

**LEADERSHIP LESSON 40: THE NUTS AND BOLTS OF OUTREACH (Part 2)**  
**OBSTACLES AND FOLLOW-UP**  
OUTLINE BY KENNY HOOMES

This conference is intended to help one deal with obstacles that may be encountered when making a visit. This session will also deal with returning to the prospects home for a follow-up visit.

**OBSTACLES**

Obstacles in your visitation can basically be categorized into two types. The first type of obstacle would be a person **objecting** to your message. An individual who has no interest in Jesus or His church may object to your presence on his doorstep. The second type of obstacle would be **distractions** that would interfere with your visit. A young child, overactive pet or loud televisions are examples of this type of obstacle.

**HOW TO HANDLE THE RUDE PERSON**

- No matter how rude the person may be, it is important to **respond** to the individual in Christian love. Remember you are meeting this person as a representative of Christ and His church.
- Ask yourself the “**WWJD**” question – “**What would Jesus do?**”
- Responding in Christian love may be difficult and require self-control, but it is the **right** way to respond.

**REMEMBER: FEEL, FELT, AND FOUND**

When you find yourself with a rude or argumentative person, use the *Feel, Felt, Found Formula*. Respond with the following phrases:

- **Feel** – You know I can understand how you would feel that way . . .
- **Felt** – In fact, I’ve felt that way before . . .
- **Found** – But, I’ve found a better way. Would you mind if I share that way with you?

**WHAT IF I DON’T KNOW THE ANSWERS?**

Many believers fail to share their faith out of a fear of not knowing all the answers to possible biblical questions that might arise. If a question arises and you do not know the answer . . .

- **Admit It:** It is okay to let the person know you don’t know the answer. The prospect now knows you are human and still on a journey of spiritual maturity.
- **Find Out:** Commit to discover the answer and be sure to do so.
- **Call for Back-Up:** Set a time to get back with the individual and bring along someone who can help.
- **Share Personal Experience:** Do not hesitate to share your own personal experiences. Share openly how Jesus has made a difference in your life.
- **Keep It Relevant:** Make sure all questions are relevant to the situation at hand. Avoid chasing rabbits.

## **DEALING WITH DISTRACTIONS**

Remember that when your team arrives at the prospect's home, you are probably arriving unexpectedly. When this occurs, numerous distractions can occur.

- If a child or pet is **overactive** and glad to see you and wants to “show-out,” allow one team member to entertain them.
- If the TV is too **loud**, respectfully request that the volume be turned down or perhaps you can move to another room.
- Never take a **child** into another room alone. Team members should stay in sight of each other at all times.

## **FOLLOW-UP**

From time to time, it will be necessary to return to the person's home for a follow-up visit. The following items may be helpful in making such a visit.

- **Sunday School Absentee**: If the person has connected with a class and fallen away, it is time for an in-home visit.
- **Transitions in Life**: The birth of a child, change of employment, crisis, or tragedy all become opportunities for a follow-up visit.
- **Don't Give Up the Ship**: No matter how many follow-up visits you make, don't give up.
- **Tips From a Foul Tip**: From time to time, we will all “foul tip” a relationship. It is imperative that we learn from our mistakes and not repeat them in the future.

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**OBSTACLES**

Two types . . .

\_\_\_\_\_ to your message  
\_\_\_\_\_ that would interfere with your visit.

**THE RUDE PERSON**

R \_\_\_\_\_ to the individual in Christian love.

Ask yourself, “ \_\_\_\_\_ ?”

It is the \_\_\_\_\_ way to respond.

**REMEMBER: FEEL, FELT, AND FOUND**

**Feel** \_\_\_\_\_

**Felt** \_\_\_\_\_

**Found** \_\_\_\_\_

**DON'T KNOW ALL THE ANSWERS?**

A \_\_\_\_\_ it

F \_\_\_\_\_ out

C \_\_\_\_\_ for back up

S \_\_\_\_\_ personal experiences

K \_\_\_\_\_ it relevant

**DEALING WITH DISTRACTIONS**

If a child or pet is o \_\_\_\_\_

TV too l \_\_\_\_\_

Never take a c \_\_\_\_\_ into another room alone.

**FOLLOW-UP**

Know the danger signals . . .

S \_\_\_\_\_ School absentee

T \_\_\_\_\_ in life

Don't give up the s \_\_\_\_\_

Tips from a “ \_\_\_\_\_ ”