ABSTRACT

Research purposes: This study aims to determine the da'wah strategy applied by the Al-Fajar Berseri Foundation to people with mental rehabilitation or ODGJ (People with Mental Disorders) with the strategies applied to them so that it can also be applied to people with mental rehabilitation who are outside, or if it can be applied to other normal people. Research Methods: The method used in this research is using qualitative methods using purposive sampling data analysis techniques combined with the Miles & Huberman interaction analysis model with the theory of da'wah strategy proposed by Al-Bayanuni, namely by taking some samples from a large number of representatives of the population to explore further important information regarding the strategy of da'wah and coaching and mental recovery of people with mental disabilities into other normal people. Conclusion: In the results of this study, it was found that the strategy carried out by the Al-Fajar Bereri Foundation for people with mental rehabilitation, there were at least 2 stages, 1. At this stage, the chairman of the Al-Fajar Bereri Foundation, namely Marsan Susanto, gave water ruqyah, massage and massage and traditional ingredients. 2. And in the second stage this is done by the coaches by providing educational offerings such as the Koran, learning to pray, managing daily personality, sports, singing, etc. At this stage, the Chairperson of the Al-Fajar Bereri Foundation, namely Marsan Susanto, provides ruqyah water, massage and massage and traditional ingredients. 2. And in the second stage this is done by the coaches by providing educational offerings such as the Koran, learning to pray, managing daily personality, sports, singing, etc. At this stage, the Chairperson of the Al-Fajar Bereri Foundation, namely Marsan Susanto, provides ruqyah water, massage and massage and traditional ingredients. 2. And in the second stage this is done by the coaches by providing educational offerings such as the Koran, learning to pray, managing daily personality, sports, singing, etc.

Keywords: Strategy, Develop, Life Skill, Rehabilitation.
Physical perfection is a great gift given by God to His servants, but not a few people do not get that physical perfection, so we must be grateful for what God has given us because everything will be accounted for before God, as the Word of God:

"Because of hearing, sight and conscience, all of them will be held accountable." (QS. Surah Al-Isra: 36)

Many of our brothers and sisters are physically deficient, some of them are blind, deaf, physically disabled, mentally retarded, double disabled, etc. Among those who experience mental disorders due to several factors, both biological, psychological, and environmental, we rarely find people who are concerned about all of this, even among those who avoid and feel disgusted by their behavior in life, and there are even people who vilify, rebuked him and said he was a madman, it's really ironic to see this scene only certain people who want to change the mindset of these people.

This is where a person named Marsan Susanto appears whose profession is a coachman, he has a high sense of affection so he intends to treat the ODGJ (people with mental disorders) to foster and guide and preach to them to become normal people like many people, he established the Al-Fajar Foundation serially with the aim of treating people who are affected by mental disorders so that with Allah's permission they can recover like normal people.

The Al-Fajar Berseri Foundation is a Mental Disability Social Institution, under the guidance of the Bekasi District Social Service, established in 1992. The founder of the Al-Fajar Berseri Foundation is Marsan Susanto who previously was a coachman for a wagon train, he is a very responsible and caring person have a very high sense of compassion for others, after becoming a coachman, he focused on trying to treat, foster and preach people who are affected by mental disorders to become normal people like ordinary people, he is the one who directs and fosters all activities and needs at the Al-Fajar Berseri Rehabilitation Center, Bekasi.

In the past he worked with about 20 people and now there are around 430 people with mental rehabilitation, this is a very large number and with his staff can work together in this noble thing.

One of the advantages of this Foundation is that the caregivers at this Foundation volunteer and sacrifice their time and energy to treat people affected by mental disorders at this Foundation, they do not have a psychological or psychotherapeutic background when in fact these things such ones require medical personnel or medical assistance and require psychiatric nurses, but with a special approach to the patient so that with Allah’s permission they can be cured like normal people.
The builder of the Al-Fajar Berseri Foundation is Masran Susanto. He is not an expert in the field of psychology who knows clearly how a person's behavior, mental functions, so that the ins and outs of a person's nature can be known. Marsan does not have such a profession, but he tries his best with his capabilities in dealing with his patients.

The author chose the Al-Fajar Berseri Foundation as the place to be researched because there are many benefits that can be taken, such as patience in educating them, how they educate ODGJ wisely and can also be applied to normal Indonesian society, such as the approach that is so wise that it can be guided, interesting, funny, fun and touching, etc.

**METHOD**

The research methodology used in this research is a qualitative research method with a case study approach to obtain a lot of information, because the problems are related to humans who must depend on the observation of the research object. The data collection techniques used by the author in this study used data collection techniques, including the following:

**Observation**

Observation is the activity of recording a symptom/event with the help of tools/instruments to record/record it for scientific purposes or other purposes (Morris, 1973: 906).  

**Kinds of Observations**

Observations can be distinguished based on the level of control into two kinds, namely simple observations and systematic observations. Simple observation (simple observation) is an uncontrolled observation, which is a simple description of observation and hearing.

Researchers make observations of the symptoms and events as they occur in their natural conditions without carrying out any scientific control. This means that there is no prior preparation and without the use of sophisticated equipment for taking notes and taking photographs. Such observations are useful in research studies that aim to collect preliminary data on symptoms and events as a prelude to more in-depth and controlled research in the future.

The systematic observation (systematic observation) is a controlled scientific observation. It differs from simple observations in terms of being planned in advance, and from a high level of scientific control given to observations and observation equipment. In this systematic observation the

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setting (time and place) of observation is also limited, often in the observation mechanical equipment is used, such as tape recorders, cameras, and others. Systematic observation is different from observation: simple in that its purpose is to collect more in-depth data about the phenomena of the research topic that helps in formulating hypotheses or testing hypotheses, as opposed to simple observations which have the goal of collecting initial data in survey research (Garabiyah, 1981: 34).  

Data Collection Methods To collect data from the research sample. Done with a certain method according to the purpose. There are various methods that we are familiar with, including interviews, observations, questionnaires or questionnaires, and documentaries. The method chosen for each variable.  

Data analysis technique

According to Sugiyono (2017: 244) Data analysis is the process of systematically searching and compiling data obtained from interviews, field notes and documentation by organizing data into categories, breaking down into units, choosing which ones are important and what will be studied, and draw conclusions so that they are easily understood by themselves and others.  

Qualitative Analysis Process

In this analysis model, the writer uses an analytical model Miles and Huberman, where researchers are allowed to re-search new data in the field, or retrace all stored research evidence, if the data obtained are felt to be less stable as a basis for drawing conclusions using qualitative methods. Thus, as long as data analysis is carried out in a cyclical process, indirectly triangulation of data has been carried out for the benefit of drawing the final conclusions of the study. The three steps in the interactive analysis component are as follows.

Data reduction

The first component in qualitative data analysis is data reduction. In data reduction, researchers carry out a selection or selection process, focusing or focusing on all types of information that support research data obtained during the process of extracting data in the field. When data collection took place, data

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2 Emzir, Qualitative Research Methods for Data Analysis, (Depok: PT Rajagrapindo persada, 2018), Cet. VI, p. 38
3 W. Gulo, Research Methods, (Jakarta: PT Grasindo, 2010), Cet. VI, p. 115.
4 Zulkarnain, Analysis of Workload in the Department of Waste Management, (New Week: Faculty of Social and Political Sciences, University of Riau, 2019) p. 8
reduction was carried out by making brief notes about the contents of the data records obtained in the field.

So at this stage the author examines the object of research by using a tool in the form of a smartphone to get data or information from samples that the authors take from the many populations at the Al-Fajar Berseri Foundation. And it was found that most of the ODGJ in the Al-Fajar Berseri Foundation were caused by 3 factors. 1. Biological factors such as genetics, infection, head injury due to a fall, etc. 2. Psychological factors, namely due to trauma, neglect, difficulty mingling with other people, etc. 3. Environmental factors such as becausedivorce or death, broken family life, change of place of work or school. etc.

**Data Serving**

The second component in qualitative analysis is data presentation. Data presentation is a collection of information that gives researchers the possibility to draw conclusions and take action. This data presentation is an assembly of information organization, in the form of a complete description and narrative, which is compiled based on the main findings contained in the data reduction, and is presented using the researcher's logical and systematic language, so that it is easy to understand.

The presentation of data in qualitative research is generally delivered in the form of a narrative, which is equipped with matrices, pictures, graphs, networks, charts, tables, schematics, illustrations, and so on, so that the data presented for analysis preparation looks clearer, detailed, and stable, and easy to understand. This data presentation is arranged systematically, according to the core themes so that it is easy to understand the interaction between its parts in a complete context, not separated from one another.

So at this stage the researcher will present brief data from the conclusions of the reduction above by using tables to facilitate understanding.

<table>
<thead>
<tr>
<th>Research Topic</th>
<th>Miles and Huberman Model Data Analysis</th>
<th>Reduction</th>
<th>Data Serving</th>
</tr>
</thead>
<tbody>
<tr>
<td>Causes of mental disorders that are more experienced than ODGJ found at the Al-Fajar Berseri Foundation</td>
<td>Biological</td>
<td></td>
<td>Rehabilitated using special strategies in dealing with them</td>
</tr>
</tbody>
</table>
Withdrawal/Verification

Meaning is important in qualitative research. Researchers must try to find meaning based on data that has been dug carefully, completely, and deeply. How to draw conclusions to get the meaning of the events studied, needs to be considered carefully.

Drawing conclusions is an activity of interpreting the results of data analysis and interpretation. Drawing this conclusion is only one of the activities in the complete configuration. This is very different from drawing conclusions in quantitative research related to hypothesis testing. Conclusions need to be verified during the research so that they can be justified. The meanings that emerge from the data must always be tested for truth and suitability so that their validity is guaranteed. The verification process of the provisional conclusions can be done by repeating the research steps, namely by tracing all the research steps.  

After the authors carried out the reduction and data presentation stages, at this stage the authors provided verification of the conclusions described in the table above, that after obtaining the problems causing mental disorders experienced by ODGJ at the Al-Fajar Berseri Foundation, most of them were due to romance and there are also many other factors, and all of these causes must be rehabilitated with good treatment as well. So that after recovering from their disorder they will be declared cured and allowed to return to their relatives and mingle with their neighbors in their hometown.

RESULTS AND DISCUSSION

At this stage the author conducts research on the object under study using a purposive sample technique or a purposive sample, which is a type of sampling technique by taking the subject not based on strata, random or regional but based

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5Farida Nugrahani, Qualitative Research Methods, (Surakarta: Gunadarma University, 2014) P. 1
on certain goals. In this technique, the researcher takes a sample based on certain characteristics, traits or characteristics that are the main characteristics of the population, the researcher also takes a sample that really is the subject that contains the most characteristics found in the population.

In this technique, the researcher chooses randomly from the many samples or participants to be studied to explore any information that will be obtained, since the researcher came to the research object, the researcher took several samples from the many populations.

Of the various sampling techniques that have been prepared by scientists, including simple random sampling, systematic random sampling, stratified sampling, cluster sampling, purposive sampling, multistage sampling and probability proportional to size sampling, this time the researchers used a purposive sampling technique.

This purposive sampling technique is done by taking directly samples that meet the criteria. So the authors took solemn sources at the Al-Fajar Berseri Foundation to serve as samples, including: Mr. Syahrul Ramdoni and Mr. Ahmad Syarif.

Mr. Ahmad Syarif is one of the mentors of the ODGJ mentors that the author used as a sample to extract various information, and the author also took the sample of Mr. Syahrul Ramdoni as the secretary at the Foundation, namely by determining them as suitable sources for various information to be extracted. As for the information that the researchers dug up from these 2 sources by using the interview technique, because with this technique, they could get real information based on their experience who had been serving for years.

The researcher analyzed the object by interview by referring to the Miles & Huberman interaction analysis model, the researcher also used documentation as information data reinforcement, the researcher observed the object using documentation by taking some pictures and somedocumentation listed on the Foundation because this method is a method that is often used by researchers to explore the object of research based on the correct source.

**Da'wah Strategies and Forms of Life Skill Development Presented to ODGJ**

This strategy is based on the theory of da'wah strategy proposed by Al-Bayanuni, namely by taking the hearts of people with rehabilitation by giving advice or motivation that makes them forget the problems that cause them to be mentally disturbed. From the information data that the researcher got, which was based on the purposive sampling technique using interviews, at least there were two Stages in their formation and preaching so that they become healed like many normal people in our environment. Among the stages are as follows:

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The first stage

This was handed over to the general chairman, Mr. Marsan Susanto, who was the first person to pioneer the Foundation, Mr. Marsan Susanto treated them with several therapies including the following: Massage, Potions, Pray and Dhikr, etc. (incidental)

Below is a description of the rehabilitation program for ODGJ carried out by Mr. Marsan Susanto for his patients:

**massage massage**

This is useful for relaxing the muscles or providing comfort to the patient, as well as to find out if there are other medical ailments. Another purpose of massage is to make their muscles and blood circulation normal again due to their sometimes aggressive behavior that rages, tantrum.

**Potion**

Giving a special concoction of herbs that can relieve tension, make the patient calm, and also to relieve dependence on drugs given by the doctor. This concoction is made from spices made by Mr. Marsan Susanto himself, such as ginger, kencur rice, temulawak, and moringa leaves. Usually this potion is given to ODGJ every Wednesday and Thursday.

**Pray and meditate,**

With these two, to calm the heart and inner eye of an ODGJ, at this stage they are given water that has been read the prayers or verses of the Koran or what is commonly referred to in Islam, namely ruqyah water, when ODGJ patients are given the water, many of them feel calmness after drinking 2 glasses of water from the ruqyah water, this is based on research that was studied after they drank water from the 2 glasses.

**Addition**

Provide life motivations for them to continue to be enthusiastic in carrying out their lives, because indeed many of them feel mentally disturbed, some are caused by the environment, or family, the family's economy is reduced, even most of those who are affected by mental disorders are caused by love.

**Second stage**

At this stage, it is the stage that is handed over to all mentors to guide them from morning to night and under 24-hour guard, there are 8 mentors there in managing 10 dormitories, the number of clients who are fostered by volunteers / coaches are 451 clients, some of the coaches who take care of the ODGJ as many as 80 people there are also 60 people and so on.
At this stage their tutors teach them: sports, worship like prayer, read the Koran, learn English, sing, train themselves to become farmers by planting plants, make them mature, train patience, etc.

And in this second stage, which requires a long process for every ODGJ client, this process is evaluated every 3 months, whether there is progress from each client or not, and this is where it is found that some have recovered or recovered from their disorders, some have not even had one. for years they have not been able to find their identity. 

**Al-Fajar Yayasan Foundation Social Rehabilitation Materials**

The following is a table of social rehabilitation that is applied or taught to persons with mental rehabilitation.

### Mental And Physical Guidance

This guidance is a guidance that becomes a daily program that is carried out, they are given various motivations to wake their subconscious so that they are mentally awakened, a value rehabilitation program which is an important role also to treat them to become normal people like others, here they are also taught to eat regularly, Monday ceremonies, sports and so on.

### Social Guidance

In the second stage this was carried out in the hall of the Al-Fajar Berseri Foundation where at this stage they were to watch together a film about the motivations that shape their personality, then they were also instructed to discuss what was taught in the motivational film, besides that they are taught in but this is to understand the morals and personality of them and other patients.

### Religious Guidance

In this activity they are guided with materials related to religion, in this activity they are taught the Koran, prayer movements, lectures with the aim that they get to know the creator, namely Allah subhanahu wa ta'ala then after that they can perform worship properly.

### Resocialization Guidance

At this stage they will be measured based on their recovery rate to find out whether they are fit to be able to mingle or return with their families and local communities, this activity they will try to mingle with the community such as community service, cleaning water ditches, etc. If they are able to blend in with

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the community, it is a sign that they have developed so that they are allowed to 
go home and socialize with the community in their home environment.

1. Advanced Guidance

In this follow-up guidance is given to those who have fully recovered from 
their mental disorders, which aims to establish themselves that they have 
recovered with such a long rehabilitation process.

Based on the research findings in the form of interviews and 
documentation which will then be discussed in accordance with the theory and 
logic of the researcher. With the aim of being more detailed and unraveling 
regarding the achievement of the Al-Fajar Berseri Foundation’s goals in handling 
and developing the life skills of people with mental rehabilitation at the 
Foundation.

Organized Foundation Management

One of the successes of the Al-Fajar Berseri Foundation in developing 
the life skills of people with mental rehabilitation is because of the good 
management of the Foundation, the organization carried out by the Foundation 
is neatly organized and runs according to the path of the vision and mission 
objectives, one form of success is that many people with ODGJ recover there so 
that they live their lives as normal people should.

The buildings and the facilities available there are neatly arranged with 
good and neat management, so that when anyone wants to enter there they do 
not hesitate because of their fear of the ODGJ. The security guards who have a 
solemn spirit there take care of people with mental rehabilitation 24 hours non-
stop even though they get allowances that are just enough to support their daily 
lives.

All organizational systems in the Foundation are running well until the 
vision and mission goals set out in the Foundation are achieved.

Effective Human Resources Empowerment

Empowerment is a concept that describes how an organization is able to 
optimize human resources according to their abilities and capacities, 
empowerment is creation and education, so that everyone in an institution or 
organization has the ability and opportunity to perform with quality, be creative 
and innovate.

The term empowerment is a word from the English term Empowerment, 
the basic word of this term is the verb empower, which basically means "to give
the ability or capacity to do something”. The root word for this verb is the noun power, which means the basis "ability or capacity to do something”.

Empowerment of existing resources at the Al-Fajar Berseri Foundation here is carried out as much as possible in its management so that the programs arranged at the Foundation run effectively.

The organization of empowering existing resources at the Al-Fajar Berseri Foundation so that there are no deficiencies experienced even though there is only a little help from the government, this all also has several principles in its implementation according to the researcher, namely:

1. Awareness of Volunteers and all those who serve in it
2. develop to provide education and life skill development for ODGJ which is carried out continuously based on their respective awareness.
3. Their trust in Allah, Rabbul Alamin, will make their principles stronger

Glory to Allah

It is not in the minds of the volunteers and all the people who serve there but one of them is wanting to get glory in the sight of Allah, it is not materialistic like money they want to get from anyone even from the government, they hope in Allah so that they can get the glory because they have served ODGJ so that they can be treated and healed like other human beings.

There must have been a lot of objections from the volunteers there, because serving people with ODGJ is harder than serving normal people, even though they are often bothered with open defecation, so they clean it up, etc. But they remained patient and steadfast in educating them. So it is because of the glory with Allah that they hope.

Motivation

As humans who live life in this world will certainly not be separated from various problems, every problem will continue to arise when someone wants to do something it comes unpredictable and sometimes comes in various forms which sometimes makes life more difficult. So this is where we need motivation like the wheel of life that continues to spin endlessly, sometimes it is felt that every problem we face is so heavy and makes our minds that the problem will not pass.

Many of the motivations according to the researcher were summarized in interviews when observing and meeting with ODGJ from someone who had been taken as a sample.

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Hereafter saving motivation, The implementation of the vision and mission at this Foundation is also due to their motivation, the volunteers and people in it who are frugal. The Foundation hopes for savings in the afterlife from Allah subhanahu wa ta’ala, every thing they teach, every thing they guide, rather than people with disabilities, mental disabilities that they believe that they will get the afterlife savings in the form of rewards, even more so when they ODGJ recover from their illness they apply what is taught by their coaches then this is where the afterlife savings will be for the coaches even though they have left the world, this is one of the motivations that keeps them involved in the world of education for ODGJs.

A little wealth or a little allowance from what the Foundation gave them did not make their hearts weak and weak to educate the ODGJ, but their hearts were awakened to educate them and nurture them because of the compassion embedded in them, even though the Foundation had volunteered to the government to get more allowances to manage the Foundation, but what they say is they get what they want only a little of what the government provides which is enough to be used for 3 months.

Learning motivation and Ibrab, There are many lessons and lessons that can be taken in nurturing ODGJs, including being able to train their patience, knowing the ins and outs that cause them to become abnormal people, knowing how to educate and foster them, knowing how to treat them so that they become normal people like ordinary people who are in other environments, also they can get lessons and ibrah from what normal people have to do so that they stay alert in the causes of insanity disorders.

The motivation for realizing the vision and mission of the Foundation, the realization of the vision and mission of the Al-Fajar Berseri Foundation makes volunteers and people who are involved in fostering ODGJ motivated to keep moving and istiqomah in educating and fostering them and preaching to them as well so that they become people expected by their families and neighbors so that they do not become people who are alienated again and they become people who can blend in with society like they are, because they definitely know the benefits they will get when the vision and mission of the Foundation is realized, namely that they will get infinite rewards from the Divine Rabbil 'Alamin.

CONCLUSION
After the researchers analyzed the problem using a purposive sampling technique with the Miles & Huberman interactive analysis model and the Qualitative method, the researchers got various important information, the authors can conclude that the da’wah strategy carried out by Mr. Marsan Susanto and the volunteers is by using a heart approach that is in accordance with the Strategy da’wah put forward by Al-Bayanuni, the taking of the hearts of the ODGJ makes it easier for the coaches there to foster and preach to the right, namely by
implementing several strategies or the methods designed for their rehabilitation, such as by giving them prayer (air ruqyah), traditional herbs, massage, and dhikr, and the steps carried out by the coaches for all ODGJ by implementing the daily activities that the authors have written in the chapters previously.

It is through this strategy or method that the Al-Fajar Foundation has succeeded in educating and fostering as well as preaching them so that they become people who are wanted by their families and their environment so that they can return to their hometowns, and get the feedback or replies they get in times of need. educate and nurture and preach them.

The rest is seen from the method applied in fostering the ODGJ at the Foundation, the application produces determination, perseverance, patience and fortitude, in a coach and the people who are there. And it can also be taken advantage of how to deal with people who are mentally eroded and possibly can be applied to ordinary people.
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