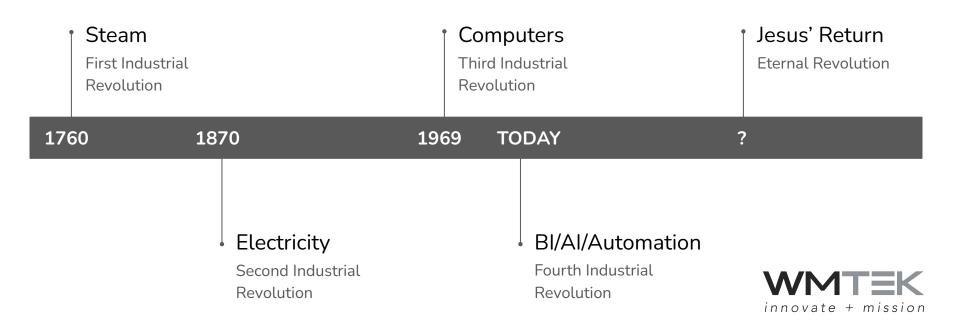


We Are in the Fourth Industrial Revolution

Revolutions Bring Change. Revolutions are Never Easy.



Intelligence Al 3D Printing Biotech Robotics **Autonomous Vehicles** Nanotechnology Quantum Computing WMTEK innovate + mission

In Mission

- Real time data to and from the field
- Al in the work of Bible Translation and multilingual communication
- Blockchain technology for secure information sharing and transfer of funds anywhere in the world
- Mobile connectivity
- Predictive analytics will revolutionize giving asks and reduce applicant and field worker attrition
- Automated workflows will allow more workers to serve on the field where they can have Kingdom impact
- Virtual technologies will help reduce redundancy and travel expense.





SHOW STOPPERS!

- Don't know what to measure.
- Don't know how to measure it in a meaningful way.
 - Don't know how to inform and incentivize.
 - Limited accessibility to meaningful data.
 - Business processes do not support outcomes.



What should we measure?

KEY PERFORMANCE INDICATORS (KPI's)

Good: Actual Outcome (eg. Revenue, Candidates)

Better: Referenced Outcomes (eg. Net Gains: New Candidates - Attrition = Net Gain/Loss; Donor Attrition/Donor Acquisition = Donor Growth)

Best: Projected Outcomes (eg. Cost of Sales Model: New Conversations * Conversion Ratio = Projected Growth)



What are the foundations?

PROCESS <> DATA POLICY <> SYSTEMS <> ACCESS



What should we measure?

- Do you know your Key Performance Indicators (KPI's)? (Process)
- Do you track your KPI's? (Data / Systems)
- Do you use KPI results in decision making? (Process / Access)
- Does your team understand how their role impacts your KPI's? (Access / Process)





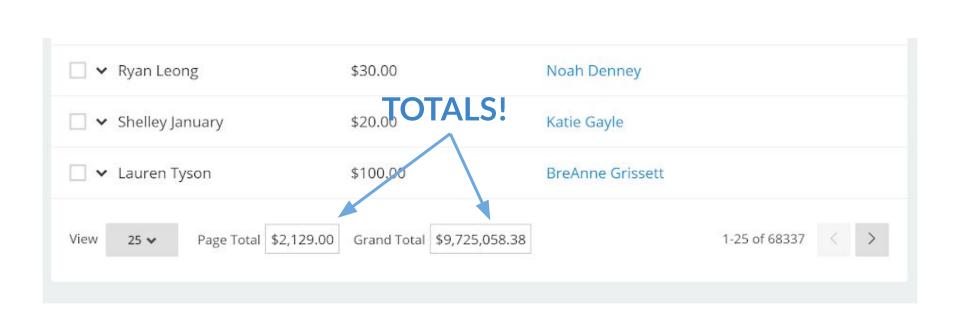


- IDENTIFY MEANINGFUL DATA
- LEVERAGE CAPABLE SYSTEMS
- PROVIDE ACCESSIBILITY WHILE PRIORITIZING SECURITY

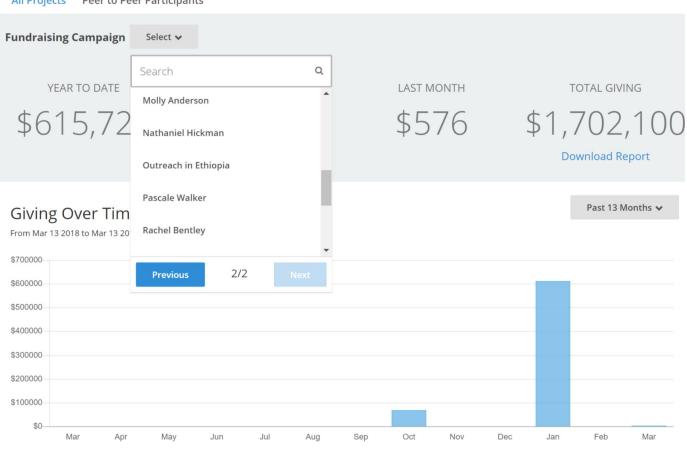


Missionary Giving





All Projects Peer to Peer Participants



Anonymous A Felis Industries	P.O. Box 718, 9586 Vulputate, Avenue, Isc												
A Folia Industrias	P.O. Box 718, 9586 Vulputate, Avenue, Isc											150	150
A l'ella llidualilea												500	500
Amir Rollins	Ap #713-5131 Ante Street, Sonnino, FL		64	76	62			46					248
Arthur Omega	Testerville, AOL, AO, 123123											39	39
Avye Wallace	Ap #785-3005 Arcu Street, Bellary, FL			53	86	67	81	69,000		77	96	66	69,526
Bruce Lee	1247 15th Ave E,, Seattle, WA, 98112											100	100
Calvin Jimenez	P.O. Box 907, 7464 Interdum St., Santa Ce				86								86
Danny Pennell	114 Queen Catherina Ct, Fort Pierce, FL, 3											39	39
Fletcher Lara	Ap #422-9836 Vestibulum St., Milton Keyn				86		81	69		490,000			490,236
George Clark	Ap #936-1879 Pellentesque, Av., Dipignan	82	64	129	148	153	81	161	148	179	96	132	1,373
Hedley Mullen	P.O. Box 857, 8447 Ut Av., Watson Lake, F										96		96
Hope Craft	9447 Praesent Rd., Vagli Sotto, FL				86		81	69		65,000			65,236
Ina Guzman	P.O. Box 367, 8267 Eu Road, Warrnambo	41							74	51			166
Jaime Slater	Ap #762-3815 Mattis Avenue, Lachine, FL		64	76	62	86							288
Jasper Bradshaw	9097 Nibh Rd., Gonda, FL			53		153					96		302
Joan Holden	6883 Pellentesque Rd., Sherborne, FL			76				46					122
John Mickey	3845 n us 2, NicevNice, FL, 72930											39	39
Lamar Conrad	4385 Ante St., Redlands, FL											66	66
Maggie Melendez	Ap #120-2331 Mi. Rd., Worksop, FL			53									53
Medge Crawford	461-3221 Lacus, Ave, Sant'Arsenio, FL			53		153					96		302
Nevada Michael	P.O. Box 107, 7128 Erat Av., Poulseur, FL	41	64	76	62			46	74	51			414
Quemby Long	923-949 Donec Street, Huntsville, FL	41	64	129	148	153	162	115	74	7,751	96	132	8,865
Quon Peterson	P.O. Box 400, 6387 Nisl. St., Saint-Marcel,							69					69
Scarlett Johns	Ap #586-7624 ld Avenue, Torres del Paine									77			77
Scott Frost	One Memorial Drive, Lincoln, NE, 68588											114	114
Shaine Mendoza	Ap #580-278 Lorem St., Issime, FL	41							74	50,000			50,115
Timon Nimtz	205 S 8th St., Goshen, IN, 46528											589	589
Zeus Kane	9304 Ipsum Avenue, Drachten, FL		64		62	153							279
	Totals:	246	384	774	888	918	486 0	69,621	444 0	613,186	576	1,966	\$689,489

Wednesday, March 13, 2019 2

Ministry Account Balance





CURRENT BALANCE

\$23,606

Download Report



Statement Period: 04/01/18 - 04/30/18



Increases (Summarized by Type)

DONOR SUPPORT \$20,246.44

Total Increases: \$20,246.44

Decreases (Summarized by Type)

7000 ADMIN FEES Support (\$3,036.97)

Total Decreases: (\$3,036.97)

Summary

Beginning Balance\$573.75Net change\$17,209.47Ending Balance\$17,783.22

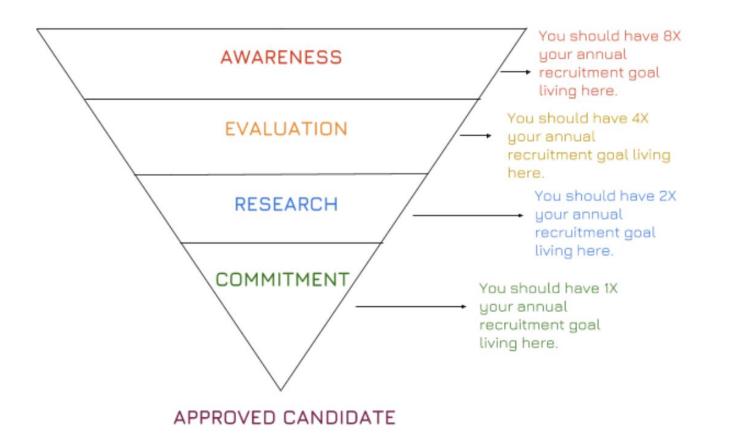




PROJECTIONS BASED ON COST OF SALES MODEL

- Create a Process Funnel & Define Your Critical Path
 - Analyze Conversion Ratio Between Steps
 - Project Outcomes





Name acquisition Drip email marketing campaign **AWARENESS** First conversation with mobilization rep Mail information package and logo hat **EVALUATION** Attend mobilization event RESEARCH Facetime with missionary on the field Participate in overseas vision trip Qualified to serve COMMITME Member application NT Review process Interview process

Approval process

Acceptance letter

APPROVED CANDIDATE

Use Best Practices

Does your critical path allow for the right number of touches in early stages? The #1 reason for missed opportunities is a failure to be involved with prospects when they are ready to act.

- 80% of opportunities move forward after the 5th attempt
- 48% of reps quit on a prospect after one attempt
- Each completed application requires an average of
 6.7 touches per year

A documented process, measured and acted upon for improvement, should produce annual recruiting gains of 17%, year over year.



