

Hello, My name is _____ and I am with _____ church.

We're in the neighborhood asking residents three questions about the needs of this community. Would you be kind enough to give us your opinion?

Address _____ Household last name _____

1. In your opinion what are the two greatest need in our (this) community?

2. In your opinion what could a church do that would help this community?

3. How can we as a church pray for you and your household?

Community Needs Survey

SonC.A.R.E. Ministries

Hello, My name is _____ and I am with _____ church.

We're in the neighborhood asking residents three questions about the needs of this community. Would you be kind enough to give us your opinion?

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4. In your opinion what are the two greatest need in our (this) community?

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Community Needs Survey

SonC.A.R.E. Ministries

The accompanying Community Needs Survey is a great tool for discovering the true needs of your local community. For years the local church has been trying to tell the community what their needs are. Truly, we have the answer to their greatest needs, Jesus Christ, Lord and Savior. However, to get most people to respond toward understanding Jesus as Savior, we first must meet a physical, social, or economic need in their lives. This is not only true for our generation, Jesus did the same thing for His. Read of His ministry years. Jesus was always meeting the physical, social, or economic needs to lead people to spiritual matters of belief.

This simple, easy to use 3 question survey can be utilized in multiple ways and always produces results that you, the local church, can use. Each question is worded specifically to bring the best, pertinent results possible. Before jumping into the questions here are some ways churches use this survey:

- Door to Door (yes it can still be done)
- Mayors office, police chief, fire dept, first responders
- School principal, family resource office of school
- Church parking lot festival
- Community festival
- Parade route (captive audience prior to parade, people are not going to leave and give up their spot on the sidewalk)
- At the mall or other shopping venue

Now for the reasons the questions are worded as they are.

Question one: *In your opinion what are the two greatest needs in our (this) community?*

Have you ever noticed no one likes to be told anything, but everyone loves to give their opinion? Begin with, "In your opinion". Ask and then be silent. People will share even if you have to give them some prompting. Don't give them any perceived needs. If you offer any suggestions, give age people groups. Example: "Can you think of needs for senior adults, children, or single parents in the neighborhood? Other age groups?" This way you are not giving answers, only motivating their thinking.

Question two: *How could a church help meet these needs (you've listed) in our community?*

Never give the name of your church in this question. You've given your church name before beginning the survey, but never use it in these first 2 questions. Why? 1) the church may have a bad name or reputation in the neighborhood. 2) This person may have had a bad encounter with members from your church in the past 20 years (they don't forget). 3) You don't want to give the impression of making a promise for your church to uphold in meeting a need you're not gifted to meet. And perhaps most importantly, 4) If you are speaking with a Muslim or person of a different faith mentioning your church name here will only shut them down.

Question 3: *How can we pray for your personally?*

This question is worded this way and in the survey for at least three reasons. 1) We've been asking about the community, now we want to make it personal. 2) We want to demonstrate that we are interested in spiritual matters as well as physical – and that we are not here as an institution (the church) but because we care for people and spiritual matters. 3) When someone gives me a prayer request, I am going to pray for them right then and there, in their presence. I will continue to pray for that person's request for the next 30 days. Then...(see next page)

Then 30 days later, I am going to show up on their doorstep, in their office or by phone to ask this very important follow-up question, "I was here about a month ago. You told me of the issues with your teen age son. I've been praying for you and him. How's that going and how can I continue to pray for him?" This 30 day follow up is so very important. God allowed that person to give you the prayer request to give you permission to check back in 30 days, though those words were never spoken in your first visit. This is where spiritual conversations begin. This is where salvation experiences happen! Do not miss this golden opportunity.