

POSTINGS

articles for missions mobilizers



November 2022 | Vol. 17 | Issue 11

7 Ways to Engage in Marketplace Missions

A grid to help your workers choose their pathway

Interest in global marketplace roles pursued for Kingdom benefit has multiplied in recent years. In many of the neediest countries of the world, employment has become a necessity to gain residence. More than that, pursuing work in a professional capacity or launching a business is an effective avenue for life-on-life spiritual impact. Marketplace jobs also often provide a way to live out Christian compassion and/or expand local employment opportunities while providing income for the worker on location.

For all of these reasons, marketplace roles are highly attractive to many Christians who are passionate about missions, especially younger generations. However, the options can be

confusing, and church missions leaders often feel inadequately prepared to assist marketplace workers find a global context that matches their gifts.

This month's *Postings* lays out a grid to help explain the various options for marketplace involvement along with some of the advantages and challenges of each. For comparison, we also have included the traditional missionary model.

Attempting to define categories always runs the danger of oversimplification. Yet we hope this chart will help you and potential global marketplace workers begin to consider the type of opportunity that might be the best fit for them. We welcome your **feedback**.

MARKETPLACE MISSIONS PATHWAYS (next page)

DOWNLOAD A PDF OF MISSIONS PATHWAYS
(<https://tinyurl.com/marketplace-missions-pathways>)

SOME KEY RESOURCES ON MARKETPLACE GLOBAL ENGAGEMENT

RESOURCE	MODEL(S) ADDRESSED (SEE # ON CHART)
A New Kind of Missionary. <i>Postings</i> article by RB featuring stories of the impact of those engaging in the business consultant/mentor model	#1
BAM Stories. A business-as-missions podcast hosted by Mike Baer, founder of Third Path Initiative; other types of resources on this site as well	#2
Faith Driven Entrepreneur. A network of marketplace people living for Kingdom purposes; resources to expand faith/business-life integration prior to and throughout marketplace engagement	#2
Scatter by Andrew Scott. Addresses the unique gifting of God's children that fits them for marketplace engagement and what it means to scatter on purpose	#3-4
Making Disciples through Our Vocations. Global Missions Podcast #109 by Dale Losch and his colleague from Crossworld	#2-6
The Marketplace by Larry E. McCrary. Explores how the sending church, the marketplace worker, and a missionary team should collaborate for high impact missions	#2-6
Missions Disrupted by Larry W. Sharp. A new book that overviews marketplace opportunity and presents stories of those pursuing it	ALL MODELS

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MARKETPLACE MISSIONS PATHWAYS PG 1

TYPE OF MINISTRY	1. Business Mentor/ Consultant	2. Resident Business Creator/ Entrepreneur	3. Employee of Int'l Company on Overseas Assignment	4. Employee of In-Country Business/ Org./NGO	5. Self-Employed Individual	6. Missionary with Marketplace Job as Primary Ministry	7. Missionary with Marketplace Job to Gain Residency	Traditional Missionary (for comparison, not marketplace model)
EXAMPLES	• Consultant/ Mentor for Western business creators (category 2, right) • Consultant/ Mentor for nationals launching businesses	• Launching or acquiring a business such as: - Coffee shop - Travel services - Manufacturing business	• Mid-level management assignment • Oil company engineer • Accountant • Medical personnel	• Administrator/ Teacher in int'l school • NGO community development trainer • Nurse educator	• Consultant • IT professional • Communications or marketing professional (Usually serving clients in the West)	• Export business representative • Computer skills trainer • Tourism services staff	• ESL teacher or tutor • Nanny • Sports coach	• Church planter • Pastoral trainer • Youth worker
HOW FINANCED	• Self-funded, short-term trips	• Self-funded; often requires raising substantial capital before launch or acquisition	• Salary provided by employer	• Salary provided by employer	• Income depends on work generated by individual	• Most income comes from raised support sometimes supplemented by job salary	• Almost all income comes from raised support	• All income from raised support from donors
ADVANTAGES	• Utilizes the expertise and experience of a wide diversity of Christian business-people without requiring relocation • Face-to-face consulting can be augmented via the internet • Experts can be enlisted whose expertise specifically matches what is needed	• Utilizes previous marketplace passion, skills, expertise • If/When successful, creates much-needed jobs and products/services for locals • Natural context for life-on-life impact on employees and other business-people	• Stable, often generous income • Natural contact with locals who work in, or interact with, the company	• Opportunities are numerous in some very needy areas of the world such as the Gulf • International schools are booming and hiring administrators and teachers	• Self-employment provides total control over schedule • Stable income if individual has developed a solid client base	• Not dependent on job to provide full income • Integration into a local missionary/ national team • Provides agency's services and their usually extensive experience and support	• Requires less time so worker can build schedule around ministry activities • Stable income coming from raised support not dependent on job • Provides agency's services and their usually extensive experience and support	• Facilitates flexible, full-time focus on outreach and ministry • Does not require marketplace expertise

MARKETPLACE MISSIONS PATHWAYS PG 2

TYPE OF MINISTRY	1. Business Mentor/ Consultant	2. Resident Business Creator/ Entrepreneur	3. Employee of Int'l Company on Overseas Assignment	4. Employee of In-Country Business/ Org./NGO	5. Self-Employed Individual	6. Missionary with Marketplace Job as Primary Ministry	7. Missionary with Marketplace Job to Gain Residency	Traditional Missionary (for comparison, not marketplace model)
CHALLENGES	Consultants who have little or no understanding of the culture can inadvertently provide poor advice	- Doing business in the Majority World is far more difficult than in the West - Chances of success low if entrepreneur lacks business experience in own culture - Very time intensive leaving limited time for high-impact relationships - Red tape and cultural barriers such as corruption often make success and income-generation difficult	- Job often comes with very high time demands that leave minimal time for developing high-impact relationships - Easy to live in an int'l community "bubble" distanced from local life	- Majority of available jobs tend to be clustered in limited sectors such as medicine and higher education - Difficult for Westerners to get work permits in many countries - Salaries are often low	- Depending on location, time difference from clients may require meetings in middle of the night - Only fits certain professions - Variable income subject to factors outside the worker's control	- Potential time conflicts between job demands and local team and mission agency expectations and activities; home assignment expectations may also conflict with job. - Agency requirements are sometimes considered excessive by marketplace workers	- Viewed by some as "business faking" if pursued only to acquire visa - Missionary may not have skills or passion for the employment platform - Jobs with minimum time demands may be hard to find - Authorities and locals may be suspicious of true purpose for residence in country	- Impossible to gain residence as a "missionary" in countries that are home to 2/3 of the world's population and the highest percentage of unreached - Missionaries may struggle to find natural ways to connect with community - Locals may assume other motives—proselyting, spying, etc
TRAINING, SUPPORTING OR SENDING ORGANIZATIONS	- Transformational SME - Ibec Ventures	- B4T - Open USA - BAM Global	- Scatter Global - Marketplace Impact	Teach Beyond facilitates teacher placement in int'l schools		Crossworld and Interserve specialize in this model		
		Global Intent equips and mentors workers in these areas		Many mission agencies facilitate all three of these models				