

CHURCH GROWTH PLUS MINISTRIES

Evangelism Program



REAPING The HARVEST

*Preparing the Church to Reap
The maximum yield from the field*

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The whole gospel, to the whole community, by the whole church

THE HARVEST IS RIPE

“Say not ye there are yet four months and then cometh the harvest? Behold I say unto you lift up your eyes and look on the fields; for they are white already to harvest.” *John 4:35*

“Then saith he unto his disciples, the harvest is truly plenteous, but the laborers are few. Pray ye therefore the Lord of the harvest, that he will send forth laborers into the harvest.” *Matthew 9:37, 38*

“All over the world men and women are looking wistfully to heaven. Prayers and tears and inquiries go up from souls longing for light, for grace, for the Holy Spirit. Many are on the verge of the kingdom waiting only to be gathered in.” *Acts of the Apostles, p.109*

Believe that the Spirit of God is hovering over your neighborhood, workplace, community or city. Some people are defeated before they start, because they are not convinced people near them are interested, seeking or already prepared by God. Believe that there are Spirit-prepared people near you and that God will lead you to these people.

THE CHURCH MUST BE READY

“In laboring where there are already some in the faith, the minister should at first seek not so much to convert unbelievers, as to *train the church members for acceptable cooperation.*” *Gospel Workers, p.196*

“The Lord does not now work to bring many souls into the truth because of church members who have never been converted and those who were once converted but who have *backslidden.*” *Testimonies vol. 6, p.371*

“When a special effort to win souls is put forth there rests upon *every believer a most solemn obligation,* to do all in his power to clear the King’s highway by *putting away every sin* that would hinder him from cooperating with God and with his brethren.” *Evangelism, p.111*

“The Lord requires that far greater personal effort shall be put forth by the members of our churches. The *Master has appointed unto every man his work.* There are visits to be made, praying to be done, sympathy to be imparted and *the piety - heart and hand - of the whole church* is to be employed if this work is to be accomplished.” *Evangelism, p. 113*

“Let the believers share the burden of the work. They should feel it a duty and a privilege to help make the meetings a success. God is pleased by efforts to set them at work. He desires *every church member* to labor as His helping hand to win souls to Christ.” *Evangelism, p. 111*

THE FILLING OF THE HOLY SPIRIT

A common misunderstanding about the filling of the Holy is that it refers to the coming of the Holy Spirit in our lives. In John 7:38, 39, Jesus said that the Holy Spirit would be sent to those who believe in Him. The Holy Spirit comes into your life when you become a Christian. As you place your faith in Jesus, the Holy Spirit comes to dwell in you. According to Jesus, the indwelling is permanent (see John 14:15).

The filling of the Holy Spirit refers not to the Spirit's coming into our lives but to the Spirit empowering us for witness and ministry. As we are filled with the Holy Spirit, we receive the courage and strength necessary to tell others about Jesus. Our lives and our lips become channels for the Spirit to use to spread the gospel.

In Ephesians 5:18 Christians are commanded to, "be filled with the Spirit." The Greek language reveals some important truths about this commandment. The verb is plural in form, indicating that the commandment is for all Christians. It is also an imperative verb; the filling of the Spirit must be something God does for us. We cannot fill ourselves.

The command is also in the present tense. In the Greek language this indicates continuous action: "keep on being filled." Unlike salvation, the filling of the Spirit is not a one-time experience. *Each time we go to witness we should seek to be filled with the Holy Spirit.*

How can you be filled with the Spirit? Filling begins with **seeking**. In Luke 11:9, 13 Jesus says: "*And I say unto you, ask, and it shall be given you; seek, and ye shall find; knock, and it shall be opened unto you. If ye then, being evil, know how to give good gifts unto your children: how much more shall your Heavenly Father give the Holy Spirit to them that ask Him?*" The Lord delights in giving to those who want to receive.

The next step is **cleansing** our hearts of known sin. The Holy Spirit will not honor or bless a sinful life. The Bible tells us what to do about sin in 1 John 1:9. "*If we confess our sins, he is faithful and just to forgive us our sins and cleanse us from all unrighteousness.*" When our sin is forgiven, forsaken and cleansed, we are ready to be filled.

The final step is **yielding** control of our lives to the Holy Spirit. When we accept His control, we will experience the power and help of the Holy Spirit in three ways:

1. The Holy Spirit goes ahead of us to prepare the lost person to receive our witness (see John 16:8).
2. The Holy Spirit guides us in what to say and do as we witness (see Acts 1:8).
3. The Holy Spirit keeps our witness alive in the minds and souls of those who heard it (see John 15:26)

“I want to experience what the Apostles did in Acts”

Follow the process of seeking, cleansing and yielding as you prepare to witness. Describe how each step helps you to experience the filling of the Holy Spirit.

Seeking:

Cleansing:

Yielding

To be ready to share your faith, seek the filling of the Holy Spirit. In Acts 1:8 Jesus told His disciples to be witnesses after the Holy Spirit came upon them. In Acts 4:18-21 the followers of Jesus were told that persecution would follow if they continued speaking about Jesus. After being filled with the Holy Spirit, however, they began to witness boldly in spite of threats (Acts 4:31). The Holy Spirit will help us overcome fear and find a way to share the gospel.

*“The time is coming when there will be as many converts in a day as there were on the day of Pentecost, **after the disciples had received the Holy Spirit.** (Evangelism, p. 692)*

SPIRITUAL GROWTH COVENANT

As we pray for the filling of the Holy Spirit, personally evaluate your life at present and ask the Holy Spirit to lead you in making and keeping a covenant with God to grow in these areas of spiritual development that will help you to become a fit vessel for His service. I would like to:

1. Overcome the following sins:
2. Discard the following bad habits:
3. Strengthen the following weaknesses:
4. Cultivate the following good habits:
5. Right the following wrongs:
6. Repair the following relationship(s):
7. Improve the following aspects of my personality:
8. Re-consecrate the following senses to God:
9. Commence obedience to the following commands of God:
10. Advance the growth of God's kingdom by witnessing through the following means:

MY COVENANT

In solemn covenant and agreement with God, ever trusting in His grace, I pledge to seek the filling of the Holy Spirit that I might be used of Him as a member of the soul-winning team during the evangelistic season.

Signature

Overcoming Barriers

The best way to overcome barriers to witnessing is to learn principles that you can use. The most difficult barriers to overcome are formed by hindrances in our personal lives. Other barriers come as we are engaged in the task of telling others about Jesus, but these barriers keep us from starting to share. Among the hindrances that form this barrier are **fear, time, apathy, procrastination and inadequacy**.

Fear: Fear about witnessing takes many forms: the fear of rejection, the fear of what others will think, the fear of forcing your views on others, and so on. The key to overcoming the barrier of fear is *faith*. The psalmist wrote: “*The Lord is my light and my salvation, whom shall I fear? The Lord is the strength of my life; of whom shall I be afraid?*” Psalm 27:1. Claim promises such as: Isaiah 41:10; Jeremiah 32:17; Acts 1:8, 1Peter 5:6, 7 about God’s power to care for you as you witness.

Time: As with money we never seem to have enough time. But if we wait until we have time to witness that time will never come. The key to dealing with the hindrance of time is *obedience*. Jesus commanded His followers to be witnesses (Mathew 28:19, 20). If He is Lord, we must obey Him. We are to make time for witnessing and build our schedule around it. The obedient Christian will do whatever it takes to make time to share the gospel.

Apathy: Apathy is a personal barrier for those who do not feel that they need to witness. Some feel that it is a job for others to do. Others believe that it is not an urgent task. Their attitude seems to be that it is nice when people come to Christ, but it is not the end of the world when they don’t. The key to overcoming apathy is *compassion*. People without Christ will be eternally lost. If we truly care about others, we will want them to hear about Jesus.

Procrastination: Many people are convinced of their need to witness but never get around to witnessing. The key to dealing with the hindrance of procrastination is to *be decisive* - get started *today*. Jesus said, “You shall *be* witnesses unto me” Acts 1:8. He said, “Be witnesses” not “Do witnessing”. Witnessing always begins with *Be-ing*, that is, who or what we are. What we say and what we do bear witness to who or what we are in Christ. How do you witness? You tell others what Christ has done for you and can do for them. And as you become more involved in telling others you will become more confident and committed to sharing Christ.

Inadequacy: The key to dealing with a sense of inadequacy is to *understand your role*. The issue is not what we are capable of doing but what God is capable of doing. Our role is to be witnesses, telling others what Christ has done for us and can do for them. God’s role is to convince the unsaved that what we say is true and to transform them into Christians. We may not be spiritual giants or brilliant theologians, but we can be witnesses about the work of Jesus in our lives.

*God help me see in all I meet,
In country road or city street,
Not just people passing by,
But poor lost souls for whom Christ died*

THE SEED APPROACH

One way to find and analyze potential prospects is called the SEED approach. SEED stands for the four (4) steps involved in finding and analyzing prospects: **Search**, **Encounter**, **Evaluate**, and **Decide**.

Search: To find prospects you must look for them. Start by developing a list of the evangelistic prospects you know personally.

- Immediate Family:

- Other Relatives:

- Friends:

- Work Colleagues:

- School Colleagues:

- Neighbors:

- Acquaintances:

- Personal Witnessing:

- Religious Surveying:

- Former Members:

Encounter: The next step is to verify the information you have and to determine the evangelistic need and potential of each prospect. This should be done through either a personal conversation or a brief religious survey. Add contact information such as: telephone numbers, email and addresses under the names. Gather the necessary information to evaluate the evangelistic potential of the prospect.

Evaluate: The next step in the process is to evaluate the evangelistic potential of the prospects you have encountered. Answer the following questions for each prospect.

- What is the prospect's connection with the church?
- What is the prospect's spiritual condition?
- What is the person's spiritual interest?
- What interests or needs did you discover that you can meet?

In light of the information you have gathered, how would you rate the evangelistic potential of the prospect(s)? Is he green fruit or possibly ripe for the harvest? If he is ready to make a commitment to Christ, his evangelistic potential may be very high. If he is uninterested his evangelistic potential may be low. Place the names that are possibly ripe for the harvest on Operation Andrew cards.

Decide: The final step is to develop a witnessing strategy for each evangelistic prospect. Start with the persons who are highest in evangelistic potential.

Seek the filling of the Holy Spirit: Follow the process of seeking, cleansing and yielding as you develop your strategy.

Use a prayer list: Make a list of persons you want to win to Christ and begin to pray for them each day. Pray that the Holy Spirit will open minds and hearts to the gospel. Pray that they will recognize their need for salvation. Pray for God's wisdom and direction as you seek to share the gospel with them.

Build a relationship: Look for ways to minister and to illustrate the love of Christ. Find a need and begin to meet it. You want your prospect to know that you really care about him. Develop your common interests or use the person's interest to strengthen your relationship.

Invite your prospect to church or the harvest vehicle: At the appropriate time invite your prospect to the church or the harvest vehicle so that the prospect might be brought to the point of decision.

Continue cultivating the relationship: Each individual is in a "sowing, watering or harvesting" condition. Those who are not ripe for the harvest now might be ready in due season.

Care for the convert: Be alert to the fact that you might be God's chosen harvest vehicle to bring the prospect to Christ. You must then be prepared to care for the convert.

OPERATION ANDREW

“Andrew... first findeth his own brother Simon... and he brought him to Jesus.” *John 1:40-42*

Do you have a friend or relative who doesn't know Jesus Christ and the peace He gives? What can you do for this person?

Operation Andrew is a way for you to share God's love with another person. It is simple to help you and other Christians covenant with God to pray for the seven individuals who need Jesus Christ and then use a harvest vehicle to bring them to Christ.

Won't you join us in REACHING UP in prayer and REACHING OUT to bring others to Jesus Christ?

PRAYER COVENANT LIST

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

Carry this card in your Bible as a daily Prayer reminder.

LOOK AROUND – because your mission field is right where you live, work, or go to school. In the space provided, list the names of 7 individuals who need Christ.

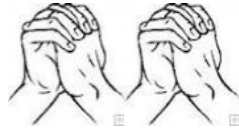
LOOK UP – for prayer changes people! Set aside time each day to pray for these seven, and for yourself –that God will give you natural opportunities to share His love with them.

LOOK OUT – for ways to cultivate their friendship and earn their confidence. Set a plan of action. An invitation to dinner or a ball game can do much to build bridges, opening the way for Christ.

LOOK FORWARD – to begin talking with each person on your list about attending church, crusade or that harvest vehicle of your choice. Choose a specific date, pray and invite each one.

LOOK AFTER – those who respond to Christ; they need your encouragement more than ever. Those who do not come to Him may be reached later on, so continue to love and pray for them.

MAKING A PRAYER LIST



Prayer Partners

“Again I tell you that if two (or three) of you agree on earth about anything you ask for, it will be done for you by my Father in heaven.” Matthew 18:19 “The blessing of the Lord will come to church members who participate in the work *gathering in small groups for daily prayer* for its success. *Evangelism, p. 114*

Link up with a prayer partner. Share names of those on your Operation Andrew List with highest evangelistic potential. Pray regularly everyday for those names as well as those in the Prayer Barn:

- That God will draw them to Himself. (*John 6:44*)
- That they will seek to know God. (*Acts 17:27*)
- That they will believe the Word of God. (*1 Thessalonians 2:13*)
- That Satan is bound from blinding them to the truth, (*2 Corinthians 4:4*)
- That Satan’s influence in their life is cast down. (*2 Corinthians 10:4, 5*)
- That the Holy Spirit works in them. (*John 16:8-13*)
- That they turn from sin. (*Acts 3:19*)
- That they believe in Christ as Savior. (*John 1:12*)
- That they obey Christ as Lord. (*Matthew 7:21*)
- That they take root and grow in Christ. (*Colossians 2:6, 7*)

The Prayer Barn

A Prayer Barn should be placed in the sanctuary in front of the altar. All names of interests and prospects should be placed into the Prayer Barn. Each Sabbath during the worship service’s intercessory prayer and Wednesday night prayer service all names in the Prayer Barn should be lifted to God in prayer.

Additional Prayer Requests

- Pray for each other that you would be filled with the Spirit, faithful in building relationships and for God to make you a courageous witness.
- Pray for the evangelist, his team, the pastor, the meetings, the messages, the outpouring of the Holy Spirit, and a great harvest of souls.
- Pray for the church to be ready to receive and retain the new believers

Fasting

Fasting is a vital element in the preparation of the church for evangelism: “Is this not *the fast* I have chosen? To loose the bands of wickedness, to undo heavy burdens, and to let the oppressed go free, and that ye break every yoke?” *Isaiah 58:3*. “Our work must be accompanied with deep humiliation *fasting* and prayer”. *Testimonies, vol. 5, p.134*

Two kinds of fasts are recommended commencing six (6) months prior to the start of the start of the evangelistic series. These fasts should be announced publicly and published weekly.

The *normal fast* is going without food for a definite sunset-to-sunset period in which water only is ingested. There should be a normal day of fasting for the entire church on a designated Sabbath every other month leading up to opening night.

The *partial fast* is one that omits certain foods (such as sweets and flesh) or is on a schedule that includes limited eating such as eating or omitting one meal a day. It may also include eating fresh fruits and vegetables only for several days. There should be sunset-to-sunset partial fast days for the entire church every week leading up to the opening night.

Suggested Fasting Schedule

DAYS	TYPE	EXCLUDE (Abstain)	INCLUDE (CAN EAT)	EXCLUDED
SUNDAYS	Partial Fast	Snacks	Three Meals	Cell Phones Social Media
MONDAYS	Partial Fast	Snacks	One Meal	Television
TUESDAYS	Partial Fast	Snacks	Two Meals	Sweets
WEDNESDAYS	Partial Fast	Snacks	Three Meals	Flesh
THURSDAYS	Partial Fast	Snacks	Two Meals	Credit Cards
FRIDAYS	Partial Fast	Snacks	Three Meals	Sleep
SABBATHS (ONCE PER MONTH)	Normal Fast	Food	Water	Sex

Building Relationships

Church growth specialists have pointed out that the greatest outreach that result in decisions, occur through relationships. Surveys revealed that approximately 80% of those who responded to the invitation to accept Christ, and join the church were brought personally by someone else. Effective evangelism is based upon relationships and your prospect's response to your invitation will be based upon the relationship that you have established.

Be friendly: If you desire to build a redemptive relationship, be friendly! Be the kind of person those about you would like to have as a friend. Smile! Be cheerful! Be a good listener. Invite your prospect to your home or out to dinner. Discover and discuss their interests and hobbies rather than your own. Use them as building blocks to establish a growing friendship.

Be Caring: Offer your understanding and availability. Sickness, death of a loved one, marital problems, financial difficulties and other pressures are opportunities arranged by God himself and provide opportunities for you to express Christ's love through caring, sharing and serving. Remember, people don't care how much (or what) you know until they know how much you care.

Be Generous: Helping hands give your beliefs validity and impact. Go the second and third miles. Mowing lawns, preparing meals, babysitting and providing needed transportation are some of the ways to help people in need. It is also advantageous to give special gifts for special occasions such as birthdays, anniversaries, graduation, Christmas and other seasons throughout the year.

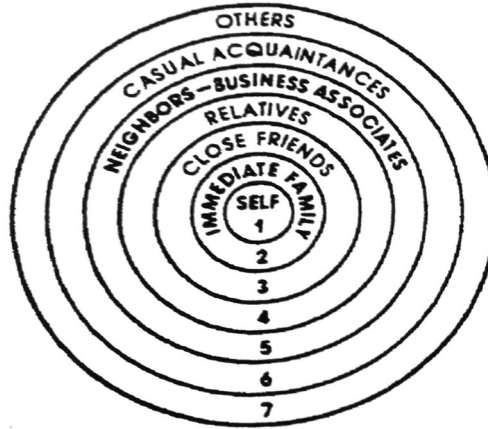
Be Kind: "If we would humble ourselves before God, and *be kind* and courteous and tenderhearted and pitiful there would be one-hundred conversions to the truth where now there is only one" *Testimonies, vol. 9, p.189*. "Many can be reached only through *acts of disinterested kindness*. Their physical wants must first be relieved. As they see evidence of our unselfish love, it will be easier for them to believe in the love of Christ." *Testimonies, vol. 6, p. 83*

Be Persistent: Your goal is to build a relationship to create a healthy climate for a positive response to your invitation to a harvest vehicle. This takes time and effort. There is no substitute for time. Often it is necessary to "make haste slowly". But patience does pay off. When a seed is planted and persistently cultivated it usually produces fruit. To reap the harvest of conversion you must persistently build the relationship.

- "We cannot heal wounds we do not feel."- R.R. Smalley
- "One of the most powerful ways to gain entrance into someone's heart is to serve them."
--Melody Rossi
- "We are God's people and we care because He cares."--Paul Rowell
- "We live in a cold world but people are still drawn by the warmth of love and compassion."
--Edwin Orr
- "It's nice to know that when you help someone up a hill you are a little nearer to the top yourself." --Bishop Taylor Smith

Friendship Evangelism

All church members have a web of relationships in their lives among unbelievers: family, friends, neighbors, fellow employees, students, casual acquaintances and others. The most natural, least threatening way to evangelize these individuals is through friendship evangelism.



Friendship evangelism means developing meaningful loving relationships with these individuals so that in God's time and way they might be attracted to Jesus and responsive to your invitation to attend a harvest vehicle. By living the life and sharing the love of Jesus, friendship evangelism endeavors to create an opening for the presentation of the gospel.

Sharing Your Faith

The primary goal of Friendship Evangelism is not to share with your prospect the fundamental doctrines of the church. It is cultivating relationships and using the cultivation of those relationships as channels through which invitations are given to secure guaranteed attendance to a harvest vehicle.

Sometimes, however, in cultivating relationships such an indelible impression is made upon the prospect that he begins to inquire about your faith and ask "why" questions about your beliefs and practices. At such a time, the apostle Peter says: "And be ready always to give an answer to every man that asketh you a reason for the hope that is in you" (1 Peter 3:15). When such an inquiry is made it is then appropriate (and only then) to give a Biblical answer by inviting your prospect to study the Bible with you or introducing him to a set of Bible lesson studies.

At all times you should be spiritually sensitive to opportunities God will place in your path to cultivate relationships with those who are already ripe, ready and receptive. This was certainly true of Philip (Acts 8:24-26) and it will certainly be true of you. In response to the nudging of the Holy Spirit, Philip took advantage of the opportunity that was presented to him and had the joy of seeing a soul come to Christ. There are seasons when the farmer is relaxed but when the crop is ripe there must be a sense of urgency in reaping the harvest

Association With Unbelievers

“Now, shall professed Christians refuse to associate with the unconverted, and seek to have no communication with them? *“No, they are to be with them, in the world and but not of the world, not to partake of their ways, not to be impressed by them, and not to have a heart open to their customs and practices. Their associations are to be for the purpose of drawing others to Christ.”* Selected Messages, bk. 3, p. 231

“There is need of workers who will *come close to unbelievers, not waiting for unbelievers to come close to them*, who will search for the lost sheep, who will do personal labor and who will give clear and definite instruction.” Evangelism, p. 473

“If believers associate with unbelievers for the purpose of winning them to Christ, they will be witnesses for Christ, and having fulfilled their mission, will withdraw themselves in order to breathe in a pure and holy atmosphere. They will draw near to God, and send up earnest petitions to Christ in behalf of their friends and associates, knowing that He is able to save unto the uttermost all that come unto God by Him.” Our High Calling, p. 300

Inviting Prospects To The Harvest Vehicle

The stage should be set by using the method of Christ: *“Christ’s method alone* will give true success in reaching the people. The Savior mingled with men as one who desired their good. He showed His sympathy for them, ministered to their needs and won their confidence. *Then He bade them ‘Follow Me’.*” Ministry of Healing, p. 143

Building relationships prepares the fruit for the harvest. After spending time with the prospects, discovering their interests, sharing their friendship and bearing their concerns there comes an appropriate time to invite them to the harvest vehicle. A harvest vehicle may be an evangelistic crusade, Revelation Seminar, dynamic church worship service or some other church sponsored event. A harvest vehicle is any vehicle designed to bring prospects to a decision to join the church.

In extending the invitation Jesus says that we must *“compel them to come in”* Luke 14:23. The word ‘compel’ is an exceedingly strong word but it simply means “to necessitate” or “to fix it so that they can’t tell you no.” Many prospects feel unwanted, unwelcome and unworthy. We must extend the invitation in such a way as to impress upon them that they are indeed wanted, welcome and worthy. Always bear in mind that the one who builds the relationship is sometimes the best harvest vehicle.

INVITATION TECHNIQUES

The chief objective in extending the invitation is that the prospect will accept and attend the harvest vehicle. The aim is that here he will be challenged and confronted by the claims of the gospel and decide to become a member of the church. In many instances, how the invitation is given will determine the outcome. Certain guiding principles must be applied to the art of giving the invitation to ensure a positive response.

The Principle of Obligation: The easiest way to get your prospect to respond affirmatively is out of a sense of obligation. If your prospect is a member of a Sunday church it is a good strategy to visit his church with him first before extending your invitation. By so doing when he receives your invitation he will feel it his duty to respond out of a sense of obligation. If your prospect is unsaved or un-churched you must study ways and means by which through benevolent acts you can obligate him into a positive response. Remember, “*Every good deed is a seed sown to bear fruit unto eternal life.*” Testimonies, vol. 6, p.

The Principle of Anticipation: The prospect must know that you are anticipating a positive response and will be extremely disappointed if you do not receive it. To this end you must be positively positive in the way that the question is posed—not like the literature evangelist who said: “Lady, you don’t want to buy any books today do you? Rather, you should declare: “I’m so excited about this harvest vehicle, I know you will want to join me to share in the blessings and inspiration. I’m going to pick you up at 6:00 p.m. Please be ready.” Or give the choice of two positives: “I’ll pick you up on Monday night or Tuesday night. Which is best for you? We all hope for the best but the optimist actually expects to receive it.

The Principle of Accommodation: As you extend the invitation you must be prepared to make accommodations to overcome barriers and deal with excuses. If the prospect is in need of transportation you must be willing to arrange it or be prepared to transport him to and fro. If the prospect is in need of babysitting services you must be prepared to assist in finding a babysitter or investing in babysitting services. The accommodations that you make will buttress your witness and testimony and impress your prospect with sacrifices you are willing to make share the gospel with him.

The Principle of Motivation: The right kind of motivation can transform negative and nonchalant responses into positive ones. While a prospect cannot be forced to accept your invitation he can be inspired to do so. Study his needs and personality to know how you might best motivate him. Different types of motivations may be used such as: spiritual motivation—sharing your personal testimony; physical motivation—dining together in route to the harvest vehicle; or financial motivation-- using a gift card as an incentive. Your ability to motivate will depend upon the strength of your personality and the sweetness of your spirit

Advertising The Harvest Vehicle

Advertising is to a harvest vehicle what bait is to fishing. If you want to get people hooked for Jesus it certainly pays to advertise. While *general* mass media advertising pays dividends, by far the best advertisement is the *personal*, word of mouth and enthusiastic recommendation of a church member.

General Advertising

MASTER MAILING LIST: A master mailing list should be created that includes names and addresses from: 1) Church Visitors, 2) Church Interests Files, 3) Community Service Contacts, 4) Mass Media Follow-up, 5) Bible Correspondence School Students, 6) Religious Surveying, 7) Church Outreach Events, 8) Operation Andrew List, 9) Personal witnessing, 10) Prayer Barn. This list should be categorized into an e-mailing list and USPS mailing list.

E-mailing List: Advertisement should be sent via e-mail to all names in the church's e-mail bank as well as all names with an e-mail address from the master mailing list.

USPS Mailing List: Advertisements or handbills should be mailed via USPS of all names on the master list without an e-mail address. A targeted zip code may be included if the budget allows.

Media Advertising: To the extent that the budget may allow, radio, television and newspaper advertising may be utilized. Many times free religious advertising is available and this avenue should always be explored.

Personal Advertising

Field Day(s): At least one week prior to the opening night. Field day(s) should be organized and targeted to reach as many homes as possible in a particular neighborhood or zip code, with the advertisement and an invitation. The participation of the entire membership is vital to the success of this endeavor.

Social Media: All members are requested to use every available social media avenue such as e-mail, twitter and Facebook to advertise as well as invite those in their concentric circle of contacts. The participation of the entire membership is vital to the success of this endeavor.

Operation Andrew List: All members are requested to mail a handbill, send an e-mail advertisement and to personally, by word of mouth, invite each person on the Operation Andrew List to the harvest vehicle. This three-fold approach is important as repetition deepens impression. The participation of the entire membership is vital to the success of this endeavor.

Personal Mailing: Each member is requested to sow a seed of one book of stamps into the harvest vehicle. Mail 20 handbill invitations to people you know praying that those who are ripe will respond. The participation of the entire membership is vital to the success of the endeavor

Reaping The Harvest

The reaping of the harvest depends upon three things: the **seed**, the **soil** and the **seasons**. It is not enough to sow the *seed* by using the SEED approach, and cultivating the *soil* by building relationships, the church must make preparation for the *season* of the harvest. To reap an abundant harvest of souls the church must **organize, prioritize, agonize, mobilize** and **evangelize**.

Organize: The importance of organized efforts cannot be overestimated. At least six months in advance all plans should be laid out, committees organized and a countdown schedule implemented. Specific assignments should be made so that everyone knows exactly what they need to do. Nothing becomes dynamic until it becomes specific. Leaders of every department within the church should be part of the organizational process and should lay big plans. D. L. Moody said: “If God is your partner make no little plans.” Business as usual will not get the job done.

Prioritize: The main thing is to keep the main thing the main thing. This is not double talk. It emphasizes “priorities”. Everything can’t be first in the life of the church so we must keep the main thing—the reaping of the harvest—the main thing. During this season there should be no other programs that compete for the time, energy, devotion or resources of the membership. Like the apostle Paul the church must major on that “one” important thing. He said, “This one thing I do” not these ten things I dabble in. Reaping the harvest must be the established priority.

Agonize: Jesus said, “Without me ye can do nothing” John 15:5. Televisions, clocks and dishwashers are all useless without power and everything that we do is useless without the power of the Lord. The living Christ through the Holy Spirit provides us with all of the power that we need to reap an abundant harvest. Through prayer meetings, prayer breakfasts, prayer chains, prayer groups and days of agonizing prayer and fasting the church must keep the power lines up and working and pray as if everything depends upon God.

Mobilize: If the church is organized but the membership is not mobilized little will be accomplished. It is not the preacher’s responsibility to fill the pews. His responsibility is to fill the pulpit. The members are to fill the pews and must be mobilized to give their highest and their best. When Jesus saw the multitudes He said to His disciples, “The harvest truly is plenteous” Matthew 9:37. Then He enlisted, trained and mobilized those same disciples (Luke 9:1,2). Likewise, the church must enlist, train and mobilize its members for the reaping of the harvest.

Evangelize: Our mission is the Great Commission. To fulfill our mission we must bring people in, build them up and send them out. The church should make a great commotion about the Great Commission. We must be about our Master’s business. We are to busy ourselves at winning, baptizing and teaching people and stay constantly at it until Jesus comes again or calls time on us. Our goal is to reap the maximum yield from the field. We must do the best we can with what we have, where we are, for Jesus’ sake *TODAY*.

25 Ways You Can Help

“God desires every church member to labor as His helping hand.” *Evangelism, p. 111*

- Make a commitment of full support
- Volunteer for a committee
- Be filled with the Spirit
- Sign the spiritual growth covenant
- Use the SEED approach
- Build relationships with prospects
- Pray daily with a prayer partner
- Observe the fasting schedule
- Fill out the Operation Andrew Card
- Deposit names into the Prayer Barn
- Submit names for the Master List
- Participate in handbill distribution field day(s)
- Advertise via email, twitter, and Facebook
- Give invitation to Operation Andrew prospects
- Mail handbills to 20 people you know
- Attend the meetings nightly
- Bring prospects with you
- Register nightly to encourage others
- Place an “A” on your card to save workers time
- Pray for the evangelist as he preaches
- Provide transportation for someone who needs it
- Show hospitality to out of town workers
- Demonstrate a friendly attitude at all times
- Fill in the gap whenever needed
- Make a sacrificial financial contribution
- Become a spiritual guardian for a new converts

My Prayer

Lord, lay some soul upon my heart
And love that soul through me.
And may I humbly do my part
To win that soul for Thee.

My Commitment

“Through God’s enabling power I commit myself to using the SEEDS approach and dedicate myself as an instrument to be used by God to bring lost souls to Christ during this evangelistic season.”

Signature

Summary Steps To Success

180 Days In Advance

- General preparation begins
- First evangelism rally is conducted
- Harvest Vehicle is spotlighted
- The SEED Approach is enacted
- Church members sign commitment cards
- Members assent to Spiritual Growth Covenant
- Committees are organized and mobilized
- Operation Andrew is set in motion
- Prayer Partnership Teams are activated
- Fasting Schedule is implemented
- Building Relationship Program is inaugurated
- Master List Building is actuated
- Weekly emphasis is coordinated
- Countdown Schedules are validated

90 Days In Advance

- Second evangelism rally
- Harvest Vehicle is spotlighted
- Progress reports are highlighted
- Operation Andrew is promoted
- Church members are stimulated
- Building Relationships is accentuated
- Master List building is boosted

30 Days In Advance

- Third evangelism rally is conducted
- Harvest Vehicle is spotlighted
- Final countdown is coordinated
- 25 Ways church members are stimulated
- Invitation Techniques: Members are instructed
- General advertising plan is executed
- Personal advertising plan is executed
- Follow-up plan is executed
- Retention plan is executed

Recommended Committees:

Advertising; Bible Workers; Fasting, Finance, Follow-up; Greeters; Hospitality; Mailing, New Believers; Prayer Ministry; Security, Steering; Ushers and other Committees as needed.

SEASONAL EVANGELISM: EVANGELISTIC SERIES

Guidelines For The Pastor And Leadership Team

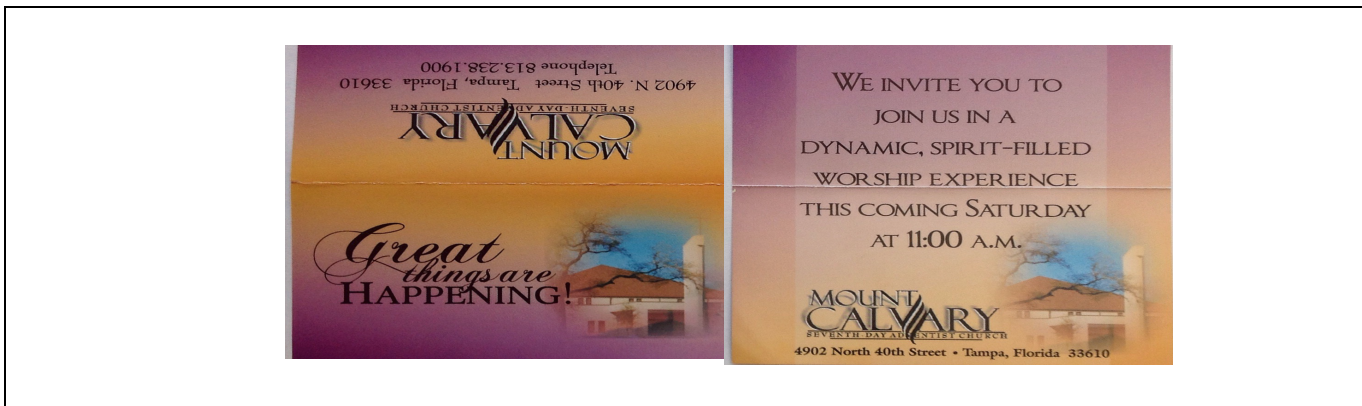
1. Read the booklet and use it as a guide in preparing the church
2. Enlist the support of every member for the evangelistic series
3. Promote the evangelistic series each Sabbath during the Personal Ministries session and the Divine Worship Service
4. Encourage the membership to fill out and sign the spiritual growth covenant
5. Place a prayer box on the altar in front of the sanctuary
6. Distribute *My Seven for Heaven* and *Operation Andrew* cards to the membership each Sabbath for the next several Sabbaths.
7. Urge the members to fill out the *My Seven for Heaven* cards and deposit them in the prayer box each Sabbath
8. Be sure to intercede over the names in the prayer box each Sabbath during worship and at the Wednesday night prayer service
9. Appoint a designated person to compile a master list of names in the prayer box to include addresses, email and phone numbers.
10. Add to the master list all persons in the categories listed in the Master Mailing List on page sixteen (16) of the booklet.
11. Thirty days prior to the evangelistic series send the entire Master List to the Dr. Ron Smith to be added to his personal prayer list and that of his team.
12. Organize the church membership into prayer groups of two persons per group.
13. Direct prayer group members to fill out and exchange *Operation Andrew* cards and intercede together daily on behalf of the names.
14. Use the ten (10) things outlined for prayer partners on page ten (10) of the booklet as the focus for daily intercession.
15. Emphasize each Sabbath the importance of building relationships by sowing seeds of kindness and using principles in the book *"Kindness Boomerang"* by Orly Wahba as a pretext to getting the prospects to accept an invitation to attend the evangelistic series.
16. Supply membership weekly with *Great Things Are Happening* cards and inspire them to invite visitors to church weekly.
17. Register all Sabbath visitors weekly and enter their names into an **email bank**.
18. Add to the email bank all names of interests on all lists listed on page sixteen (16) to send out nightly email invitations to the evangelistic series.
19. It is recommended that community field days be planned using the survey on page 25 of the booklet to solicit additional interests for the Master List.
20. As the start of the series draws nigh, execute the general and personal advertising plans to increase the opening night attendance
21. Keep the membership motivated and interested by regularly involving them in rallies, interviews, testimonies and committee assignments and reports
22. Follow all of the evangelism countdown steps as closely as possible to guarantee the success of the evangelistic series.
23. Prioritize regular meetings of the leadership team for prayer and planning and to give general oversight to the process of preparation.
24. Initiate and implement the *"How To Keep What You Reap"* plan by Dr. Patrick Vincent for establishing new converts found at churchgrowthplusministries.org

Using The Worship Service as a Harvest Vehicle

The church as its birth was the church at its best. When the church was at its best Luke recorded that “the Lord added unto the church *daily* such as should be saved.” (*Luke 2:47*). It is the Lord’s desire that souls should be added unto the church not every summer or every season but *daily* - every day that the church gathers for corporate worship. In order to accomplish this objective – four things are essential:

- First, the church must be viewed as an evangelistic center in which the Sabbath Worship Service is transformed into a harvest vehicle.
- Second, church members must believe that “*all over the world men and women are looking wistfully to heaven. Many are on the verge of the Kingdom waiting to be gathered in.*” (Acts of the Apostles, p. 109).
- Third, acting upon this belief the church members must *daily* invite people with whom they come-in contact to the Sabbath morning worship service.
- Fourth, when the timing is right persons with whom they have been building relationships should be invited to the Sabbath morning worship service.

One useful tool that has proven to be successful in getting a positive response from people to attend is the “*Great Things Are Happening*” invitation card.



These invitation cards should be printed in bulk and distributed among the membership weekly to invite persons with whom they come in contact on a *daily* basis. Each member should be challenged to set a goal for a certain number of *daily* distributions of the invitation cards. The church should also set goal of how many visitors they wish to see as a result in the worship service each Sabbath. For example: 5 visitors X 52 Sabbaths = 260 visitors per year. If 20 percent of these individuals joined the church, that’s an addition of fifty-two (52) souls in a given year.

An attractive worship is of critical importance. Churches that care about converts will be committed to the kind of worship about which converts care. This is a crucial element that cannot be ignored. In order to attract new believers: members should not be cold and aloof but warm, friendly and loving; the preaching should be nurturing and dynamic; the music should be joyous and contemporary. The congregation should also be alive, happy, vibrant and responsive. Visitors are significantly turned off by dull, dead, dry, formal, lifeless services and feel betrayed by the excitement portrayed by the “Great Things Are Happening” invitation card.

Securing The Visitor's Information

It is vitally important that the visitor's information be acquired so that visitation teams can follow-up the ripe fruit interests. This information might be obtained by ushers at the door or during a designated registration period in the worship service. One productive strategy is to ask members to stand so that the seated visitors might be identified and provided with an incentive to fill out the registration card.

YOUR Seventh-day Adventist Church GUEST REGISTRATION	
Date: _____	
Name: _____	
Address: _____	
Apt # _____ City _____ Zip _____	
Telephone: _(_____)_____ Cell _(_____)_____	
Email: (1) _____	
Church Affiliation: _____	
Check if desired:	
<input type="checkbox"/> I wish to be on your prayer list. (2)	<input type="checkbox"/> I wish to be on your mailing list. (6)
<input type="checkbox"/> I am a first-time visitor. (3)	<input type="checkbox"/> I am a frequent visitor. (7)
<input type="checkbox"/> I wish to be visited by the Pastor. (4)	<input type="checkbox"/> I am a new resident in the community. (8)
<input type="checkbox"/> I would consider becoming a member. (5)	<input type="checkbox"/> I wish to know more about Adventists. (9)
I was invited _____	
<i>Family of Friends, Friends of the Family</i>	

To facilitate the process, the guest registration cards are collected by the church clerk at the end of the service. The church clerk then copies and files the information and makes the distribution for follow-up accordingly.

1. Church Clerk	2. Prayer Ministries Leader	3. SWAT Team Leader
4. Pastor/Elder	5. SWAT Team Leader	6. Personal Ministries Leader
7. SWAT Team Leader	8. Pastor/Elder	9. SWAT Team Leader

The purpose for each distribution according to the numbers is as follows: #1- The Clerk establishes and builds an e-mail and cell phone bank; #2- The Prayer Ministries Leader and team calls and follows up with prayer; #4- The Pastor visits in response to the request; #8- The Pastor visits and recruits for membership.; #6- The Personal Ministries Leader builds a mailing master list for the prayer box and evangelistic meetings; #3, #5, #7, #9- The Soul Winning team follows up with visitation to determine ripe fruit, enroll in Amazing Facts Lesson Studies and lead to a decision to join the church.

Maximizing The Potential of The Email Bank

Once the church clerk establishes the e-mail and a cell phone bank additional deposits should be made on a weekly basis from the guest registration cards. Over time a substantial list of hundreds of names will be accumulated some of which will have great evangelistic potential. Efforts should be made to maximize their evangelistic potential through these kinds of email blasts that keep them informed and connected to the church:

- A thank you message for visiting the worship service should be to the visitor thirty (30) minutes after the benediction.
- An invitation to learn more about the church by accessing the church website.
- Daily inspirational one or two sentence thoughts for today.
- Weekly, brief, one paragraph inspirational messages.
- Invitations to harvest vehicles such as Community Guest days, Health Fairs. Special Emphasis Sabbath, and weeks of Prayer and Revivals.
- A free subscription offer to Message Magazine.
- Special invitations to public evangelistic series of meetings.
- Announcements of special events such as block parties, cooking classes, concerts and health education classes and updates on the church calendar.
- Periodic health nuggets and health information design for health improvement.
- Christian Education information, if there is a church school.
- Information about the church's work in the community such as feeding the homeless, back to school giveaways and Community Service Center hours of operation.
- General positive news information about the Seventh-day Adventist Church such as ADRA and the work of the church around the world.

Following Up The Visitors With Visitation Teams

The leader of the soul winning action team (SWAT) receives from the clerk a copy of the guest registration cards of all the first time and frequent visitors as well as those who would like to know more about Adventists and would consider becoming a member. During the SWAT team meeting the leader makes assignments of the cards to team members who pay a follow up visit in the home during the immediate week after the visitor came to the service.

The purpose of the visit is to thank the visitor for attending; enroll him, if there is interest, in a set of Amazing Facts Bible lesson studies; correct the lessons each week; invite him to church to receive his certificate upon completion and lead him to a decision to join the church. It is the Pastor and Personal Ministries leader's responsibility to mobilize the membership; recruit and organize the SWAT team; and train the team members according to the manual in weekly meetings to become efficient and effective soul winners.

"This house-to-house labor, searching for souls, hunting for the lost sheep is the most essential work that can be done." (Evangelism, p. 431).

SUSTAINED EVANGELISM: SOUL WINNING ACTION TEAMS

Acts 2:47...Steps To Success

- Review and apply the **guidelines for the pastor and leadership team on page 20**.
- If you are not currently planning an evangelistic series omit #3,#11,#20, and #22 from the guidelines.
- Set a goal for the number of souls that you would like for God to add to your church this year. Challenge the membership to fast and pray about the goal.
- Preach a challenging message on soul winning and make a special appeal for laborers.
- Organize your laborers into an army for service. Divide them into teams of two(s). Elect a leader, an associate, secretary and treasurer.
- Team members should pay dues. Recommended dues \$5.00 per month. Dues should be used for the purchase of Bible Lessons.
- Team members should meet weekly--Sabbath afternoon or Sunday morning--for prayer, devotion, reporting, assignments and training using the manual.
- Church members should be motivated each Sabbath during PM session and worship service to invite as many non-Adventist persons as possible to each Sabbath service through **M7FH building relationships** and **Great Things Are Happening** cards.
- Goals should be set for non-Adventist visitors that are present each Sabbath. For example 10 per Sabbath=520 per year. The goal should be to baptized 20% of those who visit your church each year.
- Special effort should be made to register each visitor with a guest registration card. Immediately following worship an email and text message should be sent to each visitor that records an email address and cell phone number.
- Copies of the guest registration cards should be made and distributed to the appropriate individuals for follow-up, according to the boxes that are checked.
- Names and addresses of all visitors should be added to the church's Master Interest List and kept for the next planned evangelistic series.
- Names of all visitors with an email address should be placed in the church's Email Bank to be sent weekly information, inspiration and invitation to harvest vehicles.
- Soul Winning teams should visit the individuals who have checked the following boxes: first time visitor; frequent visitor; new resident; would like to know more about Adventists and would consider becoming a member.
- The visitation team should enroll those who are interested in a set of Amazing Facts Bible Lessons, correct sheets as they are completed and invite them to church to receive their certificate.
- The preacher should make an appeal each Sabbath and invite those who are ripe and ready for membership to become members of the church.
- The visitation team should seek to bring each individual who has completed the Bible lesson studies to a decision to join the church.
- All new members should be integrated into the **"How To Keep What You Reap"** retention program.
- Every new believer should be recruited to join the **Soul Winning Action Team (SWAT)**.
- In addition to the training manual, free training resources can be found at churchgrowthplusministries.org

"If one half of the sermonizing were done, and double the amount of personal labor given to souls in their homes, a result would be seen that would be surprising." (Ev 430)

COMMITMENT CARD

By God's grace I pledge to:

- () Read the evangelistic booklet.
- () Be filled with the Holy Spirit.
- () Sign the Spiritual Growth covenant.
- () Fill out the Operation Andrew Card,
- () Place seven (7) names in the prayer box.
- () Submit seven (7) names to the Master List,
- () Choose a prayer partner.
- () Pray daily for the persons on my lists.
- () Observe the weekly fasts.
- () Build a relationship with my prospects.
- () Invite individuals to the evangelistic series.
- () Circulate "Great Things Are Happening" cards weekly.
- () Invite individuals to the weekly Divine Worship Service.
- () Join the evangelism outreach team.
- () Bring at least one soul to Christ.

NAME _____
TELEPHONE _____

COMMUNITY RELIGIOUS SURVEY

SAMPLE

NAME _____

ADDRESS _____

TELEPHONE _____ EMAIL _____

CONCERNING THE BIBLE

	YES	NO
Do you have a Bible?	_____	_____
Is the Bible true?	_____	_____
Are you interested in improving your Bible knowledge?	_____	_____

Do YOU feel the need for a more personal religious experience? _____
If yes, invite to enroll in:

____ Free Bible Study ____ Neighborhood Study ____ BCS (Bible
Correspondence School) _____ Harvest Event