Involving Sunday School Members in Outreach and Evangelism

- Generate excitement by your own example! *(If YOU’RE not excited – THEY’RE not going to be excited.)*
- Have a regular plan for following up with all guests to your class.
- Your follow-up should begin within 24 hrs of their visit. The sooner, the better.

- Provide **good training** for persons in your class by:
  - Pairing new people with experienced people
  - Helping people mark their New Testament and training them utilizing a good evangelism training tool *(Share Jesus without Fear, etc.)*
  - Giving opportunity for practice
  - Having regular training opportunities, classes, mentoring, etc.
  - Teach PARENTS how to share Christ with their own children, youth, grandchildren, families
  - Provide regular training opportunities in Adult Bible Fellowship Groups *(Make SS Evangelistic – enroll lost people, share Christ, build relationships...)*

- Plan for a **variety** of outreach **times** each week:
  - Sunday Afternoon – Visit guests from S.S. and worship *(Beat them home!)* Outreach Express
  - Monday night – Evangelistic Visits/Ministry visits
  - Wednesday night – All Sunday School outreach! Everyone involved during regular Wednesday evening activities! *(Outreach Corner – see photo)*

- Encourage and provide for a **variety of contacting activities** at each visitation time:
  - Prayer Room
  - Phone Calls *(Hey, everyone has a cell phone! Encourage them to USE IT!)*
  - Cards and letters
  - Visits to guests, absentees, prospects, or evangelistic prospects
  - Ministry Visits
  - Door-Stop Visits

- Keep a LARGE, UP-TO-DATE list of good **prospects** *(See list of 150 ways...)*

- Utilize [www.knowforsure.org](http://www.knowforsure.org) as a witnessing tool (or others)

- Provide good tools for your members to use in inviting guests to your SS and Church. *(See Inviter Card)*

- Your class members will do what you do. Are YOU engaged in making contacts, inviting guests, sharing your faith?

- Above all, be **committed** to reaching, caring, and ministering through outreach and evangelism. It is, after all, simply **responding in obedience to God’s Holy Word...**

---

**Keith Lowry** | Bible Study/Discipleship Team, BGCT
office 214.828.5206 | keith.lowry@texasbaptists.org | [www.texasbaptists.org/biblestudy](http://www.texasbaptists.org/biblestudy)
Baptist General Convention of Texas | 333 North Washington | Dallas, TX 75246-1798
When they meet a newcomer to town, or just a new friend, the conversation goes like this: “Well, I’m so glad to have you on our street. Have you found a church home yet? NO! Well then, let me tell you about OUR church! We’d love for you to visit us, and when you do, here, (on the back) I’ve written my contact information. If you’ll let me know you’re coming, I’ll be happy to meet you at the door and you can be my guest.”

We also keep large quantities of them at our guest welcome center, and give them out to first time guests and new members. We’ve found they tend to be some of the most prolific users of these cards, and give them to their friends and new neighbors, too.

www.texasbaptists.org/biblestudy  keith.lowry@texasbaptists.org
150 Ways to discover prospects for your class

1. List unchurched families from VBS records.
2. Conduct an inside census.
3. Locate newcomers by calling all new listings in the phone directory.
4. Update a former community survey.
5. Find homes where children are playing in the yards on Sunday a.m.
6. Ask youth to survey blocks in which they live.
7. Compare church recreation participants to Sunday School rolls.
8. Subscribe to newcomer service for information on prospects.
9. Locate homebound by publishing lists and asking for update.
10. Use telephone directory to survey and entire telephone exchange.
11. Subscribe to local Legal News for info on new homeowners.
12. Canvas university dormitories for unchurched.
13. Check with BSU leaders for un-enlisted students.
14. Survey apartments adjacent to campus for student prospects.
15. Check college admission office for church preferences of students.
16. Confer with student housing office for names of students.
17. Check with workers at day care centers near colleges.
18. Check with workers providing child-care near colleges.
19. Confer with workers at college infirmaries.
20. Confer with workers at kindergartens near colleges.
21. Request information on prospects of mobile home park managers.
22. Ask neighborhood ice cream route man where children live.
23. Request religious affiliation of students from college registrars.
24. Call college placement offices for names of newly employed.
25. Do your own FREE ice-cream truck for a week prior to VBS.
26. Check with receptionists in doctor's offices.
27. Check with receptionists in dentists' offices.
28. Confer with instructors in trade schools.
29. Enlist the help of school guidance counselors.
30. Contact administration of local trade schools for information.
31. Identify shift workers through church survey.
32. Ask shift workers to identify colleagues who are prospects.
33. Gather information on those who work in hospitals.
34. Survey membership for those who are good service workers.
35. Survey membership for those who are hotel and motel employees.
36. List church members who work on Sundays.
37. Ask SS workers for names of colleagues with whom they work.
38. Contact international clubs for information on foreign students.
39. Talk to labor unions for information on migrant workers.
40. Confer with military base chaplains for unchurched families.
41. Inquire of seaman's service for info on internationals.
42. Secure cooperation of associational office on any prospects.
43. Use door-to-door surveys to locate unchurched people.
44. Request business people to identify associates who are unchurched.
45. Request church members identify neighbors who are unchurched.
46. Identify un-enrolled parents of children enrolled in Sunday School.
47. Find unchurched parents from day care center enrollments.
48. Find unchurched parents of children enrolled in church day schools.
49. Find unchurched parents of children enrolled in church pre-school.
50. Request mail response from radio audience.
51. Secure names from Dial-a-Devotional service.
52. Survey by phone the newcomers from utilities new service lists.
53. Contact moving companies for newcomers.
54. Use tip prospect cards in pew racks.
55. Use "I Know a Prospect" cards throughout the church.
56. Follow up on information received from Sunday School guests.
57. Follow up on information received from worship service guests.
58. Ask military base chaplain for those with special Bible study needs.
59. Request information on newcomers from real estate agents.
60. Find unchurched in Bible Study Fellowship near military bases.
61. Use military base phone directories to take telephone surveys.
62. Find unchurched deaf people through community institutions.
63. Find unchurched blind persons through community institutions.
64. Check with public health service for names of handicapped persons.
65. Locate mentally challenged though the community institutions.
66. Secure information on the families of physically challenged.
67. Check church roll against Sunday School roll.
68. Identify unchurched persons in member’s workplaces or clubs.
69. Request union members to identify unchurched work associates.
70. Talk to nursing home personnel for information on patients.
71. Ask personnel at retirement centers for prospect information.
72. Locate persons in correctional institutions who need Christ.
73. Enlist help of institutional doctors to identify prospects.
74. Enlist help of institutional chaplains to identify prospects.
75. Secure assistance of relatives of institutionalized persons.
76. Ask institutional managers who your church can minister to.
77. Ask employees at institutions to provide prospect information.
78. Look through local newspapers for information on newlyweds.
79. Check hospital reports in newspapers for names of new babies.
80. Enclose a "return card" in graduate's congratulations.
81. Secure cooperation of schools to find recent high school graduates.
82. Identify recent graduates from bank's list of new accounts.
83. Request apartment managers' assistance in locating recent graduates.
84. Ask guidance counselors for names of recent graduates.
85. Follow up on prospects located through bus ministry.
86. Ask bus riders to identify other unchurched children and families.
87. Follow up on families reached through bus outreach.
88. Contact welfare agencies to identify sub-culture groups.
89. Secure cooperation of social workers to identify sub-culture groups.
90. Check all family members of babies enrolled in Preschool dept.
91. Use Cross-reference directories to survey apartment complexes.
92. Provide Outreach Ministry forms for ongoing prospect reporting.
93. Use special registration forms at every church special event.
94. Register attendance of everyone who attends every service.
95. Check newspaper for families of deceased - offer ministry.
96. Provide social events for "partners without partners."
97. Secure information from administrators of senior adult centers.
98. Conduct an age group hunt of a specific area, and age.
99. Request baby-sitters to report information on unchurched families.
100. Provide grief ministries to those who recently suffered loss.
101. Provide divorce-care classes to those in need.
102. Offer financial mgmt classes and counseling to the community.
103. Provide mom’s night out events for your area.
104. Offer free baby-sitting during holiday shopping nights.
105. Provide a free health fair for your city/neighborhood.
106. Host a VBS Carnival prior to VBS – with free candy and rides.
107. Host a Fall Festival event and invite the whole town.
108. Give away free groceries during a “Bread of Life” event.
109. Give every member a stack of “Inviter Cards” to hand out to neighbors.
110. Have a “meet your neighbor” contest in your church w/great prizes.
111. Host neighborhood block parties all through your church field.
112. Have a hamburger/hot-dog “Back to School” cookout for everyone.
113. Enlist the mayor and other city/civic leaders in a chili cook-off.
114. Make your Christmas Music/Easter Music a community-wide event.
115. Sponsor events at community parks – skateboard, bike, swim, and more.
116. Be willing to go out of your way to discover the needs in your community.
117. Conduct a “How can we pray for you” survey of your community.
118. Take home-baked goods to every neighbor on your block and meet them.
119. Provide prayer support to your community via an online prayer line.
120. Offer ESL classes to your community.
121. Provide skills training – sewing, cooking, etc.
122. Provide a “car maintenance” day for single moms.
123. Offer a “home maintenance-fix-up” day for widows or senior adults.
124. Offer a service through the members of your church for low-cost home/car repairs to those in need.
125. Provide a service on your church website where members can sell/trade/advertise services or items they no longer need/want.
126. Conduct a canned food drive for a community center or organization several times a year. Each time – ask how you can pray for those who are donating.
127. Provide guest book in church lobby to identify guests to weddings, funerals and other meetings at church.
128. Send congratulations to those who have been reported achieving any public recognition. Request information on an enclosed return card.
129. Develop a helpful daily devotional – offer it online – get contact info of those who download it.
130. Work with area churches to conduct a community-wide revival and share the work of following up on all who attended.
131. Develop a reputation for caring/ministering in Christ’s name.
132. Be more concerned with ministry that happens outside the walls than that which happens inside. Inside is for equipping us to do the outside.
133. Help every class understand the value of prospects – names, contacts, etc., by always giving them a current list and helping them to keep it updated.
134. Give every class a current list of their prospects for every outreach night.
135. Work hard on a system for keeping prospect files current with all visits and as much contact information as possible.
136. Provide printed maps to prospect’s homes with every outreach assignment.

137. Send out blanket coverage postcards about upcoming big events – Easter Services, Christmas events, etc., with a clear, easy response method.
138. Gather email addresses often – with permission to send to them.
139. Provide a “forward to a friend” link on all your emails to members.
140. On all your church websites and emails, provide a clear, easy to use, “join our mailing list” link.
141. Offer free bible studies or devotionals if people sign up for your email list.
142. When people attend your big events, offer incentives for guests to fill out the guest registration cards – “Turn in completed guest reg. card for a chance to win an iPod!” etc.
143. Let people know on Sunday mornings that if they’ll fill out the guest registration card, they’ll receive a nice surprise. (And then take warm cookies to their home that day.)
144. Provide a guest reception for all Sunday morning guests to meet the pastor/staff – and have hosts there to be sure you have their contact info.
145. Roll out the red carpet for guests on Sunday morning – make them WANT to provide their contact info to this church.
146. Bend over backwards to make guests feel at home and comfortable. Then ask them if they know of others who would enjoy being a guest here.
147. Make sure to always follow up on all guests – they need to know their visit made a difference and that we care.
148. If your high school allows off-campus lunch – provide free pizza to all the kids who’ll come and fill out a guest reg. card while there. (have a pgm. too!)
149. Discover groups you’re currently not reaching, and survey them for needs.
150. Ask – “WOULD YOU LIKE TO BE PART OF A GROUP THAT REGULARLY PRAYS FOR ONE ANOTHER, CARES FOR ONE ANOTHER, AND STUDIES THE BIBLE?”
151. Bonus – Never stop looking for ways to invite people, meet people, build relationships, and gather contact info. Remember, “It’s all about relationships.”

-----------------------------------------------------------------------------------------------------------------------------

Keith Lowry – keith.lowry@texasbaptists.org  www.texasbaptists.org/biblestudy
How To Mark your New Testament w/ The Roman Road

1. **Begin by locating 1 John 5:13.** In the very front of your Bible, write: TURN TO PAGE _______. (The page where you found 1 JN 5:13.) Now turn back to that page. At the top of the page write: YOU CAN KNOW FOR SURE! Highlight the verse, and at the bottom of the page, write, TURN TO PAGE _______. (Where Romans 3:23 is located.)

2. **Now turn to Romans 3:23.** At the top of this page, write, ALL HAVE SINNED. Highlight Romans 3:23. At the bottom of the page write: TURN TO PAGE _____ (The page on which Romans 6:23 is located.)

3. **Turn to Romans 6:23.** At the top of the page write: THE PRICE OF SIN IS HIGH. Highlight Romans 6:23. At the bottom of the page write TURN TO PAGE _______. (The page where Romans 5:8 is located.)

4. **Turn to Romans 5:8.** At the top of the page write GOD LOVES US. Highlight Romans 5:8. At the bottom of the page write TURN TO PAGE _______. (The page on which Acts 3:19 is located.)

5. **Turn to Acts 3:19.** At the top of the page write: TURN AWAY FROM SIN AND TURN TOWARD GOD. Highlight Acts 3:19. At the bottom of the page write TURN TO PAGE _______. (The page on which Ephesians 2:8 is located.)

6. **Turn to Ephesians 2:8.** At the top of the page write: GOD’S GENEROSITY. Highlight Ephesians 2:8. At the bottom of the page write TURN TO PAGE _______. (The page on which Romans 10:9-10 is located.)

7. **Turn to Romans 10:9-10.** At the top of the page write: CONFESS AND BELIEVE. Highlight Romans 10:9-10. At the bottom of the page write TURN TO PAGE _____. (The page on which Romans 10:13 is located.)

8. **Turn to Romans 10:13.** At the top of the page write: CALL ON THE LORD. Highlight Romans 10:13. At the bottom of the page write TURN TO BACK PAGE. In the back of your Bible, write the prayer of commitment.

9. Prayer of Commitment – “**Lord Jesus, I know I am a sinner and need your forgiveness. I know You died on the cross to pay the price for my sins. I now turn from my sins and ask you to forgive me. And now I invite you into my heart and life. I trust you as Savior and follow you as Lord. Thank you for saving me. In Jesus’ name, Amen.”**

Keith Lowry | Bible Study/Discipleship Team, BGCT
office 214.828.5206 | keith.lowry@texasbaptists.org | www.texasbaptists.org/biblestudy
Baptist General Convention of Texas | 333 North Washington | Dallas, TX 75246-1798
Intro/Lead-in Questions

In order to begin the discussion that will lead to the opportunity to present the Gospel, these are the lead-in questions suggested in “Share Jesus without Fear”.

Lead In Questions

1. Do you have any kind of spiritual beliefs?
2. To you, who is Jesus?
3. Do you believe there is a real heaven and a hell?
4. If you died right now, where do you believe you would go, heaven or hell? If heaven, why?
5. If what you believe were not true, would you want to know it?

Remember, a successful witnessing experience is sharing Christ, in the power of the Holy Spirit, and leaving the results to God. So you’re not in any way responsible for convincing them or arguing them around to the “right” point of view. It’s not your responsibility to convince them to “accept” Christ. Your job is just to share. You’re not the convincer! The Holy Spirit can do just fine w/out you!

SO... as you ask the questions, don’t be surprised or ACT surprised by anything they say. Don’t feel the need to correct or argue with ANYTHING they say. Your response to whatever they say is always, “I see... well thank you for sharing.” Or some other similar positive response. NO ARGUING! NO CONVINCING!

Listen, if the Holy Spirit doesn’t show up, you’re sunk anyway. So remember, it’s not your job to convince. If, when you get to the end and ask if they’d want to know if they were wrong and they say “absolutely not”, then you respond with, “well thank you for your time”. And walk away!

IF, however, as typically happens, they’re curious, in the least, then you pull out your derringer, (small, pocket NT in which you’ve marked the RR), and say “well, let me let you see what God says about it...”

THEN, you let THEM READ the marked verses. You turn your bible around, open to Rom. 3:23, and it’s the only highlighted verse on that page. Now, written upside down, so YOU can read it, is the NEXT verse you’re going to lead them to – Rom. 6:23, and so on.

As they read each verse – you just ask – “what does that say TO YOU”? And remember what your response is, NO MATTER what they say? “Um-hmmm. I see. Great.” You’re STILL not in the arguing or convincing business. THAT’S GOD’S WORK, through the Holy Spirit. If He decides to show up and they decide to listen, YOU’LL SEE IT WHEN IT HAPPENS!

Once you get through the verses, close with these questions:

1. So, based on what you read - are you a sinner?
2. Do you want/need forgiveness for your sins?
3. Do you believe Jesus died on the cross for you and then rose again?
4. Are you willing to surrender your life to Christ?
5. Are you ready to invite Christ into your life and heart?

Then – be silent and pray, while the Holy Spirit works on their heart.

Prayer of salvation:
Heavenly Father – I have sinned against you. I need and want forgiveness for all my sins. I believe that Jesus died on the cross for me and rose again. Father, I give you my life to do with as you wish. Lord Jesus Christ, come into my life and into my heart. In Jesus name, Amen.

Keith Lowry | Bible Study/Discipleship Team, BGCT
office 214.828.5206 | keith.lowry@texasbaptists.org | www.texasbaptists.org/biblestudy
Baptist General Convention of Texas | 333 North Washington | Dallas, TX 75246-1798