
Journal

Journal (for recording evangelism info)

This evangelism resource is meant to be a journal for personal reflection and recording. The material I have put inside is designed as content to consider using as evangelism, "game plans." The resources within this document are here to help with incorporating evangelism strategies. This material I have put together will include soul-saving tips from successful Evangelists from around the United States. I'll share the names of said Evangelists and their sources from my collected data.

I'd encourage those who want to become well-versed in evangelism and who want to find "success patterns" to emulate the patterns and study the material I have placed in this document. I also encourage you to add your own thoughts, experiences, work, tips, methods, etc., as you do your work. This document file can be used as a journal and can be a useful sounding board for your thoughts. As time goes by, you can place your own "success patterns" to pass on to others. Let this journal be a way to learn. As you grow, share what you've learned with others. Feel free to delete, remove, edit, and add to this "evangelism strategy journal."

Journal content:

Future stratagems to look over/review (down the road) from growing church templates from my "Journal" book. Certain ideas we may want to implement later on when the foundation has been laid.

Section One:

The first success patterns I will show, came from my studies of the following content...

Resource: From the interview video series:

"Leading Others to Christ" by Dan Barker and Matt Maudlin

<https://leadingotherstochrist.org>

Note: I highly recommend this series. I encourage you to watch the videos for more info.

The material in this Journal, just touches the top of the iceberg from the videos that are from "Leading Others to Christ." There are other videos in this forum, I've not covered in this Journal, as well. The content I put together was made chiefly with learning curves I wanted to cover in doing outreach work. This video platform has new videos coming out and is the best forum I have found for my evangelism studies. It's worth checking out. :)

Shane Scott

How he gets Bible studies:

1. Shane, scans visitor cards and sends them via online email as well as by post on the church website to leaders/workgroups to share with church members. They write "thank you" (for visiting) cards. If the church gets a second visit, then Shane or others will say "Hey _____ I just want to thank you for coming to be with us, and I just want to let you know, if you have any questions I'd be happy to sit down and answer your questions. And I'd love to sit down and study sometimes."

Tips: When you meet someone at church, try to introduce that person to someone else as well. Help the contact create connections. Connections are important in helping to cement someone into a congregation.

Find hobbies or social groups to help with building relationships and connections, (with the outside world). As time progresses invite those connections/people to church or to a Bible study.

Shane also tries to incorporate the college people into teaching. He tries to get all of them into teaching (some form of age group) in the classes at church. He believes a church that invests in its members will retain those that are invested in. People are more inclined to invest in the church in energy, emotion, time, commitment, when they feel valued and appreciated. Being used (in and outside of service) in spiritual roles, helps with generating loyal feelings and beliefs. Using people is the best way to get someone invested, whether it is in using a new convert, a new member, or college student, etc.

Hospitality shown to individual members, as well as to others through doing group meetings in people's homes and through potlucks....can also help people get to know each other, (especially in large congregations).

This is important. Building emotional connections is foundational in getting long term congregational retention and loyalty. Building connections (and getting people invested in church work), can help to keep saints committed at a local church. Doing these things also helps to retain new converts and to keep them from falling away. This should also, be accompanied with regular grounding Bible classes, (for the new convert).

Resources:

Shane Scott is the Preacher at the Valrico church of Christ, Valrico, FL

Website link <https://www.valricococ.org>

His interview video from "Leading others to Christ" is at

<https://leadingotherstochrist.org/interview-with-shane-scott>

Benjamin Lee

Great evangelism ideas from evangelist:

1. Five-minute rule (look around and talk to visitors first, before talking to anyone else. Do this for the first few minutes). Can use this time to invite people to Bible studies. This church has gotten a lot of Bible studies from people coming to visit.

How to ask people for a Bible study? The preacher (Benjamin Lee) used a training workbook he wrote to equip members in the church, on how to greet visitors and invite them for Bible studies. The workbook is called *"It's not rocket science. Simple ways to reach the lost."* He taught this workbook to the church where he is at.

The book is at "spiritbuilding.com."

How Benjamin Lee trains people to meet visitors?

A. Greet, say hello, smile, ask name, give your name, socially talk with them. Be loving...

"Treat people as you would want to be treated."

Treat them as you would want to be treated as a traveling visitor.

B. Sit with visitors during service. Nothing worse than having a visitor sit alone on an empty pew.

C. Walk with visitors when they are moving toward/away from the building and (warmly) talk with them.

D. Simply invite (after socially interacting with) them to a study, with words like "would you like to have a study?"

2. Benjamin also does "Meet up" Bible studies through the social media site www.meetup.com. I keep hearing about evangelists doing this format. Benjamin meets at places like Panera Bread. Benjamin says this is a great place to interact with "the community and nearby university."

3. Benjamin made invitation cards to encourage members to use, (inside and outside of the church). During service, he also make it a point to get the visitor's cards. This is important for follow through.

4. This preacher also has apartment Bible studies at a church member's place. The neighbors are encouraged to come to ask spiritual questions. The event is called "put the preacher on the hot seat."

5. Benjamin also does marketing online in Google ads to promote the church and to get visitors.

6. His goal is to get the church members to ask themselves, this question, "do I care about reaching the lost?" Benjamin focuses on finding ways to get members to foster the right attitudes. He does this to create the right climate for evangelism. How does Benjamin do this?

A. He teaches evangelism materials regularly. It is part of the overall Bible study themes that are mentioned in the class curriculum. Teaching evangelism once a year is not regular, nor is it regular to touch on this theme every 6 months. It needs to be a frequent topic that is shared with the church. Of course, this is not the only thing taught nor is it taught nonstop. But this theme is regularly rotated (with other Bible topics). This needs to be done in the classes to equip and reinforce the need for outreach.

B. Benjamin leads by showing/sharing examples/stories in the church of those who are doing evangelism. He highlights what is being done at the congregation by the leadership/preacher, saints, etc.

C. During a sermon, Bible class, workshop, Benjamin asks the church members questions to make them think about their responsibility and personal roles in doing evangelism. And the importance of the need for evangelism work.

7. At the church where Benjamin goes to, he and the leaders set goals for members to talk to/invite 5 people to church every month. Benjamin trains the members and gives them the resources to help them do this.

Resources:

Benjamin Lee is the Preacher at West Main church of Christ, Lewisville, TX

Website link <https://westmainchurchofchrist.org>

His interview video from “Leading others to Christ” is at

<https://leadingotherstochrist.org/interview-with-benjamin-lee>

Ethan Longhenry

How to set up a study:

- A. Those who are visiting, Ethan invites out to lunch. This helps to build rapport and get a feel for the visitors, in how to approach them for a study.
- B. Ethan likes to invite visitors to a study with group or a close nit one on one study.
- C. He focuses on getting the church/himself to build relationships with new converts. This helps to build bonds with members of the church. This has the added effect of increasing the retention rate of new converts.
- D. Ethan has grounding/new convert classes. Baptism is just the beginning of working/studying with them. There must be consistent follow through.
- E. His goal is to hit the coal while it is hot. Involve them, use them in spiritual activities, Bible studies, church work, leadership roles. If you don’t use them and take advantage of the new babe in Christ, their zeal can dim and even die if not supported and encouraged.

Resources:

Ethan Longhenry is the preacher at Venice church of Christ – Los Angeles, CA

Website link <https://venicechurchofchrist.org>

His interview video from “Leading others to Christ” is at

<https://leadingotherstochrist.org/interview-with-ethan-longhenry>

Max Dawson

How to create an evangelism culture in the church he's at:

1. Max uses terms when speaking to the congregation. Terms like "Evangelism is in our DNA." Such terms serve as social modifiers to change certain perspectives and actions. These words help to instill in the local body a sense of meaning and purpose. Such terms also help to create (when spoken regularly to people) in faith and certainty, "self-fulfilling" prophecies. Evangelism needs to be taught and motivating words need to be used often.

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Example sermon article (from Joseph Sullivan) on this topic:

People are beautiful, not in the way of lust, desire, or attraction. But males and females, boys, and girls, young and old, are beautiful, for this simple reason...God loves them, (Romans 5:8). And if He loved them enough to give His Son, (John 3:16). Then they are pretty precious. And what is tenderly treasured by the Father and deeply valued should also be cherished by His children.

When it comes to salvation, remember it's the truth that brings the lost to Jesus, and it's the truth that holds the new infant, in fellowship with the Father. Yet love is foundational in joining them to a spiritual family of believers. The Apostles, John (3 John 4) and Paul (1 Timothy 1:2) *call new converts their children*. Obviously, we are all sons and daughters of God, but in this inspired text, we see that... those who were taught and those who did the teaching (can and should) have a bond that feels paternal.

Do parents give up on their children or undermine them? Do fathers or mothers look out for their own interests first or their sons and daughters? Spiritually speaking we need to look out for the spiritual welfare of new infants and do what parents do for their children. We need to mentor them, (spiritually speaking).

We need to help them grow up in salvation, through the Word, the milk of the Lord, as newborn babies, (1 Peter 2:2). And not let them stay stagnate in a weakened state of infancy through a lack of training and teaching, (Hebrews 5:11-14). The relationship is paternal. Paul called Titus, (Titus 1:4), and Timothy (1 Timothy 1:2) *his sons*. He worked with them and taught these young men. Paul wrote these letters to these young men to mentor them in the Lord's will, as leaders.

So, we should look at new members of the faith as people we can help raise up from infancy to spiritual adulthood. As you help them grow, remember evangelism does not stop at the baptism experience, that is where it begins. Before and after the conversion process, evangelism

requires mentorship. It requires an investment of time and energy. As a father teaches a child how to act through inclusion, examinership, and verbal guidance, we too should nurture *God's spiritual children*.

As the scriptures say in 1 Thessalonians 2:7 "Instead, we were like young children among you. Just as a nursing mother cares for her children, & so we cared for you. Because we loved you so much, we were delighted to share with you not only the gospel of God but our lives as well."

Reproducing is our meaning and spiritual life purpose. We cannot find true fulfillment in Jesus till we do what we were put on earth to do. That of following this highest act of love, to save another, (Jude 23). That of meeting the greatest need the world has...that of **making the lost into God's children**. *Our spiritual biology and role as the saved is to save. We are here to reproduce through sharing the seed, the Word of truth. We are here to share our Father's message. We are here to bring about rebirth, through the "water and spirit,"(John 3:5).*

As 1 Peter 1:23;25 says, "*For you have been born again, not of perishable seed, but of imperishable, through the living and enduring word of God.* And this is the message we have preached to you."

God has placed within us, gifts. Too many die and have their talents buried with them, never used, never known. Yet if "you are a chosen people, a royal priesthood, a holy nation, God's special possession..." Then you are bought with Jesus' death for a purpose, how does this quote (above) end, in 1 Peter 2:9?"that you may declare the praises of him who called you out of darkness into his wonderful light."

We are chosen, royal, even a special nation unto ourselves, (like Israel of old - Deuteronomy 14:2) holy in God's eyes, we are His and possessed by our Father. WHY? WHY did God rescue us from the pit, draw us out of the darkness into the bright light of day? So that we can declare Him, share Him, and let people know about His glorious promises.

Can you imagine a carpenter who painstakingly creates a beautiful piece, something with a purpose, and hides it away? We were created for a purpose and God is not ashamed of us. He wants us to shine and to live full lives in sharing His Word. No one should go through life and never live their purpose. No one should have their talents buried with them in the dirt. If we are to embrace who we are meant to be, we must live the commission, (Matthew 28:18-20). The great mission, task, work, is the great commission God has for our lives.

A man and a woman find completeness in creating a physical family. In spiritual matters, we can only find completeness in creating a spiritual family. Both are centered around love, and both fill us up with purpose. Both require stewardship, work, time, and give emotional satisfaction. Both roles are God-ordained. And are mutually symbiotic in the emotional bonding that comes from being a mentor.

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2. Max encourages the church to do their God given purpose, that of sharing Jesus. He makes materials to help with that. Evangelism is mentorship. Max follows this Bible truth.
 - A. The church where Max goes to, has visitors every week. This happens in large part, because people are inviting others to services. They are inviting friends, family, the cashier at Publix, a waitress at a restaurant, etc. This is actively encouraged and taught as part of the evangelism cultural work at this congregation.
 - B. Max Dawson has made cards that he gives to the members at the church to give to the community. This card has on one side information about the church and on the other side it says "If you are ever looking for a church..."

Then Max has written on the card... 6 bullet points. –

1. "Where people really respect the Bible."
2. "Where kids are learning about the Bible."
3. "Where people love one another."

And other positive bullet point highlights that incentivize people to check out the congregation. After the card is shown, highlighting these points, then the invitation is given..."if you like these things, (on the card) I recommend the Dowlen church of Christ."

3. Inviting people Max says is critical. One lady at Walmart had 3 invites given to her she said to Max when visiting for worship...she said if I have so many people interested and inviting me to their church I got to go and check it out. Figured I need to go to Dowlen Rd. to see what it is all about. Max says you can share a card no matter where you are, "if you're out in the community at all, talking to people, no matter who it is, whether it is at the post office, Walmart, restaurant, no matter where you are....you can do this." They have literally distributed 1,000's of cards. Giving a card, Max says is what almost anyone can do.
4. Max demonstrates how to share cards at church. During services in detailing evangelism (when speaking to the congregation) he shares how to give an invite. Max says, "let me show you how easy it is to give an invite." Max steps down from the pulpit to one of the members and says..."My name is Max, I worship at the Dowlen Rd. church, I'd love for you to come by and visit." And then he gives that person a card. This church has gotten contacts and converts through this method.
5. Max says in matters of church evangelism, "everything rises and falls on church leadership. I know of 8 churches that have closed their doors and in every case that was due to leadership. They were not thinking ahead, (looking towards the future of their church) they were not doing evangelism, (to ensure that future). Evangelism must start at the top, with the leadership of the congregation. All our elders have done evangelism and are evangelistic." Max says a strong leadership helps saturate the churches culture with evangelism. Leaders do this through holding

up evangelism through...their voiced ideas, through their teaching and through their support and through their example in evangelism work.

6. Max shared a story "A young lady (with her family) moved to be with us from south Texas and asked, "why are you guys regularly (every 3-4 wks.) talking and demonstrating ways (invites, etc.) of doing evangelism? Why are you showing lessons on how to convert people? Why are you doing evangelism? Listen where I came from the preacher would preach a lesson every once in a while on evangelism, but we were told by the preacher, that evangelism is optional for Christians. It's not something you have to do." Once this Sister was taught what the Bible says on evangelism she became a hard worker for the Lord in sharing Jesus.
7. Max says as part of giving an invite to a person, Max teaches church members, that they can also, bring ups spiritual things in conversations with people, then given an invite. For example, if someone is at a barbecue with friends, a person can talk about a Bible study, that they were at and about the good points, (a helpful lesson or a caring/helpful teacher, etc.) A person can also talk about how God has blessed them at church, with couples/families that are their age...who help them and their kids spiritually...or about how great a sermon was in how it helped "my walk with the Lord." Max says to look for ways/opportunities of talking about Jesus or spiritual things in day to day conversations. Then as the conversation progresses to invite someone to experience what you told them about, by giving them a card.
8. AND THEN WHEN PEOPLE COME, YOU GOT TO MAKE THEM FEEL WELCOME, LOVED AND COMFORTABLE. "You may not get a second chance to welcome those people, if you don't do it right the first time." I personally have heard saints and preachers advocating "*the 5 minute rule.*" This is simply a regular reminder given to the congregation during announcements and at other times to talk to visitors first for at least a few minutes before chatting up ones friends at church. This reminder is given by saying, "remember the 5 minute rule." It is important to make people feel important and cared about. How many times have you traveled across the country, visited a church, and sat ignored while everyone else was hamming it up and socializing with their close friends and buddies? I've seen this and I know of others who have experienced this too. People should be talked to and better yet invited out to eat for hospitality. These activities show Christian love and interest. Such actions also help to build rapport and connections.
9. Max says when it comes to evangelism that church members "needs to see everyone as a potential convert. Don't try to qualify people, by saying things like, this person looks shabby or like a bum." Max says they have past drug dealers and people who have sinned in life...come to the Lord. He points out that...Jesus wants us to save the sinners. They are the ones who need the gospel. Don't say this person is living in sin, they are living in adultery, they drink, etc. they won't want the gospel. In the past 2 months, they have had 5 baptism, even during the Covid 19 epidemic. They converted sinners to the cross by sharing Jesus. **Kerry Keenan** has some good examples of viewing contacts in this way, as well. His video is worth watching.
<https://leadingtoherstochrist.org/interview-with-kerry-keenan>

10. What I have found in my church (University church of Christ) and this pattern at the Dowlen Rd church of Christ reflect that, is this....environments matter. At University people ask how my sick dad is all the time, how my parents are, (even though they don't attend this congregation). I get cards, texts, emails, and prayers. This in turn makes my feelings flow naturally to doing the same for the members at University. I'm not saying a person should not support others, even in hostile environments. I am saying when a church culture is caring, this fosters a natural response in others to reciprocate. When a church is evangelistic, it fosters a natural response to reciprocate in its members to do the same...etc.

11. Also, elder **Westley Pollard** is at the same church, (Dowlen Rd church of Christ). You can see his interview here. <https://leadingotherstochrist.org/interview-with-westley-pollard>

Resources:

Max Dawson is the Preacher at the Dowlen Road church of Christ, Beaumont, TX

Website link <http://www.dowlenroad.com>

His interview video from "Leading others to Christ" is at

<https://leadingotherstochrist.org/interview-with-max-dawson>

Andy Cantrell

Greeting visitors and Bible studies

Andy since he was in his teens, saw church members greet visitors with these slogan phrases like, "Hey nice to have you, glad you are here." "thanks for coming to visit us." Yet Andy noticed visitors from the community were not asked (in a warm/tactful/personal way) certain (conversation oriented) questions like, "How are you doing?" Andy says such a question conveys interest and should be followed up (after a contact gives feedback and a response) with further social interaction. A person should (tactfully, and warmly) give questions centered around asking them, "why are you here?" Then, "what are you looking for?" then, "what's your story?" then, "would you like to study the Bible?"

This format is ingenious. These questions are deeply connective and rapport building. They say, "I care about you," and "I want to know more about you," (in regard to spiritual things). Then in giving an invite to personally meet to study in connection to the personal (social) groundwork and foundation being done, it makes the invite more effective. Andy even in his teens, got Bible studies doing this approach.

When looking for a Bible lesson format as a teen, Andy Cantrell mentions doing [Ivan Stewart's "Open Bible series."](#) And saved souls through using this material. Andy now does evangelism workshops at the church he attends. He says training others in evangelism is important.

Luke Heard (is a young married man in his 20's). Luke has learned "Coffee shop evangelism" from Andy Cantrell. Luke goes to the [University church of Christ](#), where I attend. He let me interview him and pick

his brain on this method, (that was taught to him by Brother Andy). Here is the recorded [clip](#) if you want to listen.

Andy showed Luke how to do Coffee shop evangelism. The clip details this but I want to write this down as well. Andy has had success with doing this method. Luke said his Brother in Law, (who is also a preacher) has had success as well with using this outreach format.

Method:

1. Andy goes to the same coffee shop at the same time, 2-3 times a week.
2. He sits down at a table, gets out his Bible and opens it up.
3. Andy sits and (casually) looks at people coming in.
4. If they make eye contact with him, he'll smile. And wave to them. If they wave back, Andy will try to say something to them. Like "hi" "good morning," etc.
5. Usually, they are dismissive. But if they look at him, Andy thinks..."Alright I'm going to try to get this person to sit down."
6. The person can see Andy has a Bible and its open, so the individual knows Andy is studying the Bible.
7. If Andy gets interaction he will invite that person to sit down and offer to buy them coffee.
8. When it comes to money, Andy has a "kingdom fund" where he sets money aside every single month. Just for that specific service.
9. Andy has also developed connections with the staff and those who work at the coffee shop.

Andy says the key in doing evangelism is in genuinely caring about people, about their souls, their lives, what they're going through, about who they are as uniquely created men and women of the Creator. Saving a soul is not about trying to get a notch to put on the belt. It's not about trying to get people to "join our church." It's about helping people find Jesus. Evangelism is about letting people know you care. Having empathy towards others is a powerful tool in connecting with people and in getting them to emotionally invest in you and in what you're sharing.

Resources:

Andy Cantrell is the Preacher at the Northwest church of Christ, New Hope, MN

Website link www.nwcocmn.org

His interview video from "Leading others to Christ" is at <https://leadingotherstochrist.org/interview-with-andy-cantrell>

Please know you can just sit and have Bible studies. That is what BJ Sipe does and many others. This is just the way Andy does this form of work. Many evangelists do "**Coffee shop evangelism.**" This is done by doing Bible studies in public places. It can be at coffee shops, fast food, or dine-in restaurants. Here is an uplifting evangelism video from a young man named **BJ Sipe** on "Coffee shop evangelism." www.facebook.com/leadingotherstochrist/posts/475723354145848

Rick Billingsley

Learning curves and visitor program

Rick in beginning evangelism looked for evangelist to model himself after. He looked for ideas that had been successful to replicate. Which is brilliant. In any field, if a person wants success, they should look at those in that chosen field who are successful and to those who get results. After Rick learned successful methods, he went around the Country and helped others replicate positive results. Rick did this by holding Gospel Meeting Workshops on evangelism throughout the United States.

Rick says “mistakes are the best teacher. They help a person find patterns of success by trial and error.” When he teaches evangelism classes around the US, he highlights mistakes to avoid from his own experience. Rick also has a training program for his own local church to do. He believes in 2 Timothy 2:2 in matters of imparting spiritual truths on evangelism.

Rick has a “personal growth worksheet” for church members to sign. The sheet has members share, what they want to do in spiritual work (inside and outside of the church). As well as...*WHAT THEY WANT TO LEARN to do, so as to be able to do other duties of service down the road*. Like song leading, preaching, being a Sunday school teen teacher, conducting a Bible study, door knocking, etc. And from their Rick (or someone else) gives them a training class or some one on one support, (as a mentor) to help them...develop in the area they are wanting to serve God.

Rick says it's important to get members and *especially the new converts* into the church work immediately. He said that is what the elders do at the church where he's at. Rick says, wherever you are at, the elders will try to find a use for each member. This is important. Rick says people need to feel needed and wanted. Using these people lets them know you value them. I can relate to this, through the years of my life, I've seen this happen to others as well as to myself. Sadly, too often in the Lord's church, God's people are not always used. To many times it's the elders kids, or those in a certain clique, etc. who are given roles of service in the church. Too often all the leadership seems to focus on, and value is, “do they come Sunday morning and Sunday night?” Instead of asking this needed (introspective) question, “are we helping the saints grow and mature?”

Rick says the church where he is at has 5 groups, that have 5 deacons leading it. The deacons report to the elders on what happens in each group, (group activities, concerns, struggles, goals, etc.) These groups meet up at people's homes every second Sunday. Each group focuses on doing things to help the flock and to give service in His kingdom. The activities also help the saints in their spiritual development. Group activities can be focused on helping the saints who are physically sick or who are spiritual struggling. Such activities can include writing to those who need cards, coordinating visits, texting/emailing/calling people who need encouragement, making a meal, etc.

It is imperative to have the church members do hospitality. They need to be given teachings on this and be given training in this and be given assignments on reaching out to different folks. This fosters a sense of personal responsibility and accountability in doing this important work.

Most conversions have come from Rick's visitor program:

Details:

- A. Visitors are warmly greeted. And socially engaged.
- B. They have 4-5 greeters at the church building to greet people before/after service.
- C. The visitors are given a "visitor card" that's easy to fill out, that's attached on a clip board with pen. The clip board also has a very bright/warm "welcome" brochure. The visitor card is for getting information from the visitor, for future follow through.
- D. Once the visitors give the card back, the preacher gets a copy, the (deacons in charge) and the leaders get a copy. Also, the group in charge, (gets a copy). Those who are assigned to send a card, send out a "thank you" note/card during that week. It does not matter if the person is in the area or from out of town. They will be given a warm/personal/caring/thoughtful "thank you" card for visiting the church assembly for worship.
- E. The preacher also writes a personal "thank you" *letter* for coming to visit.
- F. And the preacher visits them that very same week with 1 of the members. Either that or 2 of the members will go out to visit them. The elders often times are involved with the visiting, the deacons are also involved in such work. The rule is to take 2 people. The saints who visit need to be friendly, warm, and social.
- G. The visits only happens after the "thank you" card/letter have been send. That helps to prepare the way. Again, the preacher sends a nice polished looking, well written letter to thank the contact for visiting and the saints also focus on sending out a "thank you," message. If the envelopes are sent out on a Monday, they wait to visit till Thursday or Friday.
- H. The "fill out card" for the visitor also has a *survey* attached on the clip board. This survey is important. The survey helps to get the contacts invested in the church and also helps the church improve in its interactions with visitors. This survey also encourages the visitors to fill out the cards contact information content. The survey card has 4 questions,
 1. What did you notice first (about the church)?
 2. What did you like the most (about the church)?
 3. What did you like the least (about the church)?
 4. Were we friendly?
- I. The questions are read the following Wednesday night, to the congregation. This helps to build accountability with the church and helps get them more invested in the process of visitor interaction. If the survey is positive it encourages them to do more, if it is negative, it incentivizes them to do better.
- J. The goal is to help the visitors feel wanted, needed, and appreciated and loved. Indifference hurts evangelism. Personal interest in the visitors helps with evangelism work.
- K. In 16 years of doing this, they only had 1 person upset "with us for visiting them." Visiting, says the preacher, goes very well. They visit the visitors that same week.
- L. They don't call ahead of time.
- M. The approach when visiting them, after giving a greeting...
 1. "By the way we really want to let you know how much we appreciate you visiting with us." Sincere signs of appreciation as well as given complements are important.

2. “By the way did you get that letter from me (or card from us) and did you get that little survey card?” *Answer*, “like yes we did.” Or the like. If they say they “have not signed survey” have extra survey cards with you...

3. If they have not filled out the survey, then the contacts are then asked “could you fill out the little survey card from us? We like to read them on Wednesday night to share with the congregation what you shared on the survey.” If they did fill out the survey, just mention, “we appreciate you doing that! We like to read them on Wednesday night to share with the congregation what you shared on the survey.” (This helps to engage them socially and lets them know they are valued. This also helps to get them emotionally invested) This is a great social opener and a way to start dialogue. DO this interaction with warmth. Train those who visit to say these types of phrases. As well as on how to come across, (personal, social, warm, friendly).

On the card, theirs a question “are you interested in a study.” If they sign “yes,” they will get a lesson send to them, (with the letter from the preacher) and that can be another topic to bring up, when with the contact while doing the visit.

For all visitors, when at church, this question is presented “if you have any Bible questions please let us know?”

Church members and the preacher try to invite the visitors out to eat. Also, the visitors are encouraged to join in potluck group meetings. Hospitality is a great way to build connections and helps to get contacts invested in the people and the church.

The church members also invite people to sit in on Meetup.com group Bible studies at a restaurant or at Barnes and Nobles, etc. This church has 4 Bible groups taking place each week, led by members that have 2-3 other members there to support the effort. Topics taught are on issues, like the historical Jesus, etc. The more the contacts attend the deeper one can delve into the essential fundamentals.

My personal note: one thing I keep seeing in “Leading others to Christ” are the successes from evangelists in different churches, who do something like this format. They interact with visitors and invite them to Bible studies. They grow their congregations through this method.

Another good example of such “visitor” work is **Kerry Keenan** he does something similar. See his video interview here. <https://leadingotherstochrist.org/interview-with-kerry-keenan>

Resources:

Rick Billingsley has solid gold material here...

He is the Preacher at the Walnut Street church of Christ – Cary, NC

Website link <https://www.peopleforjesus.org>

His interview video from “Leading others to Christ” is at

<https://leadingotherstochrist.org/interview-with-rick-billingsley>

Ricky Shanks

The power of love and hospitality

Personal note: Ricky is the reason I got into evangelism. He has taught gospel meetings centered around the themes of outreach. I was blessed to hear his first meeting at the Concord COC, in NC while in my teens. Ricky during that time had pre-teens and teenagers over to his house for Bible study and singing. He was also my councilor at FC Alabama Camp. I've learned a lot from him, Ricky was my first "mentor" in sharing evangelism insights and guidance. I've written this Blue (game plan) book as a personal workbook for use. Things I've known through the years, I'll probably leave out, since I'm looking for new content to incorporate in my evangelism strategies. The new things I have learned from Ricky, are the things, I'm going to apply...they are written below.

Points of evangelism work:

1. Ricky invites people who are visiting (the congregation after services) out to a meal or to a restaurant for hospitality. This is rarely done in the brotherhood or in the denominational world. Hospitality is powerful, it deeply impacts those who visit. This action also helps to build bonds and make the visitor more receptive towards an invite to a Bible study. This practice is great for connecting with new converts, new members who have moved into the area, as well as with the congregations various church members as a whole.
2. This is Ricky's stats. This is powerful: He says if the church members "have a new Christian over for a study with 12 families...If they get to 7 families, the new Christian has a 93% chance of remaining faithful." This is something worth putting into motion. And is worthy of pointing out.
3. If you're looking to do evangelism, I've not met someone who reflects the selfless, humble, caring spirit that Ricky Shanks has. He is a good person to learn from and pattern after in the example of attitude. Modern examples help us all, as we all seek to pattern ourselves into being more...like Jesus and His truth. Ricky helps to set a modern example of this NT concept in his attitude in daily life in the service to the lost.

When Ricky was doing a Gospel Meeting in Tampa, FL I saved the recordings. The lessons are chalk full of exceptional content. I have the audio files here if you want to download them and listen to the evangelism lessons Ricky taught. It is chalk full of data. Also, Ricky shared his [evangelism materials](#) at the gospel meeting. He said when I asked him back then, that I could share such material if it would glorify God. Full source credit of materials and audio resources goes to Ricky Shanks.

1 Lesson: [Building confidence and boldness.](#)

2 Lesson: [Reasons for ineffectiveness.](#)

3 Lesson: [Edify the new convert.](#)

4 Lesson: [Prayer.](#)

Resources:

Ricky Shanks is the Preacher at the Gainesville church of Christ Gainesville, GA

Website link <https://answersfromthebible.org>

His interview video from "Leading others to Christ" is at

<https://leadingotherstochrist.org/interview-with-ricky-shanks>

Gary Fisher

Door knocking

This evangelist works with young people and helps with FC college. Gary is also a fan of door knocking to set up Bible studies. His effective approach goes like this, when I knock on a door I say *"hi I'm Gary. And I'm talking to folks about reading the Bible."*

"Do you all get a chance to do that sort of thing?" Depending on how they respond, I say *"I'm a Christian and I'd like to sit down and read the Bible in their homes, and I am looking for people who have an interest in doing something like that."* Gary says, "I don't go up with anything in my hand. I like to go up with my wife or with a kid to make me more approachable and to let them know nothing is shady or something like that."

When his son (Kyle) was 15, and his younger daughter, was with Gary when he was doing a gospel meeting for a week in AL. Kyle (his son) got together (7) other teenagers to go out to do door knocking... to set up studies. These young people got 7 sign ups and did door knocking again another day and got 3 other studies set up. Gary had his son and daughter stay behind to do these studies they set up. They were trained by their father to do this simple method of going door knocking to get Bible studies...

Gary says he gets plenty of "no's" when doing door knocking but he will get "yes's." If someone says "no," then he just moves onto the next door. If a person keeps doing this they will get results. And even if one does not get a Bible study set up, when one gives an invite, conversations can be created, and seeds can be sow and planted for a later harvest.

Resources:

Gary Fisher is the Preacher at the Bargersville church of Christ, Bargersville, IN

Website link <https://www.bargersvillechristians.com>

His interview video from "Leading others to Christ" is at

<https://leadingotherstochrist.org/interview-with-gary-fisher>

Section Two:

The second source material came from the University church of Christ.

The interviews were done by the Evangelist Steve Patton

Church Address: 14314 Bruce B Downs Blvd, Tampa, FL 33613

Congregational Website <https://www.universitychurchofchrist.org>

Note: This church has their lessons, sermons and materials listed on their website. The link has excellent resources to check out. Some of the sources are shared below...

First interview - Don Bunting

Highlights from the interview:

- A. Don uses internet ads like “Google ads” to “invite people to have a Bible study.” He has a website where people go to when they click on the ad. This site is where he highlights this focus of evangelism. It details constructive ways of getting people to sign up at the site for Bible studies. See site here <https://nycbibleteacher.com/don-bunting>. This site can serve as a good template for replication. You can download PDF file of the site for study/application for your own site [here](#).

Don has brought many to the Lord through this method of work in serving Christ with the gospel. Number 1 question people ask when contacting Don Bunting through his ad is this... “does your church have Bible class,” or “what type of Bible classes, (inside/outside of church) do you have?” Let me stress I know of other preachers, who have had success with this method. It is extremely powerful.

It’s good to have out of church class groups set up and excellent congregational (for all ages) Bible classes set up for the times of meeting. It’s also good to know the topics and themes of both of these class formats. Know the positive points to share when people text/email or call to ask these questions.

- I keep hearing about evangelists using Meetup.com and Zoom (to invite others to online or offline) virtual Bible studies. Don Bunting is one such person doing this. These are effective methods.
- Don always says a friendly and loving church makes a difference. Visitors need to be made to feel welcome. Also, having the right attitude in the church makes a big difference. A congregation should be upbeat, happy, warm, social, caring. A cold, apathetic, sad, gloomy church hurts evangelism work. When visitors come in and see the good attitudes, this impacts

them positively, if they see the bad attitudes saturate a congregation, they won't be coming back.

- Don is doing what other cyber evangelists have done, that are also getting the same success. That being, they are running ads that invite people to a Bible study or they are doing Bible courses to lead to the same result. Two people I'll mention worth checking out is JP Flores and Clint De France. JP gets about a dozen studies a week, Clint around twenty studies a week. I studied up on Clint awhile back. I put the data I learned at this link [here](#). I also copied the website into a file, [here](#). JP Flores and Clint De France use Facebook ads, which are cheaper in cost and are more effective, in reaching more people. Google ads are better for targeting specific interests through keyword placement and thus are more effective for getting better follow through with ad clicks.
- **Another good example is Mike Wilson.** He runs social media ads to encourage people to visit the churches site that has a theme highlighting the importance of having a purpose filled life. The website encourages people to visit the church to learn more and to sign up for Bible studies to develop/learn how to have a purpose filled life in Christ. Mike/the church has been getting visitors and Bible studies/conversions through this method. See video <https://leadingotherstochrist.org/interview-with-mike-wilson>

Resources:

There is a lot more data recorded by the University church of Christ. See the churches material. Click on the Don's [PowerPoint](#) file to learn more about his methods of success.

You can also watch the interview video from the University church. This video is very in-depth and has more details on outreach. Class video https://www.youtube.com/watch?v=QcUq2W_FvUs

Don Bunting is the Preacher at the "Upper West Manhattan church of Christ."

Website link: <https://uwmchurchofchrist.org>

Main interview video <https://www.youtube.com/watch?v=mc2AuyDKclA&t=1s>

Second interview - Bill Sanchez

Highlights from the interview:

- Bill was saved through mentorship in his youth. Bill works with the youth at church through mentorship. Bill Sanchez teaches teenagers in Bible classes and has the boy students each prepare a lesson to teach. The teens invite their friends to hear them teach the Bible. This has a multi sided blessing, it firstly trains young men to be teachers, it helps to ground them further in the Word, it gets them more invested into Christ and His service, and it turns these young men into evangelists.
- Through this method, their friends have heard about Jesus. Such involvement with teens from the community is powerful. Bill focuses on teens in his outreach in other venues as well.
- **How to foster evangelism and serious-minded Bible students in the young In your middle school and high school and college-age classes?**

Have the students be assigned Bible themes to teach. Break the class up, into parts. You can have the males and females separated into two distinct groups. For each group, rotate each student to teach one of those classes, (according to their sex) for each (separate) class meeting.

Encourage and praise the student after giving a lesson and have students say what they liked about the lesson given. This will turn them into more serious Bible students, (leaders, evangelists, potential preachers) as well as cultivate in them an appetite to teach from the Bible. Encourage the students to invite their friends on the day they choose to teach.

To cultivate evangelism in these classes, when you rotate each student, have them all do an evangelism theme. The theme can be about ways of doing evangelism, what the Bible says about the lost, or the need for soul-saving, or what Jesus did in His earthly ministry in sharing the gospel, etc. The themes can be about baptism, Jesus' death on the cross, the importance of the Lord's Supper, the scripture on Bible authority, the importance of loving God, etc. Any Bible theme that can help ground the young teacher/the class, as well as the visitor, are good themes.

Again, praise the students after they give the lesson and ask the class to share what they liked about the lesson. This will foster an interest in evangelism and in talking about it. This process will get the students emotionally invested in evangelism work.

The next step (after some time has passed) is to invite your class to an evangelism event and to take them out to eat afterward as a reward for their efforts. Make the event fun and easy to do. They are just kids; the goal is to get them exposed to doing outreach work and to get them involved. Give them positive enforcements like praise and have a group bonding event afterward. Get them involved in church activities, like opening the doors for the people before

church, visiting the elderly saints, making communion bread, etc. Example: I would hold the door for folks and ask the young people to help. They felt valued by being included and this helped mold them.

Remember what I wrote before: Evangelism is mentorship. Every "Paul" needs a "Timothy," and "Silas." The role of the Christian is to teach others and train those taught to teach others. This is circler and should continue as a teaching process for the saints to ground, equip and mentor. As 2 Timothy 2:2, says, "And the things that thou hast heard of me among many witnesses, the same commit thou to faithful men, who shall be able to teach others also."

Special remarks: Bill has young people over to his home and teaches them to teach. He first goes over half of a Bible lesson book with someone then, he has them teach the other half. Bill trains the young people, and mentors them into teachers. Brother Sanchez has Bible classes at his house, where these young people teach Bible lessons as a Bible study group. These young men invite their friends to hear them teach. From this souls are saved.

Concerning this topic...let me share more on

Mentorship matters: thoughts on this theme (from Joseph Sullivan)

We need to engage in Mentorship: Make evangelism a part of the church. It should not rest alone on the shoulders of the paid preacher/elders/paid evangelist. Here is a key phrase to imprint on one's mind, "evangelism is mentorship." In evangelism find ways to mentor people into teachers, workers, outreach event coordinators, and leaders.

The surest way to ensure evangelism thrives in a church is by creating a "multi-head Hydra." If one (evangelism) leader gets sick, dies, moves to another town, has to stop for personal reasons, falls away, is out on vacation, is distracted with the birth of a newborn, etc. the other evangelism leaders can keep the work going.

The goal of evangelism is mentorship. The goal of leaders is not to create followers, but leaders. Yes, in the short-term new members in a group will be codependent. But as a leader works with the group, as they become comfortable and evolve, the leader needs to encourage them to take roles of leadership. He should show them how to set up events, and teach classes, by having them accompany him to such activities, then slowly getting them more involved in the process of event creation and class teaching.

Evangelism is mentorship. Every "Paul" needs a "Timothy," and "Silas." The role of the Christian is to teach others and train those taught to teach others. This is circler and should continue as a teaching process for the saints to ground, equip and mentor. As 2 Timothy 2:2, says, "And the things that thou hast heard of me among many witnesses, the same commit thou to faithful men, who shall be able to teach others also."

Regarding evangelism, encourage other members within the church, to grow in this field, to use their imagination in generating new and creative ideas on outreach, to talk about ways of sharing the gospel, to teach others in classes, to do outreach work, to create their own venues of evangelism projects. Encourage them to have "evangelism journals" to record their idea and thoughts. Innovation must be fostered in the church. Self-reliance and initiative in matters of evangelism must be supported, nurtured, and praised.

Such industry must be tenderly watered and given sunlight, through encouragement. Even those who are not interested (in evangelism) may become interested (later on) and choose to join in this work if they are given opportunities for inclusion and support. If a leader sees someone with a certain talent, they should use that person and take advantage of that talent. Don't wait for change, unless you are willing to cultivate it.

Remember "evangelism is mentorship." When doing evangelism events/activities/classes the leader(s) will have opportunities to create an environment of mentorship and support.

Note to leaders: Mentorship is about being a leader and in giving the saints, missions to do and purposes to pursue. Have goals. As a leader of your church find what you want to achieve. Make detailed steps on how to get to the desired end result. As a church talks about the goals often. Pray about those goals. In group meetings and devotionals, discuss those goals. As leaders assign the members to do the designated outlined steps to achieve those goals. Create a culture that actively invites people to services and to Bible studies.

Resources:

Bill Sanchez is the Preacher at the church at the Embry Hills church of Christ.

Website link <http://embryhills.com>

To see his video on evangelism work, click on the below link.

<https://www.youtube.com/watch?v=iOL2mGJOBjs>

Third interview - Phil Robertson

Highlights from the interview:

- I'd encourage you to watch the video below. What I found most helpful was the "text groups." Phil has greeters in the church, text a group in charge of meeting visitors. The group texts each other before, during and after services, to highlight who needs to be contacted in the audience. This is great for evangelism work as well as for networking. If a visitor comes in the group gets a text to let them know to contact that person, the group will also get a text, if someone needs encouragement, if a new convert needs spiritual support, etc. The group keeps their eyes open before service, during service and after service and texts members of that group to look out for needs they see in the congregation. This includes visitors who are potential Bible study contacts.

- The text networking group format is a great idea for different groups to contact one another for text interaction, for doing different things, from evangelism, to encouragement, to church activities, to Bible study events, etc.
- This is a great idea also, for a Bible class group to text the teacher questions during church Bible class, if a member is at home or if one is more comfortable with texting the teacher, (then speaking) then this avenue is open. This can prove, especially helpful, if the teacher does not see a person raise their hands, etc.
- Side personal note: When I worked in CA as an evangelist, at the San Bernardino church of Christ, I added everyone's cell number to a group I made on my cell phone. When I texted the group about successes, about upcoming evangelism events, about people needing prayers, etc. the church members, all saw the text, the members would also use this text forum to reply and share their own news about church related things. This social platform helped draw each other closer and it helped to open up the lines of communication. The church members learned more about what I was doing in evangelism, and we all learned more about the events taking place at church and in each other's lives. It helped everyone feel more connected as a church.

Resources:

Phil Robertson is the Preacher at the Glen Springs church of Christ.

Website link <http://glenspringschurch.com>

To see his video on evangelism work, click on the below link.

<https://www.youtube.com/watch?v=ntM0DyXCqA4&t=1s>

Section Three:

Personal studies from other sources:

People I have met or researched:

A. Example of Brent Hunter:

*Another one I'll point out, is **Brother Brent Hunter**, This guy is still a wealth of knowledge. Besides Ricky Shanks, Brent played a large role in my evangelism development, (through my study of his work).*

I've heard of churches growing by 20 members a year when 10 percent of its members do 90 percent of the work.

People who head such work and have pioneered successful methods, are folks like Brent Hunter.

Brents Method: He generates a group that invites people to hear a popular presentation like the "Big Picture of the Bible." He has cards made for people to pass out. Brent has another group. He has in this group a handful of people ready to share that presentation with the invited. Brent has two groups, a larger group that invites people when these members are in casual settings, like restaurants, grocery stores, running errands, doing jobs, having get togethers, etc., to say something like this during the conversation, "My Bible group is doing a great Bible Presentation on how the whole Bible from Old Testament to New Testament comes together for one theme and one plan God has for your life...and my life." Enthusiastically invite the person to the presentation. You may choose to give a card with Big Picture content and ask them if they would be interested, having them give their number on the back.

This group (around 30) can invite friends, coworkers, waitresses, cashiers, family members, etc., to hear the Big Picture and another smaller group (3-7 people) who will receive their contact information. This smaller group will contact them for a presentation. This actually happened- 20 souls added in a year, with only 10 percent of the church helping. Imagine if 100% of church were involved!!

Brent Hunter's video is worthy of watching.

<https://leadingotherstochrist.org/interview-with-brent-hunter/>

Check out his evangelism training website.

<http://www.kirklandchurchofchrist.org/big-picture/e-teams>

Brent Hunter is the Preacher at the Church of Christ at Kirkland in NE

<http://www.kirklandchurchofchrist.org/>

B. Example of Jack Adams:

His story and evangelism tips. The power of living each day and active life in sharing Jesus.

Storyline: Jack Adams is one of the most fervent workers I have ever met. He is in his middle 70's. Jack can out work me, in doing outreach. He's still has a pep in his step long after I'm exhausted...doing outreach with him. Jack gets up every morning at 5 AM, works out, then reads his Bible. Jack is not a paid preacher or a paid evangelist. Yet he has worked along preachers and has done great things for the cause of Christ. One year Jack converted around 100 people, the elders told him to stop. They did not want those kinds of people, (poor or were from past bad backgrounds) in their congregation. The preacher he was working with was fired and Jack left that congregation. I've seen stuff like this too. This attitude needs to change in the kingdom of God. When working with Jack at another congregation these are the things I learned from him...

Points of Jacks work:

1. When working with Jack, when we'd go door knocking in the "ghetto" where people tend to sit outside in their front yards or be standing around or walking down the walkways talking. Jack would strike up a conversation with them, ask them how their doing and talk to them in relation to the answers given, further asking questions on what he heard them say. He'd also make remarks to keep the conversation going, by simply mentioning the weather, and trying to engage in further dialogue. We'd also go to places where people were disabled/elderly and were sitting outside, (in the ghetto).

The key to success in door knocking (in the ghetto) or in approaching people in these venues is in creating a conversation. Once a dialogue is going, Jack would ask if they'd like to do a Bible study. When people live in the poorest areas, they don't always have cars, jobs, etc. They may be bored or lonely, (especially the elderly and disabled). Poor people tend to have more scars and less worldly securities.

It's the hurting that are more likely to accept the Word and opportunities for Bible study. If the contact says "no," Jack keeps engaging that person in conversation. If it's an area we plan to visit again, Jack will ask, "can we come over again to chat sometime?" If they say "yes," we come over and talk with them again. Jack again casually, tactfully inserts an invite again. The invite is warm, personal and it uses words like, "we'd love to get together with you and talk about God's Word," etc. What I have found is that conversations build rapport. The longer the conversation the better. It helps in building a connection. Connections build trust and improve a future chance for Bible study.

2. Another reason Jack is a successful evangelist is his consistency. Jack is always looking for opportunities to invite people to church and to invite people to do Bible studies. His evangelism is a *day to day lifestyle*, not a month to month (one time event) or a week to week (one time event).

Let me ask a question did Jesus set aside evangelism to do once a year? Did the Apostles set aside outreach as an event to do annually? Was not evangelism a part of their life and shown as an active part of it? I know of an elder at a church who complained "we are in the days of Noah, for no one is being saved at our church." This church did one event once a year and seldom had visitors or conversions despite it being a very large congregation. Yet 15 minutes up the road, a church with the same membership numbers gets Bible studies, soul saving conversion, and visitors regularly. They made evangelism a part of the churches culture and the members made evangelism as part of their lifestyle, instead of a once a year event. That church that does evangelism once a year is slowly shrinking. The other church that makes God's command to share Jesus of first importance (in their life) in zeal and priority, (Matthew 6:33) has added almost another 100 people to their group.

Jack has the same attitude of making evangelism a part of his lifestyle. He literally made it a goal to daily approach someone for Jesus. Jack is walking around each day, with eyes open, with his heart ready, and with his lips prepared to share the Word. Which is more effective? Is doing

evangelism once a year more effective? Is doing evangelism once every 6 months, more effective? Or is doing evangelism once every 3 months more effective? Better yet, is doing evangelism once every month even better? How about those who do evangelism weekly as a regular part of their lifestyle? Is that even greater in generating leads and contacts? **Those who are doing evangelism regularly each week when opportunities are introduced or when opportunities are made get more results than those who do outreach less frequently...(like every 3 months or 6 months, etc.)** This is the NT example of Christ and the Apostles. They did not sit around and wait for an annual event to get out and share the gospel.

For those who step up and seek opportunities daily, they will reach more people. Jack looked for opportunities daily. In his zeal for God's Word, the Lord has helped him save 100 souls in 1 year. It is because evangelism is a habitual lifestyle practice in his daily life, that more results came. Now I am not saying you'll convert 100 people if you daily seek someone to share Jesus with. I am saying you'll get more results than if you do outreach activities, rarely and infrequently. Most certainly you'll get more results, then if you do outreach, every blue moon (once a year) like some churches and saints do.

The Bible gives us examples from Christ, the Apostles, the book of Acts, etc. that evangelism...is not supposed to be a once a year thing, or even a one-time monthly thing. Sharing Jesus is supposed to be who we are as Christians, it's supposed to be a part of our lives. Our Savior did not sit around doing carpentry, waiting for a special event to help the hurting lost soul during His time on earth. The Apostles did not wait for an annual event to share the salvation story. Why are we doing such things? How can we remain silent in sharing Jesus, (when souls are going to hell) except for some church sanctioned event once a year, or for an event every blue moon.

In anything in life, the more frequently a person does a thing, the faster they grow (through learning curves) and the better the results they get in the goals they are pursuing. When a person seeks to grow daily and seeks opportunities daily, then results will come much more quickly than those who are less active.

3. Jack also believes evangelism is mentorship. He has actively help train people in evangelism while working with me. He's help train others in the past too. In his training and equipping, Jack has also helped me with pointers and with helpful evangelism training materials. While working with Jack we'd invite God's people to help us teach none Christians and new converts. This process helps saints grow in outreach work. We'd invite people to help us in working with new converts. I'd look for those who can be used in doing evangelism events, as well. Remember evangelism is mentorship. We need to help others grow in this field of service.

C. Example of Bill Sullivan:

I've seen Christians have church invite day events, and around 5,10 sometimes up to 30, 40 people come to those events, then a general invite (from the front) is given and not one visitor signs a card. I'm not saying that is always the case. But there is a better way of inviting guests. When I worshipped at the North Blvd church of Christ, my dad, Bill Sullivan who was an elder at the time, with the other leaders, had saints come up to the visitors (before and after worship) and talk with them, then the church members were encouraged to give a friendly invite to sign the visitor's card. The card was handed over when the invite was given. And a reason was given. Like "Can you sign our visitor card we want to write you and thank you for coming to worship with us."

The North Blvd church had an 80 percent sign-up rate. There is power in doing personal one-on-one invites. A general church announcement to invite a person to be baptized, do a Bible study, sign a visitor's card, or join in some spiritual activity at church is not as effective as when its given one-on-one to a person in a personal way. Talking to people and then inviting folks to do something is 50 times more powerful than a general invite.

D. Example of JP (John Paul) Flores

This man is one of the best evangelists I have come across. You can watch his evangelism workshops at the sermon/media page on the churches [link](#).

What he does for success:

Stage One: *This man gets about a baptism a month or every other month. His strategy. The church teaches in the assembly an evangelism workshop at least once a month, on a Sunday, in place of a Bible sermon. The workshop shares the Christians responsibility to reach the lost, God's teaching on evangelism, the methods a person can do in sharing Jesus. JP focuses on individual accountability to invite people to church and to Bible studies. The goal is to foster a climate of evangelism. And to make this an intertwined piece of the churches culture.*

Stage Two: *JP sets up multi Bible study groups in places like Starbucks, college campus areas, Panera Bread, even people's homes, that get together each week. He has leaders in charge of these studies and he, himself helps with the group work. Christians at church are encouraged to invite coworkers, neighbors, etc. to the studies. The studies, act as door openers for creating relationships, and to stir up emotional investment in the members there. The studies are door openers for getting the non-Christian students to commit to a more personal study on salvation related themes, once they get involved in the group and the original study, (through attending/investing interest).*

Stage Three: *Follow up. New converts are further studied with and included in spiritual activities. The elders/preachers coordinate with church members on the visitors, to encourage letters, cards, after they visit and to encourage meeting them when they do come to church, when people invite them to the*

assembly. People are also encouraged to invite people to church. Once there, folks invite the visitors to group studies. JP actively does this as well.

These above stages by themselves have been very effective. But there are other effective formats to further mention...

Thoughts JP gives on ways to start conversations with people. Note: people have shared Jesus before this and have converted 80 people within a year. But these pointers can help.

<https://www.youtube.com/watch?v=I5HYXwgppyw>

The University church of Christ has added 60 new souls (mostly from the community) in 7 months of doing this work. The group has grown from 300 people to over 400 people within a year. In two years they have doubled their number from 200-400 members.

Other Bible based ideas J.P. does and shares with others...to do.

- **Practicing hospitality matters.** Let people see the love of God, that His people have for each other and for those from the world. Besides hospitality being Biblical, this action is a way to build bonds and show tender affection to each other. Hospitality helps God's people to emotionally connect and encourage His children. JP and other saints from the congregation want to build bridges and connections with God's people who attend their church. JP has 7 families have new converts or non-Christians over into their homes for Bible studies. This increases the retention rate (from them falling away), by 80 percent.

As individuals, these brethren, invite different age groups from their local church, (teens, college, etc.) to the beach, bowling, etc. These groups also get together for Bible studies.

Going the extra mile: when an event comes up, the brethren within a group are encouraged to invite their non-Christian friends. This gives JP and other saints a chance to build a rapport with non-Christians who are invited. As such people attend, they will become comfortable around these group of Christians.

Building relationships and rapport, helps make non-Christians more willing to accept an invite for a future Bible study event that the group is doing. The Christians within the group are encouraged to invite their friends to church or a groups Bible study in general. Yet those within the group are also encouraged to invite their friends to such events, when their friends start coming to the group events.

Why does this matter? When people get to know Christians within a group, they will be more comfortable and will be more willing to have a Bible study. When a non-Christian friend that has been attending the groups for a while, and has yet still not responded to an invite, know that...things

may change, with enough time and long term interaction. Such people may with time build up to "being ready" for a study.

This group invite format I outlined is effective. As we all know, Its easier to say "yes" to a friend then to a stranger. This format can also be used to build bonds within the church. By inviting teens or college people to do such activities, as Bible studies, singings, and recreational get togethers, like potlucks, etc., your hospitality will build bonds and increase peoples investment in one another, as well as in you as a fellow saint in Christ.

When you want to foster an evangelism activity, (or other spiritual events) those who know you, and thus feel comfortable, connected, etc. will be more likely to accept a spiritual event invite (from you) to serve. Yes, non-Christian and saints may step up when you only given invites, (even if they don't know you). I've seen that time and time again. But when people have a bond with you and the trust factor is created through regular social interaction, the emotional feelings of friendship and love, will make a "yes" to an invite more likely. They will have created a "comfort zone" sense with you and thus will be more likely to step up, when they know you and thus know what to expect from you, (as a person, leader, etc.) in Bible studies and outreach events.

This format needs to be used wisely. It can be abused and misused. The goal is to build bonds with saints and non-Christians. Let that be the chief focus of individual saints who choose to do this work.

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- **Prayer:** JP prays for people all the time in all occasions. Great openers for more discussion, relationship interactions, as well as bonding this action holds, is the NT example of payer. People need to know people care about them, and that God cares. Praying for someone can let people know they are loved. If people have a good event happening, ask God to bless them in it, if people are hurting, let prayer comfort them, pray for those who are suffering.

Ask if you can pray for them. If someone is struggling with something or wants to help in some event taking place, pray for them. For any situation, find ways to pray out loud for that person. Prays should be personal, warmly shared, and given in faith to God. A prayer can be given to bless someone as well. Asking God's favor on someone, lets them know you care.

Prayer does not just need to be given about sad things. Blessing, praise, and thanksgiving can also be used for special events and good things that are taking place in someone's life. Prayer can be used as an opener to build a dialogue. It can be used in evangelism events (campus work, door knocking, etc.) and in Bible studies. It can also be used when contacting Christian and non-Christian church visitors.

JP texts visitors the day after he gets their contact info after worship and asks if they there is anything they want prayed for? This action sends a message, that the visitors are cared about and loved. It also says positive things about the sender of the text and indirectly about the church they are a part of.

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- **Generating further contacts.** JP runs an ad on Facebook that gets Bible studies each month. He learned this method from Don Bunting. JP gears the ad to his local area where the church is at. The ad is focused on getting Bible studies. See link. <https://tampachristians.com>

For Website File to download for research/to pattern similar web creation, click [here](#).

Google search engines ads:

Ad · <https://www.tampachristians.com/> ⋮

Study the Bible - Schedule a Bible Study

Study with someone in-person or virtually. Deepen your knowledge. Grow your faith. The goal of the Bible study is just that: to study the Bible!

[Español Tampa Christians](#) · [Contact Tampa Christians](#) · [FAQ Tampa Christians](#)

📍 14314 Bruce B Downs Blvd, Tampa, FL - Closed today · Hours ▾

Ad · **University Church of...** ⋮ 

4.7 ★★★★★ (33) · 8.0 mi

Church of Christ · Closed

Study with someone in-person or virtually. Deepen your knowledge. Grow your faith.


FACEBOOK AD EXAMPLE:

68% 2:55 PM

facebook

Are you looking to learn more about the Bible? Maybe you've never read it or had a hard time understanding and need someone to talk to? Check out this page, it's a great place to start.

#BibleStudy, #NewBibleReader, #WhatsInTheBible, #DidJesusSayThat, #IstheBibleRelevant, #WhatDoesGodWantMeToDo, #AmIGoingToHeaven, #IsThereLifeAfterDeath, #Bible, #FreeBibleStudy



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LEARN MORE

JP is the paid evangelist at the University church of Christ.

Website: <https://www.universitychurchofchrist.org>

Church Address: 14314 Bruce B Downs Blvd, Tampa, FL

For more ideas on friendship evangelism see our group evangelism training page

<https://www.evangelismworkersoftampabay.com/copy-of-online-training-and-group-rec>

E. Example of Jon Rowe

Jon Rowe's is an evangelist in CA. He's one of the best out there. What I do know of his work in matters of sharing Jesus impresses me. His outreach method of getting a Bible study started, after talking with someone you meet has converted others to the Lord. His training and lifestyle commitment to soul-saving has made Jon Rowe one of the best evangelists in the country. By God's working, he has generated (through actively sharing the Word) about 40 baptisms a year. He retains about 35 percent of those he brings to the Lord. Those he's trained have brought dozens or more a year to the Lord. Folks have replicated his numbers. You can Facebook friend him to see the baptisms and personal evangelism work he does. He shares this on his [profile page](#).

Jon Rowe learned this approach from [WeCare ministry](#). WeCare was founded by Larry and supported by his wife Peggy West. This training group used to go to COC congregations and train them in outreach. They used to be active in the US. WeCare would go door-knocking in groups of 100s (for a week event) and bring 100s to Jesus.

WeCare ministry also recorded their [success stats](#) on the door-knocking events they did. Here is an [article](#) of success they say they've had doing door-knocking. They have a reported 40-50 retention rate of keeping those they save, (through Christ). But this comes from a supportive group dynamic, (like weekly grounding/teaching new converts in Bible studies, including them in worship activities and spiritual activities/outreach work outside of the church, befriending new converts/having them in homes, getting church members to build bonds with them, etc.) which helps with that scenario. Here is WeCares [event schedule](#) if interested in reading it. They used the tools Jon Rowe used, (which we'll cover in this post and future training group classes).

WeCare made/Jon Rowe use [StarBible.com](#) to share the salvation story. The marked-up Bible has a step-by-step process where it has you turn to verse number one, to share a truth, then to verse number 2, etc. The teaching comes straight from the Bible and takes about an hour to share.

You can use your own Bibles to mark up the same areas if wished. You can see the Bible chain passages laid out in detail for study [here](#). Jon Rowe has two StarBibles, which he uses to teach and to have the other person use to follow in the study. Common excuses and common yes responses are listed by WeCare ministries and by brother Jon Rowe, for people to role play (one as teacher and the other as the person being approached). The document is called "Salvation Flow Chart." Listen/watch our evangelism group's teaching video class recording [here](#). To learn more about how to use this method see this link. www.evangelismworkersoftampabay.com/copy-of-online-training-and-group-rec. I've also added my ideas and thoughts on this method at my evangelism page. Jon Rowe does evangelism workshops. These are worth having your church do.

Study his excellent evangelism training videos. He's done workshops/gospel meeting across the US country. Here are sermon [videos](#) of his workshops for those interested.

Jon Rowe is the evangelist at the Southwest church of Christ in AZ

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Website <https://swazcoc.com>