

## **LEADERSHIP LESSON 39: THE NUTS AND BOLTS OF OUTREACH (Part 1)**

### **HOW TO MAKE A VISIT**

OUTLINE BY KENNY HOOMES

This conference is intended to help one understand the basic concepts, what to do and what not to do when making a visit to a prospect's home.

#### **SHOW UP**

##### **“80% of success is showing up”**

The above statement is true in most areas of life and visiting prospects is no exception. Therefore, showing up for visitation is vital for the outreach program of the church to be successful.

- **Know the location:** Know in advance, where the visitation teams will be meeting.
- **Be punctual:** Someone said, “The trouble with being punctual is there is no one there to appreciate it.” Make sure you are early for visitation.
- **Fellowship:** Use the time when you arrive to get to know others. In doing so, you enlarge the family atmosphere of your church and build a team spirit with others.
- **Prospect packets:** Upon arriving pick up the prospect packets or assignments for the visit. The best practice is to take more than one prospect packet in case the first prospect is not home.

#### **TEAM UP**

- **Teams:** Teams are more effective in visitation. If possible, a team should consist of three people (two men, one woman or two women and one man). Under most circumstances one man and one woman should not visit together (unless they are husband and wife/brother and sister or parent and child). Teams are also best if made up of members of the same Sunday School class and visiting prospects for their Sunday School class.
- **Sit together:** If visitation involves a class training time, teams should sit together.
- **Share together:** Briefly share information on the prospects selected for today's visits with your team.

#### **PRAY UP**

Once your team is in the automobile, spend a few moments in prayer for your visitation experience. Use the S.T.P. Method . . .

- **Safety:** Pray for safety as you travel to and from your destination.
- **Tender Hearts:** Ask God to begin now to tenderize the hearts of individuals you are preparing to visit.
- **Passion:** Ask for boldness and courage to be willing to share with individuals you are preparing to see.

## **PULL UP**

Upon pulling up to the house, use the following **common sense** (park on the street and not in the driveway; keep off the grass; ladies first – place the lady on the team to the front; be visible – move back a step and keep your hands visible; introduce yourself and the name of your church.)

## **WARM UP**

Upon entering the house, use the F.I.R.E. method to melt the ice.

- **Family**: As you see photos of children or other family members, use this as a conversation starter.
- **Interests**: Look for and observe any evidence of interest such as hobbies.
- **Religion**: Turn the conversation to religion or church. Seek to connect the prospect with a Sunday School class.
- **Evangelism**: Move the conversation to a deeper level in finding out about their relationship with Jesus.

## **MOVE UP**

- **Share** your evangelistic testimony with the individual.
- **Present** the evangelistic method used by your church (F.A.I.T.H.; Roman Road, etc.)

## **WRAP UP**

- Know when it is time to conclude the visit. You don't want to "**wear out** your welcome" by staying too long.
- A good ending is, "Can we answer any other questions you have?"
- Respect their time just as you want them to respect your time if the roles were reversed.

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**TEAM UP**

T \_\_\_\_\_

Sit t \_\_\_\_\_

Share t \_\_\_\_\_

**PRAY UP**

Use the S.T.P. Method

S \_\_\_\_\_

T \_\_\_\_\_ Hearts

P \_\_\_\_\_

**PULL UP**

Use c \_\_\_\_\_ s \_\_\_\_\_

**WARM UP**

Use F.I.R.E. to melt the ice

F \_\_\_\_\_

I \_\_\_\_\_

R \_\_\_\_\_

E \_\_\_\_\_

**MOVE UP**

S \_\_\_\_\_ your evangelistic testimony

P \_\_\_\_\_ the evangelistic method used by your church

**WRAP UP**

Don't “ \_\_\_\_\_ your welcome”