

Reaching Visitors More Effectively

Acts 1:8 *"But ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judaea, and in Samaria, and unto the uttermost part of the earth."*

Matthew 28:18 *"And Jesus came and spake unto them, saying, All power is given unto me in heaven and in earth. Go ye therefore, and teach all nations, baptizing them in the name of the Father, and of the Son, and of the Holy Ghost."*

Luke 19:10 *"For the son of man is come to seek and to save that which was lost."*

We are witnesses who are to go with a desire to be a friend to sinners and reach them with the Gospel of Jesus Christ.

Soul-winning is better caught than taught. As leaders in our church, we must be aware that if we are going to teach and influence others in this area, we must do it ourselves.

VISIT WITH A GOAL

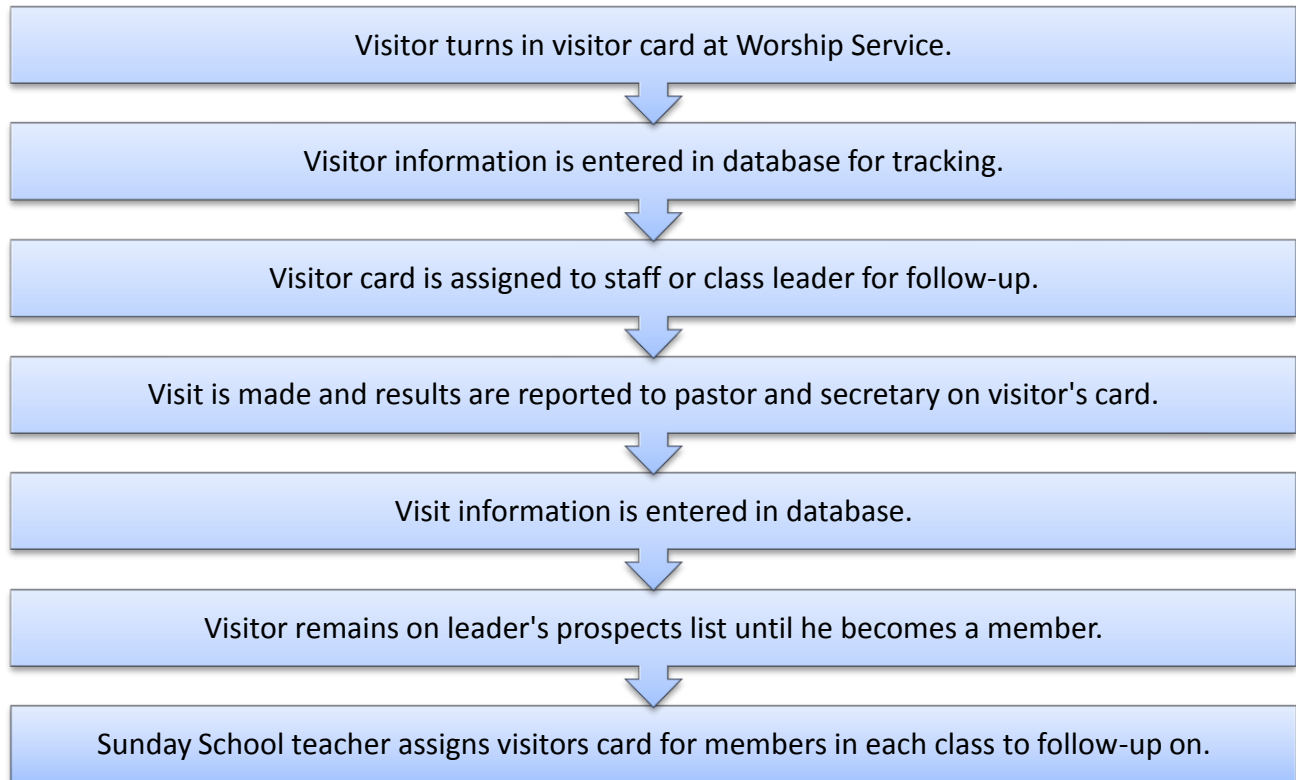
As we visit people that have had contact with our church, we must have a _____¹ and _____². If there is no goal, no purpose, no genuine concern for people, we have fallen so short of what God expects of us.

***Reaching people must not be about setting a record!
Reaching people must be about believing that God wants to do a work in
their lives and that God alone can change them.***

I. The Plan

Our plan is very simple. We have designed our follow-up program to take place through the Sunday School classes.

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II. The Personal Aspect

We often look at our big days as exciting. No doubt there is a lot of work that goes into these big days, but these days are not the end. These big days are like gifts—the best part of a big day is the guest cards that we receive. No big day is complete until we *follow through on follow-up*.

We know we should have a good plan, but a good plan is not the most _____³ part of follow-up. We have a computer system to track people, but computers do not build _____.⁴ These things can help, but they do not lead people to Christ or invite them to return.

There are a few elements that are essential if we are going to be more effective as we follow-up:

A. We must have _____.⁵

We are happy to use a good system and for a database that tracks people; but without leaders that are passionate about Christ and people that have come our way, we will have had a special day with no lasting results.

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Own your prospects!

Go after them. Care for them. Be passionate about reaching people for Christ.

Luke 24:32 *"Did not our heart burn within us?"*

We must be _____⁶ about what we do as a church. We must be passionate in the areas that we serve.

Our attitude should not be, "We have to serve." It should be, "We get to serve!"

B. We must be _____.⁷

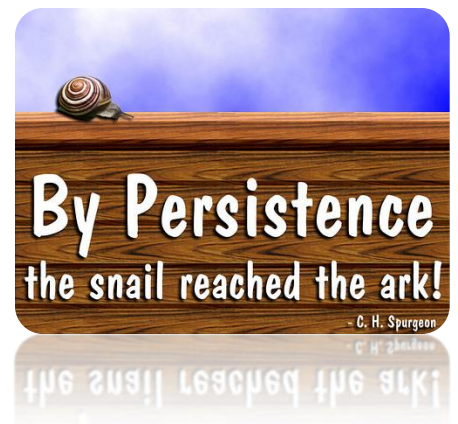
_____⁸ will take us on our first visit. Passion will write the note or make the phone call.

_____⁹ will lead us back for the third and fourth visit. Persistence will keep them on our radar.

Persistence is what got the snail to the ark, and it is what will get our prospects into the church.

We have to love people like Jesus. His love is not fickle; it is passionate as well as persistent.

Do not make the visit, return the address and map, and go on your merry way. Truly follow through on follow-up.



C. We must _____.¹⁰

This may sound cliché, but we must realize that this piece is rarer than systems and programs.

We must include prayer in our follow-up if we hope to work in the _____¹¹ of God. Prayer does what our labour cannot. Prayer touches the heart of God and touches the hearts of guests. Prayer always keeps our heart toward the needs of those we have met along the way.

Make a prayer list out of the prospects you are following up on and keep them there until they unite with the church.

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Prayer will help us care for these prospects as we ought. Prayer will give us the right attitude towards our prospects.

III. The Practical Aspect

- A. Take time to _____¹² the follow-up card.

Get to know as much as you can about the person you are visiting.

- B. Take time to _____¹³ for the person you are about to visit.

- C. Know the _____¹⁴ you are going to ask.

Located on the back of the card:

Are they saved?

Have they been baptized?

Are they looking for a home church?

Are they interested in CBC?

How did they hear about CBC?

Do they have a family?

If yes, ask for their names?

Is this a good person to follow-up on?

Is there a spiritual interest for the things of God?

- D. Record only the information necessary for the next follow-up visit.

If the person talks about all their problems and what they are dealing with, please **do not** put that information on the card. If there is information that does not benefit the person following up, don't record it.

- E. Take it upon yourself to get to _____¹⁵ the person.

Make this visit personal, not a duty. Befriend the person you are visiting.

Luke 19:7 *"And when they saw it, they all murmured, saying, That he was gone to be guest with a man that is a sinner."*

Luke 7:34 *"The Son of man is come eating and drinking; and ye say, Behold a gluttonous man, and a winebibber, a friend of sinners!"*

- F. If they seem to _____¹⁶ up, ask them about their job, their family, and/or their activities.

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G. Always invite them to our church services—express excitement about seeing them in church.

H. Invite them out for lunch or to your home.

I. Seek a _____.¹⁷

“Can I save you a seat in class on Sunday?”

J. Always be _____¹⁸ no matter to outcome.



Answer Key:

- 1) goal
- 2) purpose
- 3) important
- 4) churches
- 5) passion
- 6) passionate
- 7) persistent
- 8) passion
- 9) persistence
- 10) pray
- 11) power
- 12) study
- 13) pray
- 14) questions
- 15) know
- 16) open
- 17) commitment
- 18) kind