

Position Results Description

1. Position Title: **Income Generation Consultant**
2. Team Goal: equipping servant-leaders who can shepherd the community of Majority Background believers in Jordan and root them in the truths of the biblical faith. We want to see them humbly lead their people into a deeper knowledge of God. The goal will be to teach and learn in such a way that the truths of the faith are worked out in community.
3. Departmental Goal: To coach participants in ways that they can generate income for their living needs and ministry resources while still preserving time for ministry.
4. Accountable To: Ministry Initiative Leader(s)
5. Responsible For: Participants who are currently participating in the program. Other income generation consultants who join the team.
6. Date of Next Review: TBD
7. Major Goal of the Position: To coach participants in ways that they can generate income for their living needs and ministry resources for themselves and possibly others while still preserving time for ministry. To connect participants with existing resources that will help them reach this goal.
 - Desired: experience or training in market research, making business plans, executing business plans.

8. *Required level of Arabic: Advanced-Mid on the ACTFL scale or willing to work through an interpreter

Key Result Area #1: Gather information & network with groups already providing Income Generation Training, Micro-finance projects

This will have been satisfactory performed when:

- You ask for and rely on Divine power as you seek contacts and research what is already available.
- You investigate existing training opportunities (WRG), structures, and resources to support them in income generation.
- You write a document listing each existing training discovered and brief notes about the strengths and weaknesses of each one (no more than 2 - 3 bullet points for strengths / weaknesses).

Key Result Area #2: Recommending training / structures that are suitable for assisting participants in generating income

This will have been satisfactory performed when:

- You have written a list of recommended, existing training that specifies:
 - Why that training is suitable for our participants
 - Which type of participants are most suited for which particular opportunity
- (Or) you have written a brief report why none of the existing training/structures you examined are suitable for our participants.

Key Result Area #3: Coaching participants in market research / assessing their aptitudes

This will have been satisfactory performed when:

- You ask for and rely on Divine power as you search for local experts to partner with you in this key result area.
- You work with local experts to do market research to find gaps in products / services that are not currently provided, but would be readily purchased if available.
- You work with participants to assess their personal aptitudes, perhaps using career planning surveys, to see what kinds of work they are best suited to do.
- You work to match participants with training / support structures that help them develop their personal aptitudes so they can work in an area that currently has gaps in the market.

Key Result Area #4: Coaching participants in work ethic attitudes by studying the Word

This will have been satisfactory performed when:

- You and participants have read and discussed Biblical passages about “following through – doing what you said you would do,” arriving on time, doing quality work for the Glory of God

Key Result Area #5: Evaluating participants’ readiness to generate income for their living needs and ministry expenses

This will have been satisfactory performed when:

- You ask for and rely on Divine power as you develop evaluation method.
- You assess their growth in work ethic attitudes based on your observations of them in our training (& consulting with other trainers / Service Project Coordinator / Spiritual Formation Lab Coordinator) and other training they’ve taken / steps taken towards income generation.
- You assess whether they have made a workable plan for income generation and whether they have taken action on initial steps of that plan.
- You write a summary that notes areas you see growth, and areas that still need growth (2 – 3 bullet points under each) regarding each participant’s readiness to generate income.
- You meet with each participant to discuss the summary you’ve written and to pray with them over this summary.

Notes:

- The individual is welcome to arrive at overseas location without any Arabic skills. The **required level of Arabic** is the goal the person should achieve by the end of formal language study, before being released to work full time in this position.
- The individual serving in this role will need to explore options for him/her to obtain a residence permit in the overseas location. The M.I. does not currently have a platform that offers residence permits.
- This person serving in this role needs to be ready to develop a financial support team for his/her living allowance or find other work in country that offers financial compensation.