



Need help “Convincing Your Boss”? *We’re here for you ;-)*

Why choose Focus Missions?

Focus Missions is the leading trip management software in the faith and non profit space. It allows you to make your trip process paperless, raise and manage participant funding, educate and track participant trip departure requirements, and we often integrate with your organization’s database systems.

The Administrative Heart of Focus Missions

We desired to create a platform that can function with all facets of the missional trip environment. From direct integration with management systems for IT, to partnering with merchant services to aid your finance team, to creating an a dedicated tool for your missions department... We believe in “best of breed” and having your trip management live in harmony with your organization’s ecosystem is our goal.

We can't afford a trip management tool...

We at Focus Missions believe that our trip management tool should come at no cost to your organization. As we have created a participant portal, education and requirements path, and a location for your participants to raise, track, and managed their funds, this should come at a cost. With the average trip running for 5 months prior to departure (5x\$20 = \$100 total trip management cost), your organization may consider having your participants raise an additional \$5-\$10, which will cover the cost of this platform. Focus Missions in turn saves admin time, increases the time in which it takes to gather participant information, therefore allowing you to book travel and resources sooner. All in all, Focus Missions will help save your organization time and money with your current process.

How do I engage other departments?

“Hey everybody... Our children, youth, men’s and women’s ministries can all be managed starting at \$20 per month per event. We can now make our processes paperless (via Docusign) and receive funds online!”

- We often find Focus Missions being used outside traditional international missions trip environments. We have seen Focus Missions being used for VBS, Youth Lock-Ins, Men’s Retreats, etc. The advantage of Focus Missions in these use cases allows for you

to make any process paperless, track parent/guardian information, and gather funds with due date engagement reminders.

How do I engage my finance team?

“Hello Mr./Mrs. Finance director, I found a way to streamline our trip funding process. When someone donates online to our trip or a participant going on that trip (via their dedicated social funding page), Focus Missions records it all for us both!”

- The addition of Focus Missions to your process will create an increase in online giving via your participants personal fundraising pages. Within Focus Missions, all those online transactions will be recorded and have audit capabilities. As of *August 2018*, you are able to use 4 merchant services within FM to allow the transaction of online payments/donations. Those 4 merchants are...
 - Pushpay
 - Website: <https://info.echurchgiving.com/lp-demo-partner-focus-missions.html>
 - Phone: 1 (425) 939 8514
 - Ardent Payment Solutions (*Preferred Vendor - 2.19% + .25 per transaction or match*)
 - Website: <http://www.ardentpaymentsolutions.com>
 - Phone: 877.505.3260
 - Email: bcollman@ardentpaymentsolutions.com
 - Authorize.net
 - Website: <http://www.authorize.net>
 - Phone: 866.682.4131
 - Bluepay
 - Website: https://onlineapp.bluepay.com/interfaces/create_form/shortapp/8035e6e8
 - Phone: 844.593.5258
- We totally understand the efforts associated with adding an additional merchant and the reconcile process associated.
- As a business process, we believe adding an additional merchant actually makes the process *easier*. This merchant account would allow for quicker reconciles and understanding of transaction history, as there would be a dedicated account to compare to Focus Missions data and transaction data.
- This merchant would not be used with the regularity of a weekly merchant. The only payments that would be processed on the Focus Missions merchant side would be for those donating to an individual's trip or the trip balance as a whole. That being said, the average # of payments we see processes per trip averages around 50 transactions.
- With Focus Missions, the integration of your ChMS, and your merchant reports, our goal is to make this process as efficient as possible.

Can we use our current merchant, and simply use Focus Missions for trip management only?

- Yes. You are welcome to use your current merchant services and use Focus Missions as a standalone trip management tool. This would give you access to all the management functionality other than social fund raising. Payments and donations would be manually added to FM, and each transaction would have to be recorded manually in your database.
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How do I engage my IT team?

“Hello Mr./Mrs. IT director, I found a way to streamline our trip management process. From application, to funding, to gathering participants assets for departure, Focus Missions makes our trips paperless, and will likely integrate with our church management system.”

Currently Focus Missions directly integrates with 3 church management portals.

- ThinkMinistry - Ministry Platform
- Church Community Builder
- Fellowship One
- *Planning Center Online* (Coming Soon)*

What does the integration with our database do?

Integration from the above management systems allows Focus Missions to write transaction data into your system.

- Adding and/or syncing contacts to database and correlating contribution credit
 - Syncing of events from FM to database
 - Recording of merchant activities
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We don't use any of these databases... Can we still use Focus Missions?

- Yes. Focus Missions can operate as a standalone database and trip management tool. You may export your trip and participant information in a large excel (.csv) file and if your management tool has a file uploader, map those field to your database to update.
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Why not choose a competing platform?

Focus Missions' methodology is to hone your organization's trip strategy and allow Focus Missions to execute, engage, and **create responsibility for your participants**. Other applications are seemingly tools for a "trip leader" that require them to execute the process. Focus Missions is a tool your "trip leader" sets up, and your participants engage, fundraise, and follow the strategic path set before them.

Additionally, Focus Missions has made efforts to partner with leading database management systems to host crucial integrations that benefit each department of your organization.