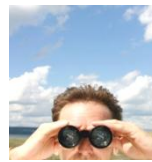


150 Ways to discover prospects for your

Sunday School

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. Canvass 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 through 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.***"