

# Setting Speaking Parameters: How to Say “Yes” to God Every Time

(by knowing when to say “No” to speaking invitations)

**1)** Parameter defined: “A parameter is one of the measurable factors that define a system and determine its behavior -- and are varied in an experiment.” Parameters are always “works in progress”. Establish them through prayer, cooperation with your husband, and wise counsel from mentors – and then hold them with an open hand---allowing God to override a parameter if He chooses.

**2)** We discussed the creation of a confirmation/speaking engagement form. This provides a win/win solution in situations where you are not sure the caller is legitimate or the engagement is a good idea for you. Here are some samples:

[http://www.terriclarkministries.org/\\_\\_\\_scheduling\\_info](http://www.terriclarkministries.org/___scheduling_info)

<http://www.kimbolton.com/booking.htm>

<http://www.speakers.com/contact.asp>

<http://www.saxton.com.au/default.asp?sc8=94&nc8=1>

<http://www.marnie.com/Conf.htm>

<http://www.jenniferswanson.com/bookevent.htm>

**3)** We discussed fees.

a) If asked, “How much do you charge?” please don’t say, “Whatever the Lord lays on your heart.” Possible answers include:

“I have a somewhat flexible fee plan. What did you pay for your speaker last time you hosted an event like this?”

Or

“I have a fee range that I usually charge, but I wonder, before we go further, -- Would you be willing to tell me what your group feels it can afford? If possible, I would really like to work within your budget.”

b) If a group cannot afford your fees, but they would really like to have you come, you might suggest that a few groups could co-sponsor to reduce each group’s part in the travel expenses. Another suggestion is to increase the ticket/retreat fee by \$1-3 per person to help cover your expenses.

c) If money doesn’t come up, bring it up either by having them fill out your event scheduling request form (as mentioned above) or with a phrase something like, “Oh, by the way, I’m sure my husband is going to ask about this, how much money were you budgeting for the speaker this year?” Be brave! Especially if the trip includes airfare and days away from home, it is important to know this.

d) Beginners speak for free. Unless you have a significant amount of experience, do not charge a set fee for your services. Even when you have experience, be careful! Professors have set fees; famous people have set fees; published authors have set fees; speakers for businesses have set fees; others should say, "My suggested fee is \_\_\_\_\_, but if that's too much, I can be flexible."

e) God told his disciples it was o.k. to have a set fee when doing His work. Luke 10:7 says, "... stay in that house, eating and drinking whatever they give you, for the worker deserves his wages." The fee He endorsed, in this situation, was food and lodging – whatever type was offered.

f) Most non-profits and churches have budgets. You could say, "What did you budget for a speaker for this event?" Some churches have never paid a speaker to date and don't plan to start now. Well, that's important to know – are you the speaker for them? Maybe, maybe not.

**4) Marnie's three-step response to speaking requests (prior to pinch hitting):**

a) Gather some basic information from the planner and tell her I would call her back within 24 hours.

b) Present the facts to husband for approval, rejection or recommendations.

c) Call the planner back with the results of our consultation and proceed until we reached a decision, aye or nay.

**When we say "Yes" to one thing,  
we automatically say "No" to something else.**