

TEAM WORLD VISION SPONSORSHIP HANDBOOK

Your guide to building a better world for children

GO FARTHER TOGETHER FOR VULNERABLE CHILDREN.



THANK YOU FOR JOINING US



THANKS FOR RUNNING WITH TEAM WORLD VISION TO HELP GET KIDS SPONSORED

Welcome to the team of world-changers. We are thrilled to have you join us in this effort to impact children in need.

Child sponsorship is an incredible opportunity to change lives forever—for both the sponsored child and the sponsor. Inviting people into this relationship through your role as a child sponsorship advocate is a humbling calling. And while it can be challenging, it can also be an unforgettable and rewarding experience. To best prepare for the adventure that awaits, we encourage you to pray—for yourself, for the people to whom you will extend the sponsorship invitation, and for the precious children we have the honor to serve.

Whether you are new to sponsoring your own child, or a seasoned advocate on the sponsorship front, you will have the opportunity to tell your own powerful story about why child sponsorship matters. This handbook will help prepare and equip you to succeed in sharing how and why sponsorship is a life-changing opportunity. We encourage you to dive in right away and immerse yourself in learning about who World Vision is, how child sponsorship works, and ways to share sponsorship with the people God brings into your path.

Stick close to this handbook, as it gives you all of the tools you need to be successful in your sponsorship efforts.

We want you to feel equipped and confident, even if you're new to the role!

"If you want to go fast, go alone. If you want to go far, go together." On Team World Vision, we are all about going farther together. Thank you for taking on this challenge on behalf of kids around the world.

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ABOUT WORLD VISION



WHO WE ARE

World Vision is an international partnership of Christians whose mission is to follow our Lord and Savior Jesus Christ in working with the poor and oppressed to promote human transformation, seek justice, and bear witness to the good news of the kingdom of God.

We serve the world's poor—regardless of religion, race, ethnicity, or gender. Wherever we work, we identify ourselves as followers of Christ. As a global leader in fighting poverty, we have been helping children worldwide for more than 65 years. With an average of 85 percent of annual operating expenses going to programs that benefit those in need over the last decade, we've been consistently ranked as a top nonprofit in the area of fiscal responsibility and stewardship.

WHAT WE BELIEVE

We believe that Jesus Christ is our Lord and Savior. He calls us to witness to His unconditional love through our words, deeds, and lives, serving anywhere there is suffering and need. As we serve, we put our faith into action, helping others learn what it means to follow Christ.

We believe that no child should go hungry. No child should get sick from dirty water. No child should die from a preventable disease. No child should suffer abuse or exploitation. Every child, no matter where they were born, has the right to be healthy. Every child has the right to go to school. Every child has the right to make choices about their life. And every child deserves to joyfully reach for their God-given potential. We do everything in our power to protect children and to help them improve their lives.

HOW WE WORK

There's no quick fix for poverty. An estimated 702 million people live in extreme poverty worldwide, on less than \$1.90 a day. Those who live in poverty can find themselves caught in a web of desperation. For children and communities to thrive, they need reliable access to all of life's basics; one intervention alone isn't enough.

World Vision builds long-term partnerships in communities, supporting families in creating real and lasting change by tackling the big issues that keep people poor. That's because we've observed that the best way to help a child, and to help all children thrive, is to strengthen their entire community, caring for every child along the way.

Unlike programs that attempt to solve one problem in a community, or that help only individual children, World Vision child sponsorship looks at all the factors that prevent children from surviving and thriving in their community—and then works with that community to bring all the pieces of the puzzle together to build a better life for children.

Our vision for every child, life in all its fullness. Our prayer for every heart, the will to make it so.

— World Vision's mission statement

Let your light shine before others, that they may see your good deeds and glorify your Father in heaven.

— Matthew 5:16

AREAS OF FOCUS



CHRISTIAN DISCIPLESHIP

We believe that every child deserves to experience God's love. We support local churches as they nurture children's faith through activities such as Bible clubs, camps, and youth mentorship; provide Bibles, training for ministry leaders, and other materials to create age-appropriate curriculum; and train parents on biblical models of healthy family relationships. Nurturing children's spiritual growth is not a linear process, but rather cyclical, with children progressively deepening their understanding and faith. Our Christian formation program models guide children through the key steps as they learn about God and incorporate their understanding into their own lives.



ECONOMIC DEVELOPMENT

We believe that every family deserves to thrive. We train farmers and entrepreneurs on a biblically empowered worldview through which they see themselves as created by a loving God, accountable for their actions, and with the power to shape their future. We train farmers how to increase crop yields, manage natural resources, combat floods and drought, and prepare for other emergencies. And we help communities solve economic problems by investing in their entrepreneurial spirit through skills training, community-managed savings groups, and microfinance loans to fuel the local economy.



CLEAN WATER

We believe that every child deserves clean water. World Vision is the largest nongovernmental (NGO) provider of clean water in the developing world, reaching one new person with clean water every 10 seconds and an average of four new schools every day with water, sanitation, and hygiene interventions. Our work is sustainable because we give local people ownership and training in the maintenance and repair of water points, resulting in water that continues to flow long after our work concludes.



MOTHER & CHILD WELLNESS

We believe that every mother and child deserves to survive and enjoy good health. We educate women about maternal and infant nutrition needs, safe birth practices, and proper pre- and postnatal care. We also train and equip community health workers and volunteers, deliver vital medical resources, and provide therapeutic feeding for malnourished children and supplements for nursing mothers.

AREAS OF FOCUS



CHILD PROTECTION

We believe that every child deserves to be safe. We seek to create a protective environment around children, working with churches, faith leaders, and community members to change behaviors and end harmful practices; strengthen families to be the front line of protection and care for children; and educate and empower girls and boys to protect themselves and help protect one another.



EMERGENCY RELIEF

We believe that every child deserves hope. We work with communities to develop disaster preparedness plans; respond with basics like food, clean water and sanitation, shelter, blankets, and access to essential health services; and support families as they begin rebuilding their lives.



EDUCATION

World Vision works to ensure that girls and boys alike, as well as all children with disabilities, have equal access to education. We also help expand preschool opportunities, support education in the midst of humanitarian crises, strengthen community involvement in education to improve learning, and equip teachers with training and resources to ensure children receive an education that equips them to reach their full potential.

CHILD SPONSORSHIP

As a child sponsorship advocate, you serve as a spokesperson for child sponsorship. This section will help you understand why World Vision child sponsorship is such a unique and powerfully effective approach to changing children's lives. Let's start with the basics.

HOW SPONSORSHIP DONATIONS WORK

- A sponsor chooses a specific child and pledges a monthly gift that supports development work in that child's community. World Vision calls this community an "Area Development Program" or "ADP."
- Donations from all sponsors of children in that community are pooled, so all children experience the benefits in the community (even those that are not sponsored). Money is NOT given directly to a child or their family. If sponsors choose, they can designate a Special Gift in addition to their monthly sponsorship to help meet their sponsored child's needs.
- While a sponsor's monetary donations do not go directly to their child, they have a special one-to-one relationship with that child. Their love, emotional support, and prayers are a vital reminder to the child that he or she is special and valued, despite the poverty and injustice that may tell them that they're not important.
- Sponsorship is an ongoing donation, not a one-time gift or a time-limited commitment. Many sponsors build a relationship with their child that lasts for many years. If at any time a child must leave the sponsorship program (for a reason like their family relocating or their community "graduating" from sponsorship), we introduce the sponsor to another child who needs their help.
- Around 4 million children are registered in World Vision sponsorship programs in more than 50 countries worldwide. Of these children, around 1 million are supported by sponsors who live in the U.S.

SPONSORSHIP IN THE COMMUNITY

World Vision child sponsorship focuses on integrated, long-term, relationship-based development. It helps children and their communities in some of the most difficult places in the world by providing families with the tools and training they need to build a better future.

Sponsorship looks different in each community because the physical needs of children vary in different places. How we work is very similar around the world, but the specifics of what we do are tailored to the needs of each community's children. In all of our sponsorship work, we combine the hopes and dreams of children and their families with our expertise as we join forces with the community to improve the well-being of children. We partner with each community for an average of 10 to 15 years—or until they are able to continue driving success on their own.

We love saying goodbye. It means we've been effective in partnering with a community to help bring about real, lasting change, so families can stand on their own feet. Now that's an accomplishment worth celebrating!

CHILD SPONSORSHIP

COMMUNITY STARTS HERE

THE LIFE CYCLE OF SPONSORSHIP IN A COMMUNITY



» THE RESULTS OF SPONSORSHIP

World Vision's community-based development model is effective in improving children's lives. Through sponsorship, children are cared for in safe environments and protected from abuse, neglect, and exploitation. Together with their families, they can participate in program activities, learning events, and community celebrations and can join children's clubs and networks that equip them for better futures. Their progress in the areas of health, education, spiritual nurture, child protection, and participation are monitored regularly.

We work with their families and other partners to take appropriate action in cases of special need. Children in sponsorship communities are encouraged and empowered to contribute to decisions that affect their lives and to act as agents of change in their communities. Those whose sponsors choose to build a relationship with them enjoy a life-enriching connection, helping to build their hope for the future. They have opportunities to explore and pursue their spiritual development in a safe and nurturing environment that respects their rights and cultural background. If a disaster strikes, they, their families, and their communities are more resilient and better prepared to respond, especially in the areas of health, food security, continuity of education, and child protection.

CHILD SPONSORSHIP

How World Vision Sponsorship Is Unique

» FULLNESS OF LIFE FOR ALL CHILDREN

The World Vision difference stems from what we're working to achieve—life in all its fullness for every child, especially the most vulnerable. We value every child as a gift from God, made in His image and precious in His sight. We value them as whole people, with hopes, fears, personalities, and unique gifts. Because of this, we commit to supporting not just their physical needs, but also their emotional, social, and spiritual well-being. This shapes our approach to helping children become all God means them to be—in body, mind, and spirit. That is also why we aim to improve the lives of all the vulnerable children in the community, whether they are sponsored or not.

» WALKING ALONGSIDE FAMILIES AND COMMUNITIES

The vast majority of World Vision employees are staff and volunteers drawn from local areas, who live in or near the communities where they work. These servant leaders are the face, voice, hands, and feet of World Vision, and a living witness to our faith in Jesus, as they walk alongside children, community members, and local partners. This “ministry of presence” enables us to build lasting trust with communities.



Experience for a Sponsor

» AN UNPARALLELED EXPERIENCE FOR SPONSORS

Our desire is to offer sponsors an experience that is meaningful, effective, and rewarding. We inspire them through a heartwarming connection with their sponsored child and by bringing the child's world to life for them. At myworldvision.org, sponsors get an abundance of opportunities to interact with and learn more about their child.

» WHAT'S IN STORE FOR NEW SPONSORS

Sponsors will be mailed a welcome packet with information about their sponsored child. They can look forward to the first letter from their sponsored child within six to 12 weeks. This correspondence can be the start of a rewarding, one-to-one relationship that opens up new horizons for both the sponsor and the child if the sponsor chooses to write back. Sponsors will also receive regularly mailed updates, letters from the child in response to each letter or email they send, and a yearly progress report from their child's community that includes detailed accomplishments and a current photo of their child. Sponsors can now stay more connected than ever before! Through the My World Vision webpage, they have access to their child's world through videos and updates, as well as the opportunity to send emails to their child (who will respond through the mail).

ABOUT WORLD VISION CHILD SPONSORSHIP

» MY WORLD VISION

Myworldvision.org offers an incredible opportunity for sponsors to grow closer to their child. The mobile-friendly site offers a variety of ways to connect, by:

- Sending an email and attaching photos
- Learning how to send a small package, or providing funds for a Special Gift for the child and/or their community
- Celebrating children's birthdays
- Learning about the community
- Reading stories and watching videos
- Setting up a webpage to share sponsorship with others
- Planning to visit their child
- Easily managing their giving



» WHAT DOES IT MEAN TO A SPONSOR CHILD

As you share sponsorship with the people in your life, let them know how they can make a significant difference by coming alongside one child and serving as that child's only sponsor. Here's what we tell sponsors:

- You are helping your sponsored child to live a fuller life and to reach their God-given potential.
- You are contributing to real change in the lives of other vulnerable children in the same community.
- You will grow to understand your sponsored child's situation, the issues for vulnerable children in the area, and the specific plans we are carrying out in partnership with the community to overcome those issues.
- You will witness change and see how you are making a lasting difference.
- You will gain a window into another world, enabling you to share in special moments – joys and challenges alike – with the child, their family, and their community.
- You can connect with your child and even travel to meet them in person.
- You can share your experience with others and invite them to help another child.
- You can learn about other ways to help children in need all over the world.

THE NOTORIOUS FAQS

There are so many ways that sponsors are blessed as they get to know and encourage one precious child. Because they care so much, our strongest supporters often ask us the toughest questions. These are some common questions, along with helpful answers.



» DOES WORLD VISION CHILD SPONSORSHIP REALLY WORK?

Yes! We measure the progress of children through “child well-being targets” that allow us to identify issues and adjust programs when needed. We see positive results every day—like more children attending school in rural Zambia, children in Peru who are better nourished, and greater access to water for families in Zimbabwe.

» HOW DOES MY CHILD BENEFIT FROM SPONSORSHIP?

As your child's only sponsor, you show your love and provide encouragement every time you pray for them, write, or send a small gift. Your monthly sponsorship donations provide access to resources that help children—including your sponsored child—reach their full potential through better health, education, care and protection, and experiencing the love of God and their neighbors.

» WHY DOESN'T MY MONTHLY DONATION GO DIRECTLY TO MY SPONSORED CHILD?

Your monthly donations are used to help your sponsored child, all children in their community, and other children in desperate need. Through more than 65 years of experience, we've learned that the best way to help a child thrive is to strengthen his or her entire community, caring for every child along the way. Donations from sponsors are pooled to benefit all children in the community. If only certain children are cared for—and others are not—communities can become divided and progress slows or stops entirely.

HOW TO GET YOUR KIDS

Getting your folders

1. FIRST & FOREMOST

Runners must get their own unique "source code." This is used to track your child sponsorships as you go along.

2. HOW TO ORDER YOUR SPONSORSHIP FOLDERS

STEP 1

Email Gregory Schlough to request your unique "source code." EMAIL: gschloug@worldvision.org
Please allow 48 hours to receive your source code.

STEP 2

Head to this website teamworldvision.org/PFordering, then click on Team World Vision. Insert your personal information as instructed

EVENT DATE

The date by which you want to receive packets. They take about two weeks, so be sure to give yourself enough time to order!

SOURCE CODE

Again, this is your unique (8 digit) code from Gregory Schlough

The screenshot shows the 'Channel: Team World Vision' ordering page. It includes a top navigation bar with 'Cancel', 'Help', and 'Submit' buttons. The main form is titled 'Channel Selection > Your Order' and contains several sections:

- Personal Information:** First name (Your), Last name (Name), Phone number (9522172017), Email address (yourname123@gmail.com).
- Order Details:** Event date (5/25/2017), Source code (31007312), Cost center (381), Block sponsorship, and File Attachment (Upload).
- Shipping Information:** Contact name (Your Name), Contact email address (yourname123@gmail.com), Address line 1 (901 Chicago Ave), Address line 2 (Apt #3), City (Chicago), State (IL), and Zip (60640).
- Order Summary:** A table with columns for 'Select a picture folder product type', 'Quantity', and 'Notes (Specific needs)'. One row is visible: 'Child Sponsorship - Paper - INCLUDES' with a quantity of 5.
- Additional Information:** A note states 'This order needs to arrive by: 5/23/2017' and another note says 'Please allow 2 weeks from the Order Date for your order to arrive.'

Callouts from the text above point to the 'Event date' field, the 'Source code' field, the 'Cost center' field, and the 'Child Sponsorship - Paper - INCLUDES' product type.

COST CENTER

Every runner must use code '381' as their cost center

LEAVE EMPTY & IGNORE

- Block sponsorship
- File attachment
- Select additional material type

PICTURE FOLDER TYPE

Choose "Child Sponsorship – PAPER – INCLUDES Business Reply Envelope" and insert the amount that you need. PLEASE limit quantity to 10 or less at a time. There are a few exceptions to that rule (if you're having a large party, etc.). If so, request through Gregory Schlough first.

3. FINAL STEP CLICK "SUBMIT" & YOU'RE DONE!

This is the most important step! Look for a confirmation email once you're submitted everything.

BEING A CHILD SPONSOR

What's Next?

DETAILS TO KEEP AN EYE ON ONCE FOLDERS ARE RECEIVED

- Notice the expiration date printed on the inside left flap of each picture folder (see below). After this date, the child's ID number is re-entered into our system so they have a chance to be sponsored through another avenue. Until that date, YOU are the only person responsible for connecting them with a sponsor.
- Find your child sponsor number printed on the inside left flap of each folder. To accurately account for each sponsorship, make sure your CA number is printed on each reply card you send to World Vision.

Your source code
214566223

Expiration date
02-MARCH-17

Yes, I want to sponsor this child with a monthly gift of \$39!

123456-7891 NER F 10
EXP: 02-MAR-17 214566223

CONTACT INFO
NAME: _____
ADDRESS: _____
CITY: _____ STATE: _____ ZIP: _____
PHONE: _____

PAYMENT TYPE
 DEBIT/CREDIT: VISA MC DISCOVER AMEX
Please charge my gift \$39 per month, card will auto-charge. You will be billed immediately upon receipt and charged on the 15th of the month. The payment can be changed any time by contacting World Vision.
 CHECK: _____
CHECK # _____
CHECK DATE _____
CHECK PAYEE NAME _____
CHECK PAYEE ADDRESS _____
CHECK PAYEE CITY _____ STATE _____ ZIP _____

SIGNATURE
SIGNATURE (REQUIRED) BY: _____ DATE: _____

2016 operating expenses
84% programs
10% fundraising
6% management & general

World Vision works with a variety of committed partners to create real and lasting change for children in need around the world. We want you to be aware that this partner has received funds from World Vision to help us bring to your attention the critical needs of children around the world. These funds represent a very small portion of our budgeted overhead, which we continually strive to minimize (see chart above). For a complete overview of our current financial records, visit worldvision.org. World Vision is committed to donor privacy and does not rent or sell our mailing lists. We may disclose some donor information to select third parties in order to more effectively target our fundraising communications.

World Vision
Building a better world for children
worldvision.org

34834 Weyerhaeuser Way S.
P.O. Box 9716
Federal Way, WA 98063-9716

Child Sponsorship
Child ID: 123456-7891
1.800.524.5415
myworldvision.org

World Vision is a Christian humanitarian organization dedicated to working with children, families, and their communities worldwide to reach their full potential by tackling the causes of poverty and injustice. Motivated by our faith in Jesus Christ, we serve alongside the poor and oppressed as a demonstration of God's unconditional love for all people. World Vision serves all people, regardless of religion, race, ethnicity, or gender.

World Vision, Inc. is a registered 501(c)(3) organization, contributions to which are tax-deductible to the extent permitted by law. Information concerning World Vision's funding of foreign religious or charitable programs may be obtained without cost from World Vision, Inc., P.O. Box 9716, Federal Way, WA 98063, 1.800.524.5415. REGISTRATION WITH A STATE DOES NOT IMPLY INCORPORATION. JARVISVILLE, OH REGISTRATION DOES NOT IMPLY STATE RESIDENCE. Residents of the following states may need registration, financial, or other information from the offices listed: Florida: A COPY OF THE OFFICIAL REGISTRATION AND FINANCIAL INFORMATION MAY BE OBTAINED FROM THE FLORIDA DEPARTMENT OF STATE BY CALLING TOLL FREE 1.800.352.4643 (TOLL FREE) WITHIN THE STATE. REGISTRATION AND FINANCIAL INFORMATION AND INFORMATION submitted under the Maryland Charitable Solicitation Act are available for the use of prying and copies from the Maryland Secretary of State, State House, Annapolis, MD 21401, (410) 526-0224 or online Maryland: 1-888-822-0215. Pennsylvania: Official documents may be obtained from the Pennsylvania Department of State, 300 North Independence Mall, Harrisburg, PA 17103-1001. Virginia: A copy of the financial statement is available from the State Office of Consumer Affairs, Department of Agricultural and Consumer Services, P.O. Box 1163, Richmond, VA 23261, (800) 551-7961 or (804) 781-0267. Washington: Official documents may be obtained from the Corporation Division, Office of the Secretary of State, P.O. Box 40224, Olympia, WA 98540-0224 or by calling (360) 322-4482 (toll-free) or 360 725-6276. When Virginia, West Virginia, or other Virginia residents need obtain a summary of the registration and financial documents from the Secretary of State, State Capitol, Charleston, West Virginia 25305. (Rev. 3/14)

YOU GOT YOUR YES!

NOW WHAT TO DO

- Be sure the new sponsor provides the necessary information on the folder, including contact and account information as well as preferred payment method.
- Tear off the perforated card and insert it into the World Vision envelope provided. (To assure them you are keeping their information secure, do this in front of them.) Then give them the rest of the picture folder to keep.
- Mail the envelope right away, being sure to keep it in a secure place until you do.
- The connection with the new sponsor should appear on your profile in about two weeks, as it takes some time to process.

SHARING SPONSORSHIP



How do you share sponsorship with others?
What do you say when you meet someone and have an opportunity to share from your heart?

To help think this through, use the questions below to reflect on what drew you to World Vision sponsorship in the first place. Your passion and your story are unique. When you share your passion with others, it is bound to be compelling!

WHY DID YOU BECOME A SPONSOR?

WHAT CAUGHT YOUR HEART ABOUT WORLD VISION'S WORK?

SHARING SPONSORSHIP

WRITE AN ELEVATOR SPEECH

For any that may not be familiar, an elevator speech is a brief, persuasive speech used to spark interest in a topic—in this case, World Vision child sponsorship. It's all about brevity. It should last no longer than a quick elevator ride of about 30 seconds.

Your speech should excite you! People may not remember every word, but they will likely remember your passion and enthusiasm. A good elevator speech about World Vision sponsorship should contain elements of the broad and inspirational concepts we've covered—and invite further conversation. Think, "what questions would encourage a deeper discussion?"

TIP

When talking to people who are unfamiliar with World Vision, our official "identity statements" can be helpful. These are our official ways of explaining who we are, why we serve, and who we serve.

» WORLD VISION IDENTITY STATEMENTS

- › World Vision is a Christian humanitarian organization dedicated to working with children, families, and their communities worldwide to reach their full potential by tackling the causes of poverty and injustice.
- › Motivated by our faith in Jesus Christ, we serve alongside the poor and oppressed as a demonstration of God's unconditional love for all people.
- › World Vision serves all people, regardless of religion, race, ethnicity, or gender.

WHY DID YOU BECOME A SPONSOR?

SHARING SPONSORSHIP

CONTINUE YOUR SPEECH HERE

TIPS FOR SHARING

- ▶ Be prepared. Once you've written your speech, practice it!
- ▶ Don't say "no" for anyone before you ask them. You never know who will appreciate hearing about this opportunity from someone who can help them get connected.
- ▶ Be confident! Even when you hear "no," don't be discouraged. Remember, you are raising awareness every time you talk about child sponsorship and giving others the opportunity to feel the joy of making a difference.
- ▶ Plan ahead. Carry picture folders with you all the time so you're ready to share when an opportunity presents itself.
- ▶ Celebrate! Every single child who is sponsored as a result of your efforts will be blessed. That's worth celebrating! Be sure to thank the person who sponsors . . . and celebrate with them.

THANK YOU

Thank you for using your voice to advocate for children

As an advocate for child sponsorship, you are passionate about helping vulnerable children. You are inspired by your faith. And you are making a difference, right where you are. Thank you for partnering with World Vision. We are grateful for your willingness, your commitment, and your heart for others. With your help, children's lives are being transformed around the world.

CONTACT INFORMATION

Always feel free to reach out to Gregory Schlough with questions.

EMAIL gslough@worldvision.org



GO

F A R

T H E R

T O G E

T H E R

TEAM WORLD VISION

WE BELIEVE IN CHILDREN

World Vision is a Christian humanitarian organization dedicated to working with children, families, and their communities worldwide to reach their full potential by tackling the causes of poverty and injustice. Motivated by our faith in Jesus Christ, we serve alongside the poor and oppressed as a demonstration of God's unconditional love for all people. World Vision serves all people, regardless of religion, race, ethnicity, or gender.

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