



# The coming of God's kingdom in healthcare through partnership



**H**ealthcare  
**C**hristian  
**F**ellowship  
**I**nternational

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**[www.hcfi.info](http://www.hcfi.info)**

# Introduction

- 1997 - HCFI decision to actively **network** and seek Kingdom **partnerships** with like-minded ministries
- 2000 - HCFI / ICMDA / NCFI / PRIME decide to explore
- 2004: PRIME: non-formal networking
- 2004/5 - HCFI + ICMDA: networking partners
- 2007 – HCFI and IHS: networking partners
- 2008 - NCFI Board positive
- 2009 – Call2All networking: Compassion track

# Overview

- Biblical Basis
- Big Picture - Vision
- Process and Principles
- Roadblocks
- Next Step

# A Biblical Basis for Networking and Partnership

- **God's Character: He Lives In Community**  
*Gen 1:26, 3:22, 11:7; Job 1:6-12; Dan 10:15-11:1*
- **The Gospel: Restored Relationships** *Gen 3:1 – 4:15; Luke 10:25-28*
- **The Gospel: Fellowship Not Exclusion** *2 Peter 3:9; Luke 5:31, Acts 15:8-9, 1 John 1:7*
- **Body of Christ: Complementary Roles** *John 4:35-38; Ro 12 - I Cor 12 - Eph 4:1-16*
- **Credibility Of Our Witness** *John 17:20-23*

# Satan's Strategy:

## No Networking and No Partnerships

This is important for all ministries:

- Vision/Mission
- Resources
- History
- Emphasis
- Organizational culture

# BUT

- By keeping the Body divided, ***Satan wins the day – by default***
- Why? Resulting loss of Synergy, Credibility, Blessing, Impact

# Some important questions

- Do you want to see God's Kingdom come in healthcare and bring transformation?
- Do you believe that this impact on healthcare could significantly speed up the completion of the Great Commission?
- Is it possible for your ministry to transform healthcare globally all on your own?
- Would your impact be greater if you collaborated with other ministries?



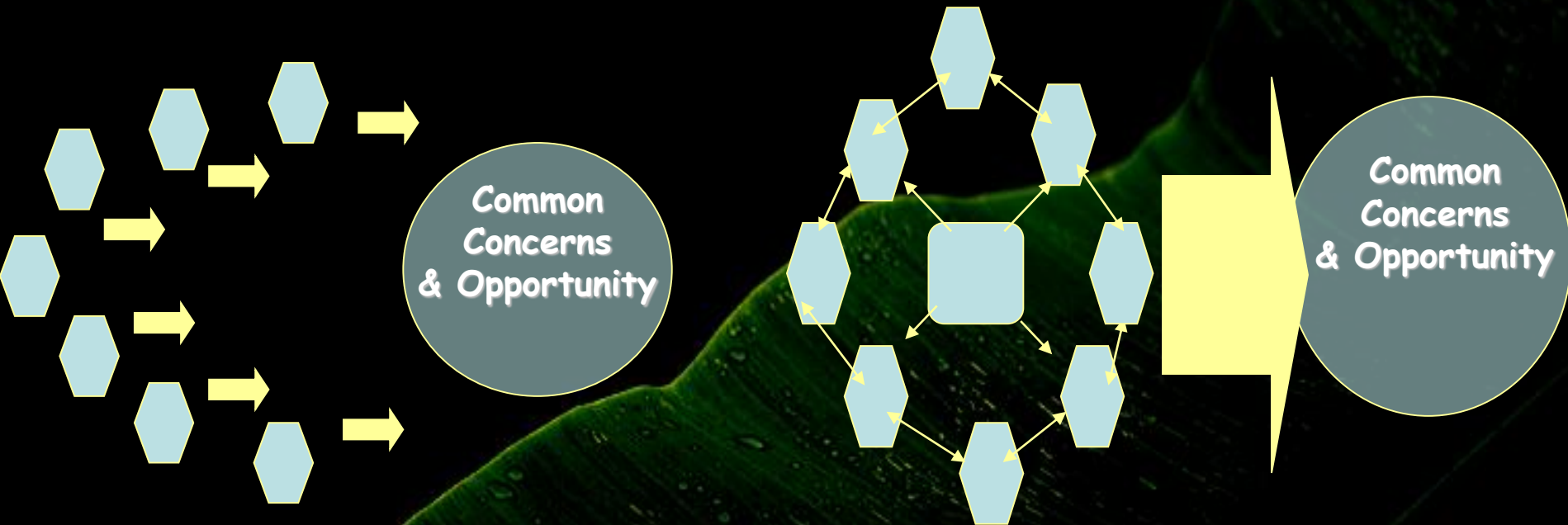
# Forces of Natural Allegiance



**Concerns, beliefs, values & dreams *held in common* drive all community, e.g. coalitions, alliances, partnerships & networks**



# The Partnership Vision



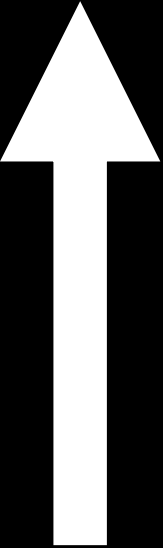
## Old Way

Ministries not partnering  
but hoping to successfully  
reach the same goal

## Partnership Way

Ministries retaining individual  
identity but linked in a common  
vision and empowered by a  
facilitator or facilitation team

# Partnership Formation Process

- 
- More/longer-term outcomes
  - Wider ownership/increasing objectives

## Maturation

- Positive outcomes → confidence built
- Initial limited/positive objectives

## Operation

## Formation? GO or NO-GO

- Identify facilitator or team
- Develop consensus on big vision
- Identify needs/opportunities
- Identify potential partners

## Exploration (Needs Time!)



**Networking**

# 7 Principles of Effective Partnerships

- 1. Build trust relationships**
- 2. Use facilitators**
- 3. Joint goals exceed own capacity**
- 4. Goals subdivided into achievable steps**
- 5. Process-oriented and event-driven**
- 6. Partners have clear identities and vision**
- 7. Partners focus on what they have in common**

# Building / Damaging Lasting Trust

- Shared vision
- Shared values
  - Mutuality
- Competence
  - Reliability
- Faithfulness
  - Parity
  - Generosity
- Good communication
- Clashing visions
- Differing values
- Protectionism
- Sloppiness
- Breaking promises
- Back-stabbing
- Power struggles
- Blood-sucker mindset
- Hidden agenda

# PARTNERSHIP BUILDING BLOCKS OF TRUST

Consensus on responsibilities/  
timetable/communications

Consensus on action options/priorities

Potential solutions to main challenge?

What are primary roadblocks to breakthroughs?

What's the historical context/the current situation?

What's the challenge/concern that brings us together?

Who are you?/What do you do?/What's your vision/motivation?

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# Achievable Objectives

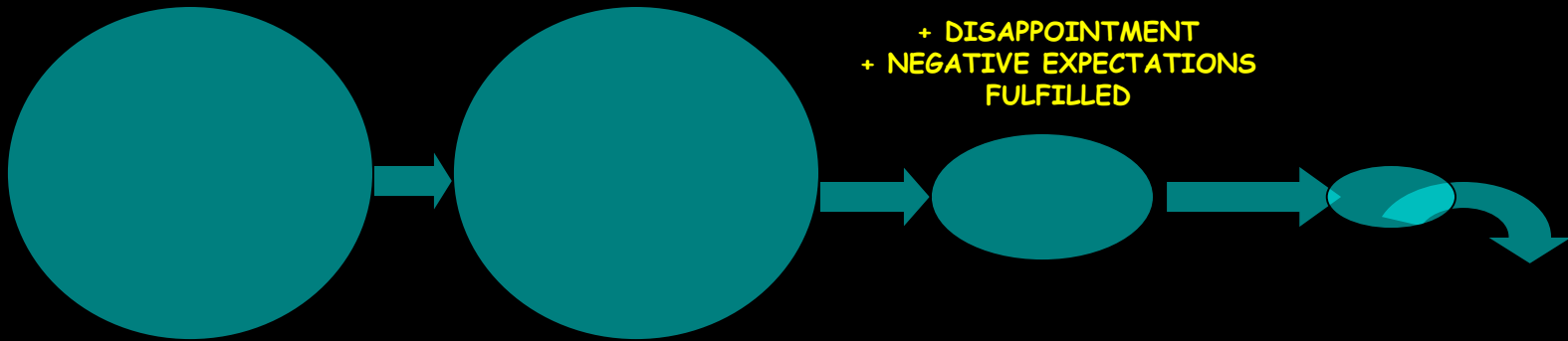
**MODEL 1:  
BIG VISION**

**BIG PLAN**

**LIMITED  
OUTCOMES**

**DECLINING  
HOPE/VISION**

+ DISAPPOINTMENT  
+ NEGATIVE EXPECTATIONS  
FULFILLED



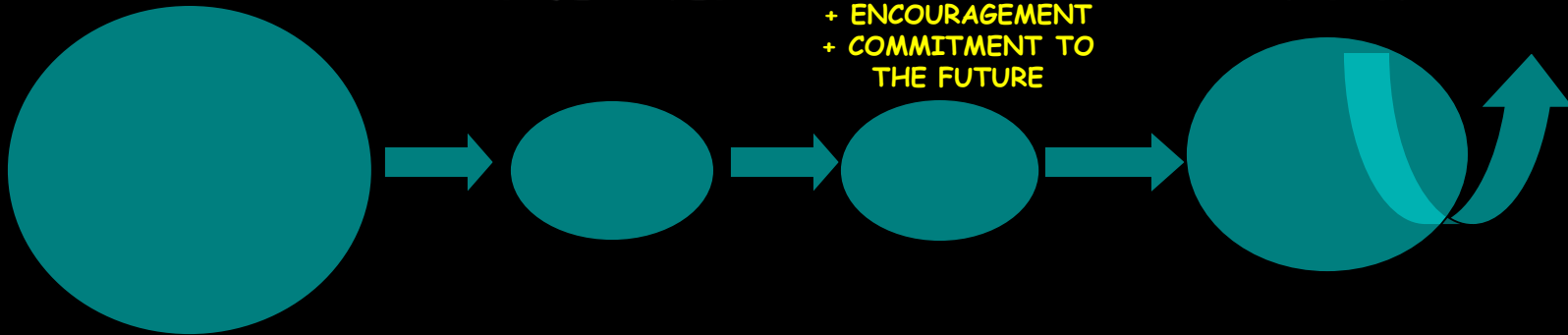
**MODEL 2:  
BIG VISION**

**LIMITED/  
ACHIEVABLE  
OBJECTIVES**

**FULFILLING  
OUTCOMES**

**RISING HOPE/  
EXPANDED  
VISION**

+ AFFIRMATION  
+ ENCOURAGEMENT  
+ COMMITMENT TO  
THE FUTURE





# Roadblocks

- **It's not our idea – never did it this way before**
- **Real or perceived theological differences**
- **Organizational or leadership pride**
- **Focus on structure rather than on vision**
- **Unwillingness to share success**
- **Fear of what our constituency will think**
- **Fear we will “compromise” our values**
- **Can't see the value to our vision/mission**
- **Broken relationships / lack of trust**

# What Will It Cost Us

- **Openness**: With one another; we do it together rather than each on its own
- **Time**: To build / maintain relationships (trust)
- **Resources**: Time, energy, money, commitment
- **Vulnerability**: Disclose strengths and weaknesses, join hands to accomplish more
- **Risk**: Reduced control, dependence upon others, possible security questions

# Networking

- Hope for Europe HfE
- European Evangelical Alliance
- European Evangelical Missionary Alliance
- Call2All: Compassion track
- International Saline Partnership: CMF UK, HCFI, ICMDA, IHS, UMO

# (Potential) Partners

- Agape International / CCC
- HCFI
- ICMDA
- IHS
- IFES
- Navigators
- NCFI
- PRIME
- UMO
- **National partner organizations**

*"...My Prayer is not for them alone.*

*I pray also for those who will believe in Me  
through their message,*

*that all of them may be one, Father,  
just as You are in Me and I am in You.*

*May they also be in Us  
so that the world may believe  
that You have sent Me.*

*I have given them the glory that You gave Me,  
that they may be one as We are one."*

John 17: 20-22

# 10 Partnership Possibilities

1. **International Saline 1, 2, 3, 4**
2. **Hope II in Budapest 9-13 May 2011**
3. **Healthcare Sunday**
4. **Conference synergy**
5. **Global Prayer Summits**
6. **Student ministry**
7. **Regional Prayer Retreats**
8. **Disaster Relief Work**
9. **Leadership Training and Development**
10. **Medical mission service**



# International Saline Partnership

- A joint vision
- Prayer: for each other, for partnership projects and for the people participating
- Investment in warm and positive relationships
- Endorsement of the activities of each other's organizations to outside people or organizations
- The work of the national organizations involved with our partners
- The goal of building a growing partnership
- The measurement and assessment of partnership activities

# Group Discussions

1. In my context, who are our (potential) partners? National? International?
  2. What hinders networking and partnership in our context?
  3. How can we overcome these barriers?
  4. How can we facilitate others into medical mission service?
- **Group secretary to give plenary feedback**

# Potential partners

- Navigators: discipling small groups; mentoring; military origins
- CCC: student work on campus – evangelism and discipleship; various branches – family, Jesus Film, school ministry, etc; global thinkers; namestan
- IFES: students being witnesses; graduate part → some CMF's came about this way; conflict of interest in pioneering situations
- Students for Christ
- Churches/denominations: larger scale and on local church level
- Older doctors within same organization

# Medical missions

# To explore

- CCC and Saline