LEADERSHIP LESSON #59: PROSPECTING 101
OUTLINE BY STEPHEN DOUGLAS BROWN

Let’s go prospecting for those golden nuggets of Sunday School – Prospects!

1. Who is a prospect:
   a. A person who is not participating in an open, ongoing Bible study group.
   b. A person who is not active in an evangelical church.
   c. A person who does not have a relationship with the Lord Jesus Christ.

2. The obvious prospects are the people who visit our Sunday School class. A greeter from the class needs to sit with the guest and help fill out the registration form. The greeter makes sure we receive complete information from the guest. The greeter can make sure the guest is introduced around to class members, the teacher and ask the guest to sit with them in church and introduce them to the pastor as well as making sure they receive a quarterly and anything else the church gives to guests.

3. Prospects can be found in the worship service if they are given the chance to register. This registration information needs to be passed on to the class for contact.

4. Families of children located in VBS are an excellent source of prospects for the class. Contacting these people during or as soon as VBS is over is a must.

5. Membership referrals – referrals from the membership of lost and unchurched co-workers, neighbors and friends. Allow members referring people to remain anonymous if they wish.

6. Special events – register people at special events such as music concerts or programs. Fall festivals work well especially if you give out door prizes.

7. Mother’s Day Out, Day Care and Kindergarten are excellent sources of prospects. They are familiar with the physical church and probably have a positive view of the church because of the connection to their child.

8. Church members not enrolled in Sunday School.

9. Friend Day when all the members bring their friend to Sunday School.

10. Special Days to honor certain groups like teachers, sports teams, city workers, etc.


12. Church Recreation Programs such as Upward Basketball or soccer.

13. Bag Your Neighbor is where you take a bag with beverages and goodies along with church brochures to people who are moving into the neighborhood. You don’t stay long. Just enough time to say welcome and ask if they need prayer for anything.

What we really need to remember is to do something. Change it up occasionally and “never, never, ever give up.” – Winston Churchill
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OUTLINE BY STEPHEN DOUGLAS BROWN

Let’s go prospecting for those golden nuggets of Sunday School – Prospects!

1. Who is a prospect:
   a. A person who is not participating in an __________, ongoing Bible study group.
   b. A person who is not active in an __________________________.
   c. A person who does not have a __________________ with the Lord Jesus Christ.

2. The __________________________ are the people who visit our __________. A ____________ from the class needs to sit with the guest and help fill out the registration form. The greeter makes sure we receive complete information from the guest. The greeter can make sure the guest is introduced around to class members, the teacher and ask the guest to sit with them in church and introduce them to the pastor as well as making sure they receive a quarterly and anything else the church gives to guests.

3. Prospects can be found in the __________ if they are given the chance to register. This registration information needs to be passed on to the class for contact.

4. Families of children located in _______ are an excellent source of prospects for the class. Contacting these people during or as soon as VBS is over is a must.

5. __________________________ – referrals from the membership of lost and unchurched co-workers, neighbors and friends. Allow members referring people to remain anonymous if they wish.

6. ___________ _______ – register people at special events such as music concerts or programs. Fall festivals work well especially if you give out door prizes.

7. __________________________, _______________ and _______________ are excellent sources of prospects. They are familiar with the physical church and probably have a positive view of the church because of the connection to their child.

8. ___________ ______________ not enrolled in Sunday School.

9. ___________ _______ when all the members bring their friend to Sunday School.

10. ___________ _______ to honor certain groups like teachers, sports teams, city workers, etc.

11. ___________ _______ for those with new babies.

12. ___________ _______________ ______________ such as Upward Basketball or soccer.

13. ___________ ______________ is where you take a bag with beverages and goodies along with church brochures to people who are moving into the neighborhood. You don’t stay long. Just enough time to say welcome and ask if they need prayer for anything.

What we really need to remember is to do something. Change it up occasionally and “never, never, ever give up.” – Winston Churchill