

# Verity Baptist Church

## Soul Winning Seminar

Lesson 10:

### Conserving the Results

#### Introduction:

- The Great Commission (as we've already learned) is not simply to get people saved

[19] "Go ye therefore, and (#1) teach all nations, (#2) baptizing them in the name of the Father, and of the Son, and of the Holy Ghost: [20] (#3) Teaching them to observe all things whatsoever I have commanded you: and, lo, I am with you always, even unto the end of the world. Amen."

—Matthew 28:19-20

- This lesson will give you practical steps for effective follow up with your converts

#### I. Who to Follow Up On

"And whosoever shall not receive you, nor hear your words, when ye depart out of that house or city, shake off the dust of your feet." —Matthew 10:14

##### A. Follow up with people who got \_\_\_\_\_

- 1) Once somebody has been saved, we do not want to just leave them at the door on their own!
- 2) It should be a very rare exception when you follow up on someone that did not get saved!
- 3) Realize that you do not have to follow up on everyone you get saved, the following points tell what else to look for in following up

##### B. Follow up with people who seem \_\_\_\_\_ in coming to church

##### C. Follow up with people who are \_\_\_\_\_ you (age, same season of life, same social economic status)

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### II. Things to Look for in Follow Up

#### A. People who are in \_\_\_\_\_

“When Jesus heard it, he saith unto them, **They that are whole have no need of the physician, but they that are sick: I came not to call the righteous, but sinners to repentance.**”—Mark 2:17

##### Examples of People Problems

- Marriage problems or divorce
- Child rearing problems or problems with CPS
- Financial or job problems
- Unexpected pregnancy

#### B. People who are in \_\_\_\_\_

- 1) Just moved into the area
- 2) Just got married
- 3) Just had a baby

FYI: You will find that the people who are the most likely of all to come to church are those who recently moved into the area!

BTW: Times of transition are also when you are likely to lose a church member!

#### C. People who are interested in being \_\_\_\_\_

- 1) When someone expresses the desire to learn the Bible
- 2) When someone expresses that they don't feel like they are being fed

FYI: Bible teaching is our church's strongest attribute!

### III. Tips for Effective Follow Up

#### #1. \_\_\_\_\_ for your converts

- The entire time that you are actively following up with them
- At least for one week after their salvation

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### #2. Give clear \_\_\_\_\_ to the church building

**Script:**

*“We’re on Harris Avenue, on the corner of Harris and Norwood across the way from the Dollar General.”*

### #3. Spend time after they get saved talking about \_\_\_\_\_ to church

**FYI:** You could have a few, go to verses that you can use to emphasize church attendance. Like Hebrews 10:25 for example.

*“Not forsaking the assembling of ourselves together, as the manner of some is; but exhorting one another: and so much the more, as ye see the day approaching.”—Hebrews 10:25*

### #4. \_\_\_\_\_ them to church

**Script:**

*“Would you be interested in coming to church on Sunday?” or if they need a ride, “If we came by and picked you up for church on Sunday morning, would you come?”*

- The best time to invite them to church is immediately after they got saved
- The best time to get their information is immediately after they agreed to come to church
- The best person to get their information is the person that got them saved

### #5. Ask \_\_\_\_\_ to follow up with them

**Script:**

*“I would like to pray for you and send you a packet with some Christian resources from our church. Do you mind if I get your information?”*

### #6. Text them \_\_\_\_\_ to sermons or videos

- When you get their phone number, text them a link to something right then and there while you are standing in front of them, to verify that they got it
- If you send them a sermon, make sure it is from the church that you are trying to get them to go to

**Example:** If I were soul winning in Fort Worth, Texas I would send them something from Stedfast Baptist Church not Faithful Word Baptist Church and vice versa

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### #7. Offer them a \_\_\_\_\_ to church

- If they need a ride, offer to pick them up
- If they live in the following zip codes (95833, 95834, 95835, 95838, 95815), you can offer to have the church van pick them up

### #8. Get their \_\_\_\_\_ information

- First and last name
- Full address (including apartment number and zip code)
- Phone Number (preferably the person's cell phone number)

*Example: See the "New Believers Follow-Up Card" that we provide for you.*

*FYI: Make sure you fill out the "New Believers Follow-Up Card" yourself – do not hand it to the person to fill out!*

- **Tell them why you are asking for their information**

Script:

*"I would like to pray for you and mail you some information from our church—would you mind if I write down your information?"*

*Note: Mail them a "New Believers Packet" that we provide for you.*

*BONUS: Do not be afraid to ask—the worst they can do is say "No"*

### #9. Call them or Text them \_\_\_\_\_ you pick them up:

- **The evening before you pick them up (to confirm)**

Script:

*"Hi, I'm just calling to confirm that you are still planning on coming to church tomorrow."*

- **An hour before you pick them up (to wake them up)**

Script:

*"Hi, I'm just calling to let you know that I will be there in an hour."*

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### #10. Have a \_\_\_\_\_ to call or visit them (so your follow up isn't awkward)

- Bring or send them a New Believers Packet or a little gift (try to do something that helps them spiritually)
- If you mail it, send it several days before you call so you can use that as the reason for why you are calling

#### Script:

*"Hey, I put something in the mail for you. I was wondering if you had received it. Also, were you still planning on coming to church on Sunday?"*

### #11. Talk to them about \_\_\_\_\_

- The next time you visit with them
- Or when they come to church

### #12. Have a plan for \_\_\_\_\_ baptism

*FYI: In the same way you have a plan for presenting the gospel you should have a plan (not a long plan) but some verses with explanation set aside to explain the practice and purpose of baptism.*

### #13. Seek for a \_\_\_\_\_ when you talk about baptism

*FYI: In the same way you sought for a decision when you talked to them about salvation seek for a decision on baptism!*

### #14. Develop a \_\_\_\_\_ with your converts

- Oftentimes the converts that come to church are the ones that have on going conversations with the person that got them saved
- This can most commonly be done in our day through text messages, while discussing Bible questions that converts may have or sermons they have listened to, documentaries, or videos you have sent them

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### #15. When to \_\_\_\_\_ follow up on or when to \_\_\_\_\_ following up

- If they did not get saved
- If they got saved but do not seem interested in coming to church
- If they said they would come to church and after a few attempts have never actually made it
- If they stop responding or avoid you

***Note:** Remember that when we are out soul-winning we want to get the gospel to anyone and everyone who is willing to listen—but when we are following-up we want to ONLY follow-up on people who are likely to come to church!*

#### **Conclusion:**

- a. We should be trying to fulfil the Great Commission
  - We should try to get people saved
  - We should try to get people baptized
  - We should try to get people in church
- b. Determine to follow up on your converts

