

# T.U.D. Training Manual (with notes)

Years ago, dad discussed with me an idea for a new ministry. It was based on several things. He wanted to settle down and not move as had been the case throughout his service as a located minister. He was tired of church 'poloticks' and the pressures on his family. He had understood this was a part of it all through his work as a located minister, and there were few regrets which dad expressed for having devoted his life to this work. He always told Bob and I, that he had "ALWAYS WANTED TO PREACH, AND THAT'S ALL HE WANTED TO DO. PERIOD."

He worked for congregations in Largo, Fla., Waycross, Ga., Albany, Ga., Alexandria, Va., Beaumont, Tex., Sherman, Tex., Dallas, Tex., Belfast, N. Ireland, Dallas, Tex., Lewisville, Tex., Calgary, Alberta, Chattanooga, Tenn. He loved what he did... now it was time for a change...

He spoke with several ministers, with mom, with the family... with me, and said "I'm making a change. I have thought about it and prayed about it, and I want to start a ministry where I will be gone on week-ends to different congregations and be home from Monday thru Thursday. I will be able to set my own schedule, and holidays, and we will be able to live where we have always wanted to live... close to family, and have our own house.

The ministry was called Three Unusual Days (TUD). He sat down with me and went over the following information which I am including in this web site. The reason? Well, I think people are interested in taking a look at this material to see how dad formulated this ministry and the principles he used in doing what he did. Another reason is, there may be others who want to do the same thing. Mind you, TUD is not for everyone. It is not for minister's who have a gripe and want to spread decension. Dad spoke with about 15 over the years who wanted to be a part of this, and was very candid with them as to what the "cost" was/ is. it is not for the minister who has a weak family situation. As you will see, this will take commitment on the part of not only the minister, but his family as well since there is time away from family.

Note: There is nothing wrong with being a located minister. I have done this for some 27 years (with breaks). Located ministers are very important to the ongoing and growth of the church. It is a tremendous calling which demands much of those who serve in this.

TUD is simply a ministry that is meant to help, uplift, encourage and build the local work. It is for seasoned servants of the Lord, who can go into a work, and help each congregation in their situation, with special lessons, and wisdom. Dad NEVER told those who wanted to do this, that they had to fit a certain 'mold'. The central lesson for the ministry was the "Grace of Giving". When presented properly, almost every congregation experienced increase, and blessings to the congregation. Mission work expanded, local outreach grew.

Dad influenced many in his work for the Lord, and TUD was a big help. It is our hopes that this ministry will continue. That this ministry will continue to help the church. That this material will be a blessing.

# TUD - 10 Commandments

1. “Scheduling = The ‘sale’ is the responsibility of the evangelist.”
  - \* “Please yourself” (It is up to you which requests you say “yes” or “no”to.)
  - \* “Please your family” (Sit down with your family and be sure you have the support.)
  - \* See commandment #9
  - \* Providence – Always pray about your ministry (Be open to the guiding of the Lord in your ministry.)
2. “All (TUD) meetings are scheduled from Friday thru Sunday.”
  - \* Drive/Fly - Friday and speak Friday night.
  - \* Hear the evangelist three (3) times before presentation of lesson on giving.  
(Congregation needs to get to know you, feel comfortable with you and your style.)
  - \* Increase interest – Fri. thru Sunday
  - \* Have congregation advertise well in advance..  
(Expecting 60% (Fri.) 60% (Sat.) 95% (Sun am) and 85% (Sun. pm). (These numbers are for you to guage how congregation is responding to your lessons and style). Over riding principle: BE HAPPY WITH ANY NUMBER ATTENDING!

3. “Home week-ends must (should) be observed.”  
(Protect your home!)
  - \* 1<sup>st</sup> year - will be rough – take 15 days at home – focus on family time.
  - \* 2<sup>nd</sup> year - “4 to 1” – plan on working 4 weekends and take one weekend off - 17 days home
  - \* 3<sup>rd</sup> year and forward – “3 to 1” – take 20 days at home.
4. “All remunerations to go to sponsoring congregation.”
  - \* Protect yourself/ reputation etc...
  - \* Sponsoring congregation pays you.
  - \* Pay attention to taxes
  - \* Help raise money for different causes??? “Stay out of it!”
5. “Will refuse all other job offers”
  - \* “Concentrate on ONE – TUD (commitment)”
  - \* Exceptions – (none noted)
  - \* Good judgment – In all things, use good judgment.
6. “Have good relationship with your local congregation.”
  - \* (Dad lined thru: “Have a written agreement given and received from supporting congregation.”) (May be good idea/ maybe not.)

7. “All background support raised by the evangelist”
  - \* Always need one more (supporting congregations and individuals sometimes drop out – plan for emergencies)
  - \* See – notes on “How to raise support”
8. “Vacation time – reserved – observed”
  - \* First year – Zip (no vacation)
  - \* Second year – 2 weeks
  - \* Third year and fwd. – 4 weeks
9. “Impartial – First ask – First Go”
  - \* Regardless of size (of congregation)
  - \* Regardless of ability to pay (Go anyway)
  - \* Providence – God will bring greatest blessings from congregations that have limited resources.
  - \* 1/3 of all appointments (Per yr.) = mission points
10. “PURPOSE: SPEAK THE WORD BOLDLY”
  - “Priority – Humor – Risk”
  - (Dad is talking about the main reason for your ministry... of course to “Preach the word”. Involved in this is bringing your message to life, using your method, personality. Not trying to copy someone else. Use humor, and illustrations. There is risk involved of course every time you speak, but “let go and let God” work through you.)

# \$\$\$ FINANCIAL IDEAS \$\$\$

(Following are ideas for personal finances as related to being in TUD... These are IDEAS dad wrote in 1980)

\* Car – (driving to a congregation) \$.58 per mile, which covers gas/oil/upkeep over time. When your car is broke, fix it. Lay aside \$.25 per mile out of this to replace the care in a few years.

1. Contribution = plus \$100.00 to sponsoring local congregation from fund.
2. (Need to begin with) 6 months full salary IN THE BANK– to be reduced as you gain support.
3. Borrow – IOU's – Redeem at later time PLUS 6-8%
4. Wife work – Temporarily (?) – Consider an IOU to her.
5. All travel expenses must be collected.  
(Salary + Travel Exp.= Total check)  
(Good used low mileage car = \$5-7,000.00 – plan for it.)
6. Escrow account – Hospitalization/ IRA/ SS etc...
7. Have your own Secretary/Treasurer – Pay them for services.

8. Borrow \$5,000.00 to get started (back in 1980).  
Ref. to #3.
9. Attitude priority: HUMILITY not humiliation  
(when seeking support).
10. Must be 'hungry' to do this.

Note: Dad Believed in sacrifice, but not sacrificing his family. You need money to live on. No shame in that. He was never ashamed to let brethren know he needs support.

Figure out what is needed. Your financial safety net, your support, all finances... present your case. God will work in and through brethren.

# *TUD - NEEDS*

## *HOW TO DETERMINE WHAT IS NEEDED TO GET STARTED*

### The Ideal:

1. Stay (be sponsored by) the congregation where you are.

- \* See if they will give you full support for 6 mos.
- \* Commit to staying with them no less than one year.
- \* Teach Wednesday pm there one quarter per year
- \* Contributions there
- \* Available to counsel there
- \* General influence there

### 2. Salary

- \* No one recommended under (dad's) present salary.
- \* Keep salary low – on the fringe (but the idea was to be able to support yourself and family and your ministry).
- \* Local church contribute: \_\_\_\_\_
- \* Individual contributors: \_\_\_\_\_  
(Be sure and send out monthly reports to these)
- \* Include inflation adjustments: \_\_\_\_\_%

# HOW TO APPROACH ELDERS FOR SUPPORT

(Note: Elders have a heavy responsibility... caring for the "flock which the Holy Spirit has given them oversight". Obviously they deserve your respect. With this in mind, elders do not expect you to "grovel". Sure they are approached with a lot of 'pleas' for help in many ways... mainly money. However, Godly shepherds appreciate honesty, openness, and a determined commitment to serve the Lord.)

Here are dad's suggestions...and a few notes:

1. "Show cards – Give review". (Preparation needed)
  - a.) Since this is done after lessons finished (Sunday AM or PM)... This is where all cards used to gain commitment from congregation are reviewed, and show increase of congregational commitment per week/month/ year.
  - b.) **Note: Be up front with the elders, and be sure to let them know ahead of time that you need to speak to them for a half hour after lesson on Giving is done...or Sunday pm after all services are over.**
2. "I need your help" – ("Honest – Straight") (and to the point)
  - a.) Plan on a open, up front, straight discussion and presentation.
3. "Share how funds are gathered"
  - a.) Remunerations
  - b.) Monthly Support
4. "Costs "X" \$\$\$ to go each week."
  - a.) Do the math/ figure what it averages out to per week/month etc...

- b.) “If they will not help- (ie support on monthly basis) – they can pay full fare” or “pay \$50.00 per month for a year etc...”  
. Dad is giving them a choice here... Keep in mind he is dealing with costs in 1980.
- 5. “Need \$100.00 per month times years committed.” (One year at \$100.00 per month is 23.08 per week.)
- 6. Explain – This commitment would make you “Their home missionary”.
  - a.) Here you must show them the blessings your ministry is making to congregations, large and (especially) the small and struggling.
- 7. “Small portion of funds raised”
  - a.) Their support will be greatly appreciated, and will be a small portion of funds raised. Every bit helps.
- 8. “Need to know – Tonight before leaving tomorrow”
- 9. Be straight with them – “Hungry – Please Help us!”
- 10. “Keep Attitude Right = Either way- come away right”
  - a.) Will send monthly report to all supporters/ helping congregations.
  - b.) Yearly financial report sent.
  - c.) Your missionary

# UNITY

1. “The TUD worker must have a family UNITED behind him.
  - a.) They must be brought into the full discussion (from the start).
  - b.) Be alert (to family needs)
  - c.) Informed and supportive”
  
2. “Trade off with family”
  - a.) Let family decide where to live.
  - b.) Spend more time at home with family.
  
3. “No other work – for one year”
  - a.) Concentrate on this.
  
4. Have a “feeling of mission – purpose”
  - a.) One directional thinking/ feeling.
  
5. Develop your “feeling of devotion”
  
6. “Commitment – meet once a year (all TUD workers) to help and encourage and share.

# *How to build your meeting schedule*

1. “Large map of USA – mark all cities where you know some one – some congregation.

Extra: The following is an idea that dad used and taught me... Get a notebook and number pages. Draw full page calendars for one year in front of book. Table of contents #1-whatever. Section at the end for phone numbers and addresses. All other pages can be used for things that need to be done/ problems that need addressed. When finished working this book, it will be valuable item for information.

2. “List all preachers-elders etc... addresses/ phone numbers.

a.) “Where the Saints Meet”

3. “Begin an accurate mailing list – Zip Codes”

4. “List all congregations where you have preached and worked/meetings/local work/VBS/Camps/Seminars/etc...”

5. “List preachers/ congregations that you know, (whether they know you or not).”

6. “Brotherhood papers – Periodicals – good source for names/addresses. Preacher schools.”
  - a.) The idea is to get contacts and follow up, and set up appointments and or let them know what you are doing.
  - b.) Remember, everyone knows someone... get referrals.
7. “At all meetings – meet – greet – solicit (elders/preachers/members)”
8. Re-book meetings – 2 to 3 years away

Extra: Dad always was ready for cancellations. Things happen. Be ready to call and fill the spot.

9. Pray fervently
10. Never miss an opportunity
11. Make calls at airports (yellow pages/ congregations)... **GET APPOINTMENT CONTACTS.**

The obvious point is, prospect all the time.

# TUD Schedule Book - IMPORTANT

This cannot be over emphasized... I referred to it on the last page, that was for any important project you might have.. eg. moving. This book will capture your TUD work.

1. “Review all materials” that you need to put in this book. This is for important things directly connected to your TUD ministry.
2. “GET A NOTHING BOOK” – Thick
3. “Keep one record (set) SAFE!!!”
4. “In DV (Lord willing) Book:
  - a.) Records
  - b.) 10 Commandments
  - c.) Support congregations and addresses etc...
  - d.) Special addresses
  - e.) Publication addresses
  - f.) Reward to finder if book is lost
  - g.) Monthly (calendar) dates
  - h.) Yearly running totals of increases of contributions.
  - i.) Special index of cities/ appointments

j.) Make a pocket for your pictures needed for advertisements

5. This book should hold “10 years of records”

6. “Updates”

7. Pay attention to and “protect covers” of book.

8. “Pertinent information re: your family”

9. “Index”

10. “Any other items you desire”

Note: Don't forget the Blue Ridge Encampment as a possibility for speaking at and attending to meet and greet... and grow spiritually... Good time for family.

# *TUD Scheduled Weekend Format*

Friday: Lesson dealing with “Attitudes”

\* Advantage of 7PM = more time.

Out by 8:30 PM sharp. (Be sure and alert leadership on time needs).

Saturday AM:

10:00 – 12:00 Noon – Workshop

(Can be on Soul Winning or Home or Leadership or Church Growth etc...)

Saturday PM:

7:00 or 7:30 (optional)

(This meeting can be open ended or out at 8:30-9:00. Check with leadership.)

Sunday AM Class: (Fourth Grade to Adults)

“How to handle your parents”

Sunday AM Assembly:

“Special on Giving” (This is long lesson and must alert leadership on what will happen/ Use cards)

Sunday PM Assembly:

“Give your best Lesson”

\* Farewell

Sunday PM Meet with Elders/Leadership

\* See notes on “Special Elders meeting”

Note: The time for this meeting is optional.

Can be afternoon Sunday, or after PM services. Dad’s additional note: Have this meeting “prior to evening service”.

This is wise, since it gives time for rest, and is before the evening service.

# *TUD - TEACHING MATERIAL TO BE PRESENTED*

## *Your Decision - Your Ministry*

1. “Teach – DON’T LECTURE/ FINGER POINT/ PREACH”
  - A.) Dad is saying, relate to people all thru your lesson
  
2. Materials –
  - A. Pick your best 25 lessons / re-work them make better
  - B. Select 12 from these
  
3. Natural Attrition-
  - A. Some lessons just don’t ‘have it’.
  - B. Re-evaluate each lesson, and weed out the poor/ineffective
  - C. Remember: First year is tough
  
4. Lessons that worked:
  - A. Attitudes
  - B. Home
  - C. Evangelism
  - D. Church Growth
  - E. Sex (Get dad’s book if need to)

- F. Prayer
- G. Leadership
- H. God
- I. Vision
- J. Joy
- K. Grace

5. Selection Presentation:

- A. Entirely up to speaker

6. Giving Lesson – Center piece/ Common to us all/ Prime purpose

- A. Memorize – Line – Thought – Illustrations
- B. ‘Evolutionize’ – Personalize this lesson.  
Make it yours.

# *TUD Problem of Timing*

1. “Critical – Personal choice on when to begin your ministry.”
2. “Preparations – 6 months to one year”
3. “No Rush”
4. “Make NO BIG MOVES at the same time”  
A.) Ie. Take your time. One decision/’move’ at a time. eg. House/ Congregation etc...
5. “Advertising – Timing must be right” (See section on “Advertising”)
6. “Target Date – Start”
7. “Watch out for leaks” (Can’t look for leaks in a sink by looking at the top... look closely. (ie Expect there will be some problems). Deal with them.
8. Trust Elders/ Leadership

# *TUD - Special Elders Meeting*

1. Always meet with Elders or Leadership
2. Meet before or after Sunday PM service.
3. Have Packet ready to Show and Leave
  - A. Make up your own which will best present your mission and ministry. Don't be cheap. Make it attractive.
4. Review Cards – Results
  - A. Have it clear to present
  - B. Figures ready – so you are working in afternoon Sunday getting this ready.
  - C. eg. 82 members – 81% participated - \$386.00 per week increase in contribution – 32% increase = yearly budget of \$20,072.00
  - D. Tell elders:
    - i.) This is great...
    - ii.) Must believe your members will do what they say.
5. (Instruction re:) Following week after your TUD:
  - A. “During week, have audit- look – post – adjust your budget – announce the great news.”
  - B. “Victory service – special lesson”

C. “Elders speak and praise congregation”

6. “Appeal for support and help in your work.”

7. “Gather materials and leave” meeting –

A. “Let elders make decision alone”

# *TUD - Your Responsibility*

1. “Decision – Yes / No / Wait” to begin your ministry
2. “IN – ALL THE WAY – (no part timers)”
3. “Each one paddle his own canoe”
  - A. “Each tub sits on its own bottom”
  - B. Yet there is fellowship in TUD – “Fellows in same ship”
4. “Be honest with one another when get together.”
5. “Message – Burden”
  - A. The TUD ministry is one which has great blessings and rewards. Yet at the same time it has its burdens. For you, for your family. Count the cost before beginning... Never look back.
6. “To step out – Resign – Step all the way out”

# *TUD - Final Thoughts*

It is my hope that this has been helpful. This was dad's 'baby', and he did very well at it. He was not alone... Others have joined him in this ministry. These may be found on this web site.

The purpose of this section has been and is, to help any who are interested in this ministry as a special way to bless and help the churches of Christ.

God bless your efforts...

Jack Exum Jr.