is tangible evidence of Ken and Gaylyn's commitment to Scripture. This book is thoroughly biblical, and chock-full of Scripture. Their ideas and suggestions are so biblically based. The book is also thoroughly practical. There are enough ideas to keep one busy for a lifetime. It is with much joy (one of Ken's and Gaylyn's favorite words) that I recommend this book to everyone who is called by God to discover and serve together with partners."

—Dr. and Mrs. Jim Van Meter, with Paraclete Mission Group

"Knowing the best way to communicate with our partners has really made a difference for me and my husband as we get started on the field. It's surprisingly how these simple principles make such a large impact."

—Sue Ellen Whalin, New Missionary with Fuel International

"This is an amazing book and is so motivating. It is so easy to read. It was hard for me to even put down! You have done a remarkable job! One of the things that also gave so much credence to this book is how each point is supported not only by the Scripture but also by experience. I believe that this book has the opportunity to challenge and revolutionize the whole arena of raising support for ministries. I pray that people the world around will learn the importance of partnering with supporters and seeing them as an integral part of their ministry. As a child and young adult, I saw this in my parent's ministry and appreciated the deep, lifelong friendships that they made! They lived a true example of this book."

—Joy Coker, Business Owner and Ministry Partner

Get your copy of Never Do Fundraising Again!

Other Books by the Author

Battlefield Strategies for Every Believer

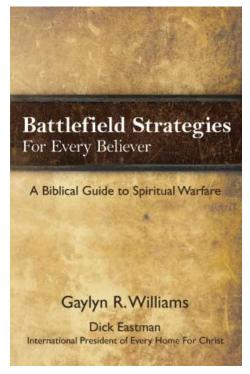
A Biblical Guide to Spiritual Warfare

Do you feel confused, overwhelmed, fearful or defeated? Uncover simple ways to overcome Satan's strategies and embrace God's victory.

God has already won the war against the enemy and gave us our handbook with the winning strategies—the Bible. The enemy comes to steal, kill and destroy, but Jesus came to give us a rich and satisfying life (John 10:10).

This easy-to-apply exploration of spiritual warfare will prepare you to

- Overcome anything hindering you from success in your life
- Expose the devil's playbook and render his tactics powerless
- Protect yourself and your family with powerful, strategic prayers
- Exchange bondage for the freedom Christ purchased on the cross
- Demystify the enemy and spiritual warfare biblically and effectively



This biblical guidebook empowers you to successfully block Satan's assaults today and every day. It is filled with Scripture, Bible study questions and proven principles, inspiring individuals and small groups to live victorious lives.

You'll discover greater power and authority as you focus on God rather than Satan.

From Forward by Dick Eastman, International President Every Home for Christ (and President of America's National Prayer Committee)

"In encountering *Battlefield Strategies*, I was struck by the fact that these very practices—the prayer strategies I've been using in my personal prayer life as well as in the EHC ministry—are just what Gaylyn Williams describes as "battlefield strategies" for victorious spiritual warfare. *Battlefield Strategies* is practical and engaging, with biblical insights woven together by an author who has faced her own share of difficult battles and emerged victorious in Christ. Gaylyn's humor and willingness to share from her heart and life will surely encourage you as you learn to walk in victory. Most of all, I am impressed by *Battlefield Strategies* because of its holistic approach and its clear focus on Jesus. Gaylyn thoroughly explores what the Bible has to say not just about spiritual warfare, but about every aspect that relates to our participation in it."

All Stressed Up and Everywhere to Go!

Solutions to De-Stressing Your Life and Recovering Your Sanity

co-authored with Ken Williams. Ph.D.

From the daily hassles to the catastrophic events, this book will empower you to successfully de-stress your life and recover your sanity. You'll discover easy-to-use skills enabling you to gain greater freedom from life's ups and downs.

In today's fast-paced, overworked world, stress is all around us: the economy, finances, raising children, health, job, school, family or lack of it, elderly parents, divorce, tragedy, debt, death and conflict.

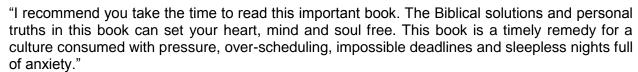
This is not an ordinary book about stress!

This unique workbook contains practical, biblical tools for attaining spiritual, emotional, physical and interpersonal balance. It is filled with powerful personal stories to illustrate principles, thought-provoking questions for individual or group study, Bible studies, self-assessments and easy-to-apply strategies to develop a balanced lifestyle.

As you explore the timeless connection between biblical principles and this practical, life-enhancing approach, you'll gain valuable solutions to cope with your own stress, as well as help friends and family.

These powerful strategies have been proven worldwide. Over twenty thousand pastors and ministry leaders in eighty countries have benefited from these life-changing skills. Ken and Gaylyn first tested them in their own lives and continue to use them on a regular basis.

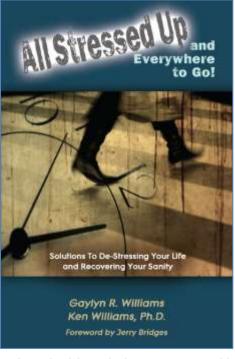
Rather than writing from a clinical perspective—although Dr. Williams, with his PhD in Human Behavior, could do that—they honestly share their personal experiences, having each dealt with numerous major and minor stresses. They have trained people in Christian organizations in these methods for twenty-five years. Now their work is available to you.



-Gary Wilkerson, President of World Challenge and Pastor of The Springs Church

"Dr. Ken Williams and his daughter, Gaylyn, have teamed up to provide an excellent resource for believers who want to de-stress their lives through the application of God's Word mixed with healthy counseling principles."

-Bob Creson, President and CEO, Wycliffe Bible Translators USA



Keys to Joy

How to Unlock God's Gifts of Lasting Happiness

co-authored with Ken Williams, Ph.D.

Discover Thirteen Surprising, Proven Secrets To Unlock Your Joy!

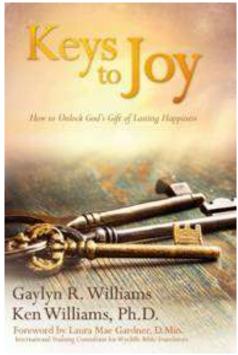
Experiencing joy is a natural—but often elusive—part of Christian living. The hurts of life,

unhelpful habits and unhealthy attitudes all lock out joy for many believers. And it remains locked until they take action to open it up.

Keys to Joy not only shows you the door, but gives you the keys you need to usher yourself daily into the full, lasting joy God offers. You'll discover how to:

- Climb to new heights of joy in your relationships with God, family and others.
- Replace worry and fear with peace and contentment.
- Demolish unhappiness, misery and discouragement.
- Eradicate anything that locks joy out of your life.
- Transform trials into stepping stones.

In this practical, life-changing Bible study, you'll uncover strength and encouragement for your difficult times through the authors' powerful stories of God's joy in sufferings. Each daily study includes Scriptures with questions to contemplate and grow in your relationship with God. They are designed to empower you to experience the full joy God has for you.



Keys to Joy is for individuals, couples or small groups, and includes a leader's guide for group study. It provides the biblical understanding and life patterns you need to live joyfully regardless of your struggles. Once you've opened the door to joy, you'll know how to assure it's never shut again.

"John records a wonderful statement made by Jesus, 'I have told you these things so that you will be filled with my joy. Yes, your joy will overflow!' (John 15:11 NLT). Jesus wants our joy to overflow. What are these things that Jesus spoke of? In this book, *Keys to Joy*, Ken and Gaylyn Williams, the father/daughter writing team, do us a favor by reminding us of the things that lead to joy in the Christian life. Based on the study of God's Word, the contents of this book will lead the reader to a greater sense of who God is, and a deep abiding peace in the One who loves us and wants a relationship with his children."

-Bob Creson, President/CEO of Wycliffe Bible Translators USA

The Surprising Joy of Exploring God's Heart

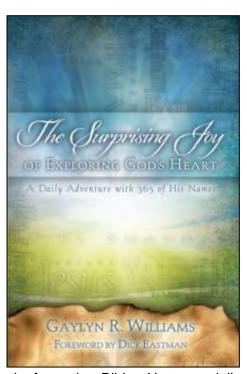
A Daily Adventure with 365 of His Names

Embark on a Life-Changing Adventure!

Do you long to fall deeper in love with God? Would you like to come into His presence in new and fresh ways? In as little as five minutes a day, enhance your intimacy with God as you explore His names.

This powerful, daily devotional and journal will help you:

- Discover new insights into your awesome God.
- Experience comfort, strength and hope from understanding God's character.
- Expand your vision for God's power, majesty and greatness.
- Enjoy a growing passion for God through praise and worship;
- Transform your prayer life and strengthen your faith.



This unique treasure contains 365 names of God directly from the Bible. Uncover daily encouragement as you dig deeper into who God is and how He relates to you personally. Individuals, couples, families and small groups can use this simple, yet powerful tool to climb to new heights in your relationship with God and others. You'll be forever changed as you get to know God in new ways.

"In this series, Gaylyn Williams has done a remarkable job of identifying and explaining the various names God uses to describe Himself. Meditating on these names, one day at a time, will help us to know God more intimately."

—Jerry Bridges, Author of twelve books, including, Trusting God

"Knowing the names of God is to know the heart of God. Gaylyn helps us know God better by revealing his character and nature. Take the time to read this book and you will be changed."

—Gary Wilkerson, President, World Challenge and Lead Pastor, The Springs Church

This devotional has an accompanying journal.

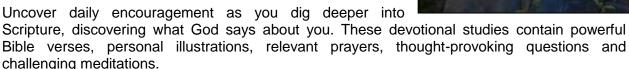
The Surprising Joy of Discovering How God Sees You

A Daily Adventure with Your Identity in Christ

Many people devote their lives to seeking love and approval from their relationships, possessions, career or appearance. True love and acceptance can only be found in God when you understand and believe what He says about you.

This unique treasure, revealing 365 truths about how God sees you, will:

- Enable you to grasp God's image shaped in you
- Change how you live your life as you experience more of God's love
- Empower you to reach your full potential and recognize your great worth in God's eyes
- Increase confidence, understanding and acceptance in your life and relationships
- Stimulate an awareness of the power and authority in your life
- Encourage discovery of your destiny—what God created you to do

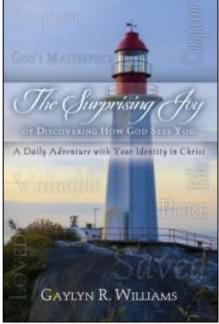


You'll be forever changed as you discover your true identity in Christ. This life-changing book will inspire pastors preparing sermons; small groups desiring a unique study; college and seminary students doing research; ministry leaders communicating God's love to those they serve; individuals, couples and families wanting to better understand themselves and others.

"I highly recommend Gaylyn's treasures taken straight from the Scriptures! Gaylyn's compilation of the Word of God with applications on 'How God Sees You' is vital for each of us. As you and I spend daily time in this resource, we will be reminded afresh of who we are in Christ. The result will be evidenced in our lives by greater cleansing, intimacy and power with our Lord. You will relish the time you spend sitting with Him and pondering these passages and principles. Get ready for wonderful times of refreshing from the Holy Spirit!"

—Camilla Leathers Seabolt. Former Executive Director for Community Bible Study (1997–2013)

This devotional has an accompanying journal.



2031 Names of God

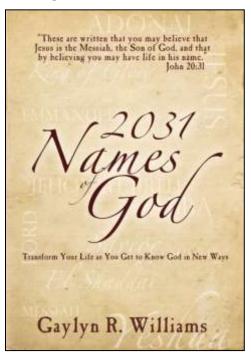
Transform Your Life as You Get to Know God in New Ways

Enhance Your Intimacy with God as You Explore His Names

Do you long for know God better? This simple, yet powerful book will help you:

- Experience the fullness of your awesome God through His names revealed in his Word:
- Come into God's presence in new and fresh ways;
- Discover comfort, strength and hope from understanding God's character;
- Expand your vision for God's power, majesty and greatness;
- Enjoy a growing passion for God through praise and worship Transform your prayer life and strengthen your faith.

This unique treasure has 2031 names of God directly from the Bible, along with Scripture references and over 400 Greek or Hebrew names. Uncover daily encouragement as you dig deeper into who God is and



how He relates to you personally. You'll be forever changed as you get to know God in new ways.

This life-changing reference book will empower:

- Individuals, couples and families wanting to grow in their relationship with God
- Small groups desiring a unique study
- Pastors preparing for sermons
- College and seminary students doing research for classes
- Missionaries and others in ministry seeking to maintain their love for God in difficult situations

"We serve an amazing God! Understanding and appreciating the character of the Lord is the beginning of knowing who we are in Him. In Gaylyn Williams' 2031 Names of God, she explores and uncovers who God is by examining the 2031 names given to the Lord. As a military retiree who spent 30 years serving my Nation and my Lord, how refreshing it will be to those who serve to discover in a more intimate way the Lord they serve through this journey Gaylyn will take you on."

—Brig General David B. Warner, USAF (Ret.), Executive Director, Officers' Christian Fellowship