

FAITH DRI>EN ENTREPRENEUR

Faithful vs Willful

(BONUS)

This guide is intended for personal reflection and to help facilitate a meaningful group discussion. Take a moment to watch the video and read over the guide before your group meeting. Be prepared with some personal examples to help encourage discussion. If helpful, before you meet, print out or email a copy of this guide to all those who will attend the meeting.

Faithful vs. Willful

FINANCING, FUNDRAISING, AND BOOTSTRAPPING

An increasing number of entrepreneurs and business owners are leaning into their calling to create and innovate in the image of our Creator, working for his glory. Likewise, investors are seeing the active role they play in God's Kingdom as they look to steward investment assets in vehicles that bring about God's Kingdom.

But if we're looking to scale our businesses through fundraising, then a challenging road is ahead. Raising capital can be a monumental and perhaps intimidating task.

Henry talks about how he and Bandwidth co-founder David Morken infamously went zero for forty in fundraising pitches.

When they were working to secure funding for Bandwidth back in the early 2000's, David and Henry knocked on doors up and down Sandhill Road in Silicon Valley. Maybe it could be said that they had 40 doors slammed in their faces. It was a humbling lesson to say the least.

In this session, Jessica and Henry talk openly about the challenges entrepreneurs face when they are ready to go from start-up to scale. And though the task can be overwhelming for many, it doesn't have to be when we remember our invitation to be faithful rather than willful.

As a Faith Driven Entrepreneur, you are not alone in this endeavor. In fact, there are several practical steps you can take and partnerships you can pursue. All with the benefit of aligning yourself with people who share the same values and purpose as you—to glorify God in the companies we create and businesses we build.

Let's talk more about financing, fundraising, bootstrapping.



GUIDING SCRIPTURE:

And He went a little beyond them, and fell on His face and prayed, saying, "My Father, if it is possible, let this cup pass from Me; yet not as I will, but as You will."
 —Matthew 26:39

ACTION	FOCUS	ESTIMATED TIME
Welcome	<p>QUESTION: What burdens are you carrying? What do you need to put aside today to be present and here to support your growth and contribute meaningfully.</p> <ul style="list-style-type: none"> • 30 seconds around the circle • Verbalize what to put aside. • Option to write and put in a basket. 	10 mins
Video Session	<p>INTRODUCTION: There are some great lessons to be learned from watching this conversation between Jessica and Henry. They talk about the struggles of financing, fundraising, and bootstrapping. At the same time, they provide practical advice and useful next steps for any entrepreneur that is interested in scaling his or her business..</p>	15 mins
Group Discussion	<p>Group Discussion: Ask each person to share and incorporate any learnings from the video. Here are a few questions to get you started:</p> <ul style="list-style-type: none"> • Where are you at in your journey of creating a company? • What interest do you have, if any, in scaling your business? <p>Facilitator asks if any members would like to share an action they are committing to take this month based on the discussion.</p> <ul style="list-style-type: none"> • Group members share any practice they would like to start or discontinue in their personal life of business via Zoom chat or post-it note • Other members agree to pray for and hold them accountable.. 	45-60 mins
(Optional) Business Spotlight	<p>One individual presents information on their business venture.</p> <ul style="list-style-type: none"> • One person shares about their business model, stage and scope • Participants ask questions and get to know more 	10 mins
Prayer	<p>The group wraps in a time of prayer and encouragement</p> <ul style="list-style-type: none"> • Popcorn prayer—Designate one person to begin the prayer and another person to end the prayer. Then 	10 mins

ACTION	FOCUS	ESTIMATED TIME
	allow space and moments of silence for people to pray as they feel led. <ul style="list-style-type: none"> • Zoom rooms or small groups for prayer 	

Discussion Questions

As you consider the prospect of financing, fundraising, and bootstrapping, a tug between faithful and willful can easily play out—in a more subtle way than we want to admit or even expect. For those who are hesitant to scale a business, it could be that fear is holding you back. For those who are ready to grow, pride can easily cripple any attempt to raise the capital needed. Either way, you can become blinded to God's urging or timing. Here are a few more questions to help your group go even deeper in discussion.

TIMING IS EVERYTHING

Moving from start-up to scale is no small endeavor and should be approached with humility and healthy determination. Still, timing can be a significant consideration.

- **Are you ready to scale your business? Are your heart and head in the right place?**
- **Do you have a healthy trembling when it comes to raising capital?**

GO, BUT DON'T GO ALONE

You've worked hard to get here. And yet if we're honest with ourselves, we need help to take the next step. Maybe that's in the form of mentorship and guidance. Or perhaps it's practical partnerships and connections.

- **What is your next step? Are you faithfully listening to God's prompting for you? Are you going to him in prayer?**
- **Beyond that, have you made the connections you need to in order to begin raising capital?**
- **What more do you need to do to set yourself up for success?**

5 Ideas to Explore the Mark Further

There's no limit to the ways you can explore the Marks of a Faith Driven Entrepreneur. What we provide below are five ideas we think might lead each one of us to an even greater understanding of our God-given call to create.

1. **Journal:** Write down your thoughts about scaling your business and raising capital. Where are your head and heart at? What do you need to bring to God? Can you identify ways that you're being willful vs. faithful?
2. **Interact:** This month, spend time learning more about fundraising, financing, and bootstrapping. What is the option that works best for you and your situation? Who can you talk to about the process?
3. **Consider:** During today's video session, Henry talked about Faith Driven Entrepreneur's Marketplace. Is this a viable option for you? What about Jessica's suggestion to search out capacity builders. Do you know about Praxis, OCEAN, The Lion's Den, and others?
4. **Act Differently:** Identify ways that you're being faithful with your business. Dig deep to determine where you're being willful. Bring these before God in prayer. Ask for his guidance and wisdom rather than relying on your own. Invite trusted friends and allies into the process with you.
5. **Learn From Others:** Visit faithdrivenentrepreneur.org to learn more or join the conversation by listening to our weekly Faith Driven Entrepreneur Podcast.

Entrepreneurs can travel a lonely road. But you're not alone. You're sitting next to a group of like-minded business owners right now. One of the best ways to grow the Faith Driven Movement is to multiply your group.

Is someone in your group ready to raise his or her hand to start a Faith Driven Entrepreneur Group at a local church? Apply at faithdrivenentrepreneur.org/lead-a-group