

# On Mission 2019

*The State of the Global Gospel:  
Present and Future Trends*

## **Nate Scholz - Vision 5:9 and Frontiers Trusted Broker Network**

Hi, my name is Nate Scholz. I'm a Strategic Partnerships Consultant with Frontiers, and I lead a regional team with the Vision 5:9 network focused on the Muslim Diaspora in North America. You could think of Diaspora as people who have been relocated to somewhere other than their home country. So, in North America, we have 3 different types: (1) the Forcibly Displaced - who are refugees and asylum seekers that arrive traumatized and without any resources. They come from war-torn places like Iraq, Syria and Somalia. International Students - are the educated cream of the crop from influential families in countries like Saudi Arabia, China and South Korea. Then there are (3) immigrants who have either entered the country legally or illegally from India, The Philippines, Japan or Mexico. The nations have come to us and there's growing belief that if we can engage with them with people-movement principles here, then we'll have a ripple effect back into the unreached and the unengaged countries that they came from.

As a network leader, I'm inspired by the ministry activities I've witnessed in North America organizations, churches and grassroots communities are engaging in creative ways. But I've also noticed that most of them feel really isolated in their work and their isolation leads to discouragement. It feels kind of like, being alone in the wilderness. They think, "I wonder if we're really making a difference?" "Are we the only ones who care about these people?" Well, I'm convinced that we need to partner more intentionally, and I think the key to launching collaborative efforts already exists in most of our organizations and churches. It's a certain breed of networker called a "trusted broker." A trusted broker isn't usually the top leader of a ministry. Usually CEOs need to focus on the vision and strategy of their own group, but a trusted broker is often someone authorized by the leader. They're brokers in the fact that they have some valuable asset to share outside of their own organization. Trusted brokers know all the practitioners connected to their organization or cause and have built an extensive personal network of ministry contacts. They're trusted in that they have nurtured relationships. Can you already picture some trusted brokers that you know? Now, what if we could gather a bunch of those trusted brokers together, whose organizations all had complementary goals. You'd have a trusted broker network.

A Trusted Broker Network - is a relatively small group of diversely affiliated Trusted Brokers, with margin and incentive to interact at a sustained level to advance a specific cause by confidently pooling their knowledge through the trusted relationships they've built with each other, while

simultaneously guarding the security concerns of their constituents. I know it's pretty wordy. Let's look at an example focused on ministries to Somalis. How would a Somali ministry Trusted Broker Network get started? Let's start with Melissa working with Arrive Ministries in Minneapolis. She's got easy access to Mike, the Director, and she regularly connects with practitioners among Somalis all over the city, not just with Arrive. She also knows others around the country because she met them at the Refugee Highway Partnership Roundtable last year. Both her knowledge and her relationships are assets to be brokered for the Kingdom. There's also Doug who works with the hub community in Seattle. David with friends of refugees in Atlanta and Nathan with a camel milk producer in Colorado each of them is connected to others who have important insights from their own Somali experiences. Imagine what would happen if Melissa called each of those Trusted Brokers to an hour-long video conference meeting once a month. And scheduled an annual 2-day, face-to-face retreat in a central location. What kind of value do you think might emerge just by creating space and time to interact? Together they could create an accessible living database of contacts and ideas to be shared. Even better, they'd get the encouragement of knowing they're not alone in the work. They'd feel the unifying strength of the tribe.

I put some work into gathering a Muslim Diaspora Trusted Broker Network and found Trusted Brokers from six other organizations who are helping to form outreach communities in different cities. We agreed to share the locations where each of us were working and I plotted them using Google Maps. Their color-coded according to organization and by whether there's a real community there or just a few people with interest. Now we can focus on negotiating collaboration in the cities where there's more than one dot. I can ask, "Would your people in Chicago be willing to work with mine?" "Shall we ask permission to introduce them to each other?" Or, we can notice the places where there are no dots and investigate further together. How will we find out who's already working there and help them feel encouraged by including them in the network? My family loves to watch a show on the History Channel called, "Alone" 15 individuals get dropped off in woods like these in the middle of nowhere to survive as long as they can on their own. Most of them should last longer than they do, but the isolation gets to them, they feel discouraged and tap out because they've realized that the value they have for the community of family and friends is higher to them, than the prize money. Doing ministry among the diaspora in North America doesn't have to feel like being a survivalist out in the middle of the woods trying to tough it out alone. We need to develop ideas like the Trusted Broker Network to get some momentum going and increase our collective impact.

So, here's my challenge to you: Identify a Trusted Broker in your organization and deputize that person to champion the formation of a trusted broker network that would truly advance the goals of your ministry. Make it part of their job description. Budget some funds. It's part of my ministry to help you think through how that might look for your group. Be sure to read the short 12-page booklet called, "The Trusted Broker Network Protocol." Thanks for your investment in the Kingdom and I'll see you out there on the streets.