

What if the church leader has questions about the Life changer ask?

It's important to find out more when a church leader asks for a 'low key ask'. They could mean a huge range of things. E.g. 6 months ago the church could have had a talk (from CAP or another organisation) where the speaker spent the last 10 minutes of their slot repeatedly and forcefully asking people to give. A CAP ask, around 2 minutes long, including options to pray or just find out more – will feel very gentle in comparison!

You can use the following framework to effectively navigate these requests as they arise, discover exactly what the church leader is wanting/concerned about, and ensure the best outcome for the church and for CAP.

Listen, Clarify, Empathise, Resolve

Listen

Make sure you give them space to tell you what their concerns are, and the reason behind them.

Clarify

Find out what exactly what they are happy with, and what they don't want. It's possible they are happy with a normal ask, but just don't know what we usually do! Or perhaps they are happy with you giving the full ask, but don't want the forms on the seats. Some examples of clarifying questions...

- What concerns you specifically?
- Could you tell me more about that?
- What would a 'heavy/over the top ask look like?

Empathise

Show that you see their concern as valid, understand why they are raising it and want to serve them as a church.

Resolve

Tell the church leader how you intend to proceed in light of what they've said. Generally this will be talking them through your standard ask. There are some things we do as standard which are always worth mentioning.

- We explicitly tell people to only give if they can do so over and above their church giving
- We only take 2-3 minutes on it, and it's in the context of people also being able to respond practically or through prayer if they would like to

Occasionally it may be better to offer a light/no ask (see below).

Light ask/no ask

Only change the ask to a 'light ask' or 'no ask' if it's clear after this conversation that our standard ask would not be well received. In this situation, focus on promoting the book as this will help you generate conversations and you can then ask people face to face after the service. If it's a 'no ask' talk then make sure to seek permission from the church leader to ask people who speak to you after the service. These alternative asks are available online.