

# How to Assimilate Your Prospects

- Get as much information about prospects as possible. This information can come from a phone call, but a personal visit is best. Ask questions about their interests, hobbies, and other activities as well as questions about work and career interests.
- Ask members to give you a list of interests, hobbies, and job or career interests.
- Match members and prospects based on common interests. People who have similar interests usually can build friendships quickly. If a prospect likes to fish, match that person with a member who likes to fish.
- Encourage members to contact their prospect matches. Ask members to make a personal visit to the prospects with whom they have similar interests before the end of this month.
- Develop a simple report form. Ask members to tell you who they visited, when, and how the visit went. Ask for specific information such as religious background and personal faith. If members are shy about sharing their faith with someone else, work with these individuals so they can develop the courage they need to witness.
- Plan fellowship activities for everyone. Encourage members to make a special effort to bring their assigned prospects to these fellowship events. Remind members that fellowship includes one-on-one relational activities as well as group activities.
- Pray for each prospect by name. Encourage members to pray daily for prospects they are assigned.

Nothing becomes dynamic until it becomes specific. Matching members with prospects, based on special interests, helps adults discover that not only do they have something in common with unchurched folk, but also that God can use these hobbies and interests to reach unchurched people.