



Session 2 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 2:

1. To train participants to make a simple church-centered prospect visit and to share information about Canyon Springs Baptist Church.
2. To train participants to make a Christ-centered visit with an unchurched person or family.

PRELIMINARIES:

1. Divide up into partners and share your testimony with someone (take 10 minutes).
2. Ask for volunteers to read their written invitation they want to write to prospects. Collect their written invitations (they will be returned next week)

➔ LESSON:

I. PRINCIPLES for an effective visit.

- A. Schedule a **time** to go. G.R.O.W. provides this time. Generally speaking, if this time is not set aside, it won't get done.
- B. Don't be **pushy**.
 - ➔ Greet the prospect with a friendly smile.
 - ➔ Introduce yourself/partner and where you are from. If you are visiting someone who has recently visited CSBC, give them the prepared baked goods. "We are so grateful that you visited us. Some of our ladies have prepared these (cookies, brownies) as a token of our appreciation for you coming to CSBC. [See last week's lesson regarding a prospect not being home.]
 - ➔ Ask permission to enter a house. "Do you have a few minutes that we may come in to visit with you?"
 - ➔ Don't have an attitude you have failed if you don't lead a person to Christ during the visit. You are there to sow the seed.

- ➡ Pray that your visit may lead that person ONE STEP closer to receiving Christ (Mark 12:34—*“Thou art not far from the kingdom of God.”*)
 - ➡ Leave the door open for another visit.
- C. Understand your **authority** base. We visit on the authority of Christ. We are ambassadors of Christ. We represent both Christ and Canyon Spring Baptist.
- D. Understand the principle of **harvest**. (1 Cor. 3:4-11). This gets back to not being pushy. Sometimes winning a person to Christ requires lots of cultivation. The principle of the harvest says it is not my responsibility to get a positive decision for Christ immediately. I cannot dictate whether I am a success or failure based on the outcome of that visit. Remember, God gives the increase.
- II. **PROTOCOL for visiting.** Extremely practical / obvious.
- A. Be **clean** and **neat**. You should dress casually, but not carelessly. Be clean and unoffensive. Take some breath mints.
- B. If possible, go **two-by-two** (Luke 10:1; Acts 13:2; 15:40; Eccl. 4:9-12).
- There may be the need for encouragement...
 - Help at the home of the prospect... Child care (run interference to

- D. Pray for the person you are visiting. Do this before leaving the church.
- E. Have introductory remarks ready / prepared. Know what you are going to say when someone answers the door.

IV. PRESENTATION at the visit.

- A. Show genuine interest in the prospect. Be a good listener. You cannot convey genuine interest without listening.
- B. Have a conversation plan: **F.O.R.M.**
 - **F = Family**
 - **O = Occupation**
 - **R = Religious / church background**—This will lead to asking: “Have you come to a point in your religious involvement where you are absolutely sure you have eternal life?” Or, “Are you a Christian?”
 - **M = Message**— How they answer the diagnostic question, will determine how to proceed with the visit. **If they say “Yes,”** then you will proceed to make a “church-centered visit.” [You must be sensitive to know if they know what you’ve asked them.] **If they say, “No”** or “I’m not sure,” you will proceed to make a “Christ-centered” visit.
- C. The “Church-centered” visit.
 - 1. Speak fondly about Canyon Springs (without sounding braggadocious). Explain that CSBC is a church with a heart—A heart for people and a heart for Christ. Be excited about CSBC. No salesman ever sold a product that he was not sold on himself.
 - 2. Ask for a specific commitment. Offer to meet them there or sit with them. Offer them a ride if you can.
 - 3. Keep the “church-centered” visit brief. Not longer than 20 minutes
- D. The “Christ-centered” visit. If the prospect is unsure about their relationship with Christ, forget about CSBC. Now the emphasis is completely on making a Gospel presentation. [This will be covered in detail in Session 3, next week.]
 - 1. Be sensitive to the leading of the Holy Spirit. Ask permission to tell your testimony—“May I take about 3 minutes to tell you what the

Lord has done in my life?” or, “May I take about 3 minutes to tell you how I came to know for sure I have eternal life?”

2. Don't try to force open a door that God has not opened. **Lead—Don't push.** We don't **push** a prospect to Jesus—We **LEAD** them to Christ. It must be their decision—Not your decision.
 - Beware of doing the work of the Holy Spirit. The Holy Spirit does the work of conviction and drawing a soul to Christ.
 - Perhaps a good question to ask at this point: “Do you have any questions about what being a Christian is all about?” Or, “Is there something I answer for you about how to know you have eternal life?”
 - If a person is unwilling to receive Christ during your visit, offer to pray for them, and leave on a friendly note.
3. Report details of the visit. Write it down on the prospect form and share it at report time.