



OUTREACH

# TEAMS

THAT WIN

TEAM MEMBER MANUAL

G•R•O•W

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# Introduction

You are entering a new world in the strategy of outreach and evangelism! G•R•O•W outreach is designed to take even the most timid individuals and train them to carry out the Great Commission of Jesus Christ through the local church. After all, that is the New Testament way! The most exciting thing about this program is that it has worked in churches of every size. It will mobilize your church to grow and to reach people for Jesus Christ on a consistent, week-by-week basis. Congratulations on your commitment to participate on a team that wins for Jesus Christ!

# Goals

## Goals for This Manual and the Training Session

1. To establish a clear, biblical basis for each believer to be involved in reaching people for Christ through the local church.
2. To present a structure of outreach that doesn't require an impossible time demand for team members.
3. To allow participants and the local church to experience the joy of church growth and personal evangelism.
4. To allow participants to commit to a level of outreach in which they are comfortable and that they are equipped to do.
5. To train participants to write and use their own personal testimony as their most effective outreach tool.
6. To understand what happens on a typical night of G•R•O•W outreach and the different avenues of outreach in which a team member may participate.
7. To train participants to write effective letters and to make phone calls as avenues of outreach.
8. To train participants to make a simple, church-centered prospect visit and to share information about their local church.
9. To train participants to make a Christ-centered visit with an unchurched individual or family.
10. To train participants to use neutral words as a method to enter into dialogue with an unbeliever about Jesus Christ.
11. To equip participants with a simple presentation of the gospel so they can use it to lead others to faith in Christ.

# Session 1

## *Notes:*

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Session 1 serves as a basic foundation for an outreach program that will work in your church. The main focus covers the five principles on which the G•R•O•W outreach program is built. Please read the following background Scripture references before the session begins:

- Matthew 13:54-58
- Galatians 6:7
- 1 Corinthians 3
- Matthew 28:19
- Matthew 4:19
- Matthew 17:4
- Acts 8:26-31

## **Goals for Session 1**

1. To establish a clear, biblical basis for each believer to be involved in reaching people for Christ through the local church.
2. To present a structure of outreach that does not require an impossible time demand for team members.
3. To allow participants and the local church to experience the joy of church growth and personal evangelism.

## Discussion Outline

*Notes:*

- I. The History of G•R•O•W .....  
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- II. The Principles of G•R•O•W .....  
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  - A. Sowing and Reaping .....  
.....
  - B. Involving Every Member .....  
.....
  - C. Having Fun with Outreach! .....  
.....
  - D. Making Quality Time Greater than  
Quantity Time! .....  
.....
  - E. Reaching Out by Divine Appointment .....  
.....
- III. Qualifications of G•R•O•W Team  
Members .....  
.....
  - A. Are you a true believer? .....  
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  - B. Will you make the commitment? .....  
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  - C. Are you correctly motivated? .....  
.....
- IV. Avenues of Outreach on G•R•O•W  
Nights .....  
.....
  - A. Types of Visits You Can Make .....  
.....
  - B. Letters You May Write .....  
.....
  - C. Calls you may make .....  
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- V. A Typical Night of G•R•O•W Outreach  
(What can I expect to happen on my  
night of outreach?) .....  
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# Session 2

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**S**ession 2 gives team members the opportunity to organize and write their own personal testimony about their conversion to Christ. It also gives participants a more extensive view of what happens in each facet of the G•R•O•W outreach ministry. The following Scripture should be read before session 2:

- Acts 9:1-19

## **Goals for Session 2**

1. To allow participants to commit to a level of outreach in which they are comfortable and that they are equipped to do.
2. To train participants to write and use their own personal testimony as their most effective outreach tool.
3. To understand what happens on a typical night of G•R•O•W outreach in which a team member may participate.
4. To train participants to write effective letters and to make phone calls as avenues of outreach





*Notes:*

C. Sharing Your Personal Testimony

- 1. When?
- 2. How?

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II. The Moment You Arrive at Outreach

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A. Signing in

(Which avenue of outreach will you choose this evening?)

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B. Understanding the Purpose of Name Tags

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III. The Visitation Assignment

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A. What visitation assignment are you best suited to make?

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- 1. Soul-winning
- 2. Prospect
- 3. Caregiving

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B. What is the purpose of the prospect form?

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- 1. Individual of family profile
- 2. Previous contact information about the prospect
- 3. Maps and section numbers
- 4. Necessary materials for the visit

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C. How do I report on the visit?

- 1. How long should the report be?
- 2. What should I include in the written report?

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- IV. Letter-Writing Assignment  
(Sample letters will be provided for each type of letter.)

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Each letter should be \_\_\_\_\_ written!

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- A. Guests! (the first priority of letter writing)
- B. New Residents
- C. Possible New Residents
- D. Sympathy Letters  
(What is their purpose?)
- E. Sunday School Absentees

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- V. Phone-Calls Assignment

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- A. Learning Rules for the Caller
  1. The caller should be \_\_\_\_\_ with the prospect before making the call.
  2. The caller should be acquainted with the \_\_\_\_\_ of the church.
  3. The caller should not be \_\_\_\_\_.
  4. The caller should have a \_\_\_\_\_ for the call.

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- B. Reporting the Phone Visit

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# Session 3

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Session 3 covers practical aspects of making a visit in a prospect’s home. Preparation builds the confidence necessary for the participant to make a successful visit.

### **Goals for Session 3**

1. To train participants to make a simple, church-centered prospect visit and to share information about their local church.
2. To train participants to make a Christ-centered visit with an unchurched person or family.

### **Discussion Outline**

- I. Preparing to Visit
  - A. Learning Key Principles for Visiting
    1. Set a \_\_\_\_\_ to go.
    2. Don’t be \_\_\_\_\_!
    3. Don’t \_\_\_\_\_ the prospect.
    4. Understand your \_\_\_\_\_  
\_\_\_\_\_.
    5. Understand the principle of \_\_\_\_\_.





# Session 4

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Session 4 establishes the basis for the church’s being a “going group of people. Participants discover why many people are timid about the witnessing encounter as well as learn different witnessing styles. A simple gospel presentation that can easily be learned and shared will be introduced in this session. The following Scripture references should be read as preparation for the session.

- Matthew 28:18-19
- Acts 1:8
- Acts 8:26-38
- Romans 3:23; 6:23; 5:8; 10:9-10

### Goals for Session 4

1. To train participants to use neutral words as a method to enter into dialogue with an unbeliever about Jesus Christ.
2. To equip participants with a simple presentation of the gospel so they can use it to lead others to faith in Christ.

# Discussion Outline

*Notes:*

I. The Basis for "Going Out"

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A. Levels of New Testament Evangelism

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B. Directives for New Testament Evangelism

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II. Sharing a Witness for Christ

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A. Why do many people fear sharing a witness for Christ?

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1. Lack of \_\_\_\_\_  
\_\_\_\_\_.

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2. Personal sin.

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3. Personal \_\_\_\_\_.

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III. Methods of Witnessing

(The New Testament basically employs two types of witnessing styles.)

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A. Monologue (*karusso*)

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B. Dialogue (*laleo*)

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IV. The Principle of Neutral Words

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A. What is the purpose of a "neutral word"?

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Secular Conversation>>> Spiritual Conversation

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*Notes:*

B. What are some examples of “neutral words”?

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V. The Gospel in a Nutshell

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A. Salvation Needed (Rom. 3:23)

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Transition question: Have there been times in your life when your actions were displeasing to God?

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B. Salvation Provided (Rom. 5:8)

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Transition question: Would you be willing to allow Jesus Christ to do something for you that you cannot do for yourself?

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C. Salvation Offered (Rom. 6:23b)

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Transition questions: Would you like for me to share with you how you can receive God’s gift of eternal Life?

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D. Salvation Accepted (Rom. 10:9-10)

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Transition question: Would you like for me to lead you in a prayer to confess your sin and accept Jesus Christ as your Savior? An example of such a prayer might be as follows:

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# Answers

## Session 2

- I.A.1. grace
- 2. plant seeds
- 3. salvation

IV. hand

- V.A.1. familiar
- 2. ministries
- 3. intrusive
- 4. agenda

## Session 3

- I.A.1. time
- 2. Pushy
- 3. Embarrass
- 4. authority base
- 5. harvest

- I.B.1. clean, neat
- 2. two, two
- 4. non-Christian
- 5. Verbal

- I.C.1. name
- 2. lead
- 4. Pray
- 5. introductory
- 6. interest
- 7. Family
- Occupation
- Religion
- Message

- II.A.1. Love
- 2. commitment
- 3. brief

- II.B.1. Holy Spirit
- 3. personal testimony

## Session 4

- II.A.1. personal
- assurance
- 3. ego



