



God Rewards Our Work – The HARVEST is God’s Job / The WORK is our job.

GOALS for Training Session 1:

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

G.R.O.W. TOOLS and ASSIGNMENTS

John : - ; Acts : -

I. The most VALUABLE outreach tool—Your personal TESTIMONY.

A. Telling what God has done in your life—How God saved you. Paul was not bashful about giving his testimony (Acts : - ; : -).

Natural—Effective—Powerful (Advertising: Before and After e.g. diet programs)

B. The PURPOSE of your testimony:

- . It **PROVES** the reality of God’s GRACE (Tim. : -).

Christ is real.

Change is possible.

Assurance is real.

- . It **PLANTS** seeds in the hearts of others.

- . It **SERVES** as a test of salvation for participants. [Illus: Mike McKee]

Can be shared in a variety of different occasions/situations.

C. Ask permission to share—“May I take about minutes to share with you what the Lord has done in my life?”

D. Writing Your Testimony (assignment). Keep it Simple.

- . B.C. life (before conversion) and A.D. life (after decision).

- . Verbally given within - minutes. [About one handwritten page.]

II. **ARRIVAL at G.R.O.W.**

A. : - Sign-in table. [Sign-In roster--Page in G.R.O.W. manual] Each team member has a choice of what area they would like to participate in.

- . **V** Visitation
- . **L** Letter writing
- . **P** Phone calling
- . **A** Anything

B. Division of labor / work areas

- . Visitation area (pairing up to make visits)
- . Letter writing area (assign names and address)
- . Phone calling area (assigned calls)

III. **The VISITATION assignment.** TYPES OF VISITS —

A. Soul-winning visits.

Door to door survey

Referrals

Follow-ups on letters, and welcome cards, etc.

Prospect Form- Be familiar with the “profile” of who will visit.

B. Church prospect visits. These visits are to people who may already be a Christian and looking for a church home. [Prospect forms will be provided containing the name of the prospect, address, map, etc.]

Materials to be delivered on the visit (Baked snacks; gifts; brochures; tracts; etc.)

In case a prospect is NOT HOME, give the baked goods to a neighbor of the prospect. Say something like: “We are from Canyon Springs Baptist and your neighbor visited us last week. We came by to give them this special treat, but they were not home. Would you please accept this from our church to enjoy yourself? We’ll come back later to visit your neighbor.” Leave a church tract.

After the visit is completed, callers should record information about the visit on the assignment form and initial it with date and time.

C. Care-giving / ministry visits:

MIA's—Absent for one or two weeks

POW's— Absent from services more than two weeks

Crisis calls— Hospital, sickness, personal crisis (marital), etc.

IV. The LETTER-WRITING assignments

A. Designated area: (w/ tables, pens, cards, addresses, sample letters).

B. Letters should be handwritten and PERSONALIZED).

C. TYPES OF LETTERS

- . Letters to first-time attenders. (Top priority)

Information form that was completed at their first visit.

Letters should be folksy, thanking them for attending and an invitation to please come back.

- . "New resident" letters.

Assignment form will contain names, addresses of families who have received one of our invitation post-cards in the mail recently.

Sample letters should be adapted and personalized. [Written on greeting cards provided.]

Handwritten letters are put in an envelope with church gospel tract. Hand address the envelope to the prospect.

Initial and date the assignment form for the addresses you sent a letter to. Turn in your completed letters to your team captain to be stamped and mailed.

ASSIGNMENT: Write your own version of a new resident letter to use as a pattern.

- . Absentee letters / encouragement letters.

Assignment form will have names, addresses of persons who have been absent two weeks in a row.

Handwritten letters should be friendly and state they have been missed and encourage them to come the next Sunday.

Hand address an envelope and initial the assignment form for which addresses you completed a letter to. Turn in your completed letters to your team captain to be stamped and mailed.

- . Miscellaneous Letters (Sympathy, New Births, etc.)

V. Phone-call assignments

➡ A specific area will be designated for phone visits.

- A. Assignments will consist of contacts to New Residents who have already received a letter or welcome card; Referrals; Visitors; absentees.
- B. **PROCEDURE:** Approach a phone-call contact the same way as a personal visit.
 - . The caller should be familiar with the prospect information before making the call.
 - . The caller should be acquainted with church activities, events, and ministries.
 - . The caller should not be intrusive. Be sensitive if the your call might be at an inconvenient time.
 - . The caller should have an agenda for the call (what you want to cover).
[See phone script.]
- C. Results of each call should be recorded immediately after each call on the assignment sheet. Return the assignment sheets to the team captain before dismissal.

SUMMATION: Homework assignments: () Write your personal testimony (handwritten on one page). () Write a friendly invitation to visit CSBC (to fit on a supplied greeting card).