

# **Evangelism Visitation Strategy**

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# Revelation Now Visitation Strategy

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# The Visitation Strategy

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## Why Visit?

*“By personal labor reach those around you. Become acquainted with them. Preaching will not do the work that needs to be done. Angels of God attend you to the dwellings of those you visit... Sermons will not do it. By visiting the people, talking, praying, sympathizing with them, you will win hearts. This is the highest missionary work that you can do. To do it, you will need resolute, persevering faith, unwearying patience, and a deep love for souls.” --Testimonies, vol. 9, p. 41*

## Four Types of Visits

- Building Rapport
- Attitude Evaluation
- Securing the Decision
- Follow-up and Integration: *“Much depends upon the work done by the members of the church in connection with and following the meet-ings... unless there is constant watchfulness on the part of the workers who remain to follow up the interest, the good impressions made on the minds of the people will become indistinct --RH 3/2/05.*

These are **four** different types of visits that you will make during the course of the meetings. They each have their own purpose and objectives and are quite different. They will be discussed in more detail in the chapters that follow.

## Definition of Terms

**Active Name-** One who has attended at least four meetings. Does not signify good or bad, simply separates those who have attended four or more times. We have discovered that we will baptize 25% of the active names. This category is automatically picked up by the computer and will screen the one-timers and curiosity seekers out for you.

**Inactive Name-** One who has not attended four meetings.

## Interest Readiness Levels

- A-** One who will be baptized with little or no visitation.
- B-** Before meeting 12 (the first time they are invited to church), this indicates those who plan to attend church. After, that time, it indicates one who will probably be baptized, but needs some persuasion.
- C-** One who will probably be baptized but they have questions that must be answered first. In other words they have a positive attitude but also have some honest questions that must be cleared up. For example, they may not understand Colossians 2, but if you answer their questions, they will keep the Sabbath. They still have a positive attitude.
- D-** Negative attitude and will probably not be baptized this crusade.
- F-** Future. A good interest but they will not make a decision during this crusade. They are a good future interest that will require Bible Studies. Possibly someone going on vacation or evening shift etc.

# Revelation Now Sermon Schedule

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## First Week

Fri. The Prophecy of Daniel Two  
 Sat. Angel Warfare- Occult- (Spiritism and Holy Spirit)  
 Sun. The Dragon and the Woman- (Orgin of Sin)  
 Mon. Israel in Prophecy  
 Tue. Miracles Today (Altar Call- How to Accept Jesus)  
 Wed. & Thu. ☺FF

Rapport  
Building  
Visits

Clear on  
Assurance

## Second Week

Fri. The Mark of the Beast Part I - The Antichrist  
 Sat. Unmasking the Conspiracy Part I – Creation or Evolution  
 Sun. Unmasking the Conspiracy Part II - The Lord's Day (Sabbath)  
 Mon. Law and Grace  
 Tue. Water and the Blood (Baptism)

Sabbath  
Visits

## Third Week

Fri. The Three Angel's Messages  
 Sab. Battle for the Mind (during the worship hour)  
 Sat. Behold the Lamb (altar call) The Life of Jesus  
 Sun. Mark of the Beast Part II - The Mark (keep the Sabbath.)  
 Mon. Life After Death (Baptismal Class 1)  
 Tue. The Rapture (Baptismal Class 2)

Clear on  
Death,  
Unclean  
foods,  
Rapture,  
Adornment  
etc.

## Fourth Week

Fri. The Judgment (Baptismal Class 3)  
 Sab. Spiritual Gifts Today (during the worship hour)  
 Sat. The Church (Baptismal Class 4) (God's True Remnant)  
 Sun. Babylon Has Fallen  
 Mon. The Last Day (altar call)  
 Tue. Unpardonable Sin (altar call)

Appointme  
nts to clear  
for  
baptism.

## Final Weekend

Fri. Armageddon (altar call)  
 Sab. The Family of God (during the worship hour)  
 Sat. PM Revelation Now Praise and Celebration (Vespers)

# Tips for Visitation

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1. Select the names you are going to visit that day and plot them on a map. Then arrange the visits in the most expeditious order. You want to avoid driving back and forth across town.
2. Even if you are having difficulty finding anyone home in the daytime, go out anyway. You will be learning your territory so that when we are pressed for time at the end of the meetings, you can go directly to their homes.
3. Dress appropriately
4. Insure you have "Sweet Breath," etc.
5. Your introductory remarks are very important.

Hi, my name is \_\_\_\_\_ with Revelation Now. Jac Colón asked me to stop by. We are trying to visit everyone attending, just to let you know how much we appreciate your coming to Revelation Now, and to have prayer with you. Do you have a moment?

6. Sit where you can see both interests with out turning your back on one.
7. Select a lead person to make the visit.
8. Partner should be prepared to handle distractions.
9. When building rapport, use the FORM approach:  
F-Family, O-Occupation, R-Religion, M-Message
10. When beginning the Gospel presentation or the evaluation portion of the visit the partner should pray silently and not say anything.
11. At the close of the visit, always ask if you can come back sometime.
12. Always be pleasant.
13. Do not take these instruction sheets or the computer printouts into the meeting or leave them around where Interests can see them.
14. Wait until you have driven away before filling out your report sheet.
15. Do not get ahead of the meetings. Only answer questions about material we have already covered.
16. Do not distribute any literature except for the sermons and the materials we give you.

# Reading the Computer Printout

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- Each team leader will receive a team number and territory. Each day the team leader will receive an updated Attendance Report for your interests. This will be your main working piece as all of the most recent information will be found here. You can know at a glance who was present at the last meeting and who of your best names may have missed.
- Keep these reports in your loose-leaf book filed under the number tab of the appropriate meeting number. When visiting it is best not to write notes on this sheet because you will have notes scattered over 25 different pages. You should keep all notes on the master card.
- The team leaders are responsible for keeping track of the visits made by those church members who have been assigned to them.

The following information will be found on the one-line reports:

02 3456 Jones, Mary 235 Main Street Sea98024 (941-1234) 123-567--012-4567-----B/ C-S-B-U H04P08H13

**Worker Code Number:**

02- A two-digit number that identifies the worker team that Mary Jones has been assigned to.

**Registration Number:**

3546- A four-digit number to be used in reporting all visits.

**Name, Address, City, Zip Code and Phone Number:**

Notice that only the first three letters of the city are given, followed by the zip code; the phone number is enclosed in parentheses.

**Map Code:** You can enter the map page and coordinates on your report sheet and they will be entered into the computer. You will then see the map code instead of a zip code.

**Attendance:**

The attendance is recorded for each night. A single digit will be located in the appropriate position to indicate attendance. A (-) will indicate that they missed that night. For example:

123-567--012-4567-----B/ C-S-B-U

This would indicate that the individual was present for the first three nights, missed number 4, attended the next three, missed 8 and 9, attended nights 14, 15, 16, and 17. Notice that once the 10th night is reached, only the second digit is printed so that the 0 actually means the 10th night.

**Interest Level:**

The letter immediately following the attendance is interest level. If no interest level has been reported, the space before the slash will be blank. In the above example the interest level is B.

**Decisions:**

Following the interest level all decisions made will be reported. The decision codes will be found at the bottom of the Visitation Report Sheet (see last page of this chapter). In the example above, C-S-B-U means that the individual Accepts Christ, Accepts the Sabbath, Desires Baptism and Desires to Unite with the SDA Church.

**Visitation Code:**

H04P08H13 This code indicates that Mary Jones was visited in her home after the 4th meeting, by phone after the 8th meeting, and again in her home after the 13th meeting.

You can download a free demo copy of Trackem at: [www.revelation-now.com/trackm.html](http://www.revelation-now.com/trackm.html)

02 2965 Berkey, Jill P.O. Box 731716 Puy (0) 253-445-1600 /Adv3/ --3--678901234-678901----- G/CSK-B-A-U  
 02 1288 Berkey, Tom & Jill P.O. Box 731716 Puy (98045) 253-445-1600/Adv2/ --3--6789012345678901----- G/CSK-BTADU  
 01 3377 Fourie, Ockie 3850 Klahanie Dr SE #22-301 Iss (98029) 425-829-3913 /Un84/ 1234-6789-1234-----9-1----- B/-SK-B--U h05h10  
 01 3376 Fourie, Wilma 3850 Klahanie Dr SE #22-301 Iss (98029) 425-829-3913 /Un84/ 1234567890123456789-1----- B/-SK-B-ADU h05h10  
 01 1298 Gripman, Louise 4407 Providence Pt. Pl. S. E. Iss (98029) 425-427-8258 /Oth7/ 123456789012345678901----- C/-S-----AD- h05m09  
 01 1296 Gripman, Ray 4407 Providence Pt. Pl. S. E. Iss (98029) 425-427-8258 /Un87/ 123456789012345678901----- C/-S-----AD- h05m09  
 03 2799 Tomlinson, Jason 1555 Union Ave NE#38 Ren (9805) 271-3969 /Un82/ -----123-5678901----- G/CSK--TA-U  
 03 2851 Tomlinson, Maria 1555 Union Ave NE#38 Ren (9805) 271-3969 /Un82/ -----12345678901----- G/CSK-BTADU  
 02 1697 Whitlock, Shannon Box 285 Iss (9802) /Adv3/ 12-45678901-34567-901----- A/-SK-B-ADU m15  
 01 1493 Wie, Carmen 25235 SE Klahanie Blv J302 Iss (98029) 425-392-8516 /NoD5/ 1234c6789012-4567-901----- C/-S--B--D- h05

Missing Since Meeting # 20: Fall of Babylon (4)

01 1431 Barnett, Dawn Marie 5000 NW Village Park Dr A-1088 (98027) 373-4997 /Un84/ --3--789--34-6-8-0----- B/-SK--A-- m09  
 02 1488 Bradlock, Pat & Jenna 20514 N. E. 34th Place Sam (98074) 425-898-9236/Un83/ 12-5678-0-----0----- C/-S-P----- h05h10  
 02 1299 Nelson, Edwin 29510 S. E. Issaquah Rd. Fal (98024) 425-392-1164 /Un86/ 1-3--8-----4--7--0----- F/-S-P----- h08  
 02 9984 Unknown, Katie 12623 263rd Ave SE Mon (9827) 360-794-9568/LutN/ -----678-----4-----0----- /-----

Missing Since Meeting # 17: Judgment Day (2)

01 2943 Wie, Maryann 25235 SE Klahanie Blv J302 Iss (98029) 392-8516 /NoD1/ --3-----2-4-67----- C/----- h05  
 02 2967 Wigney, Wendy PO Box 1441 Sno (98065) 652-1294 /Adv5/ --c6-8-----7----- C/CS----- h08

Missing Since Meeting # 16: Rapture (2)

03 1327 Pollard, Anya 30112 S. E. 86th St Iss (98027) 425-222-7704 /Un82/ -2-5--89---456----- C/-SK--AD- h04h10  
 03 1342 Pollard, Greg 30112 S. E. 86th St Iss (98027) 253-332-1369 /Un82/ 1234567890123456----- C/-SK--AD- h04h10

Missing Since Meeting # 15: Death (1)

02 9987 Decker, Toby Address Unknown Unk (NoZip) /Un83/ -----012345----- B/CSK-BT-D-

Missing Since Meeting # 14: The Mark (3)

02 1295 Jennings, Kathy PO Box 660 Nor (98045) 425-888-9810/Oth5/ 12345678--1-34----- /-S-----  
 02 1592 Lunstrum, Esther 12623 263rd Ave SE Mon (9827) 360-794-9568/Lut1/ -----7-----4----- /-----  
 02 9985 Lunstrum, Hanna 12623 263rd Ave SE Mon (9827) 360-794-9568/LutN/ -----7-----4----- /-----

**Church Preference Codes:**

- Adv- SDA
- Bap- Baptist
- Cat - Catholic
- ChG- Church of God
- Chr- Christian
- Epi- Episcopal
- Lut- Lutheran
- Met- Methodist
- NoC- No Church
- NoD- Non Denominational
- Oth- Other
- Pen- Pentecostal
- Pre- Prebyterian
- Uns- UnSpecified

**Age Groups:**

- 1) 10-19
- 2) 20-29
- 3) 30-39
- 4) 40-49
- 5) 50-59
- 6) 60-69
- 7) 70+

**Decision Codes:**

- C - Accepts Christ
- S - Accepts Sabbath
- K - Keeps Sabbath
- P - Sabbath Work Problem
- B - Desires Baptism
- U - Desire to Unite with Church
- D - Clear on Death
- T - Temperance Problem

# Visitation Reporting Procedures

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You should keep a record of your daily visits on the **Visitation Report Sheet**.

- **Please turn in this report each night at the meeting.**  
Hand it to the Chairman of the interest committee so it can be entered into the computer.
- Please print clearly to facilitate computer entry.
- **Name-** Make a separate entry for each person seen in one visit. For example, if you see both the husband and wife, enter each one on a separate line.
- **Reg. No.-** You must have the correct registration number for each name.
- **Time-** Record the time of day the visit or attempt was made. This will be valuable to you for planning your visits and knowing who to see in the evening and who to see in the afternoons.
- **Contact Code-** Enter the proper contact code only for those people actually seen. If you attempted to see someone but they were not home leave it blank. The code consists of H- for visits in the home, M- for visits in the meeting, and P- for visits on the phone. The code should be followed by the number of the last meeting. For example if you visit someone in the home after the 5th night you should enter H5. Please enter the codes properly, that is H4 not 4H. Do not enter as a visit the names of those you greet at the meeting, you should actually exchange some meaningful information before recording it as a contact.
- **Int. Level-** Use only the codes given.
- **Decisions-** Enter only those decisions that have not already been entered. Please check your computer report first. Use only the codes given.

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**\*NOTE-** Only report interest levels, decisions, age, religion etc. if the information is not in the computer. Check the computer report first.

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## Interest Levels

- A- Will be baptized
- B- Will probably be baptized but needs help
- C- Positive, but has questions.
- D- Negative. Probably wont be baptized
- F- Future Interest, Positive, but is leaving, etc.
- G- Baptized

## Contact Codes

- H- Home
- P- Phone
- M- Meeting
- L- Note at door or Phone Message

# Visitation Schedule for the 1st Week

Until Monday: Visit Pre-crusade Interests

## Monday (After Night #3)

Those who attended the first night and have not returned. See sample printout below. Give them a Gospel Presentation and invite them back. (Contact code is H3)

If they are not home, leave a copy of the second night sermon with a note inviting them back.

(You can log that as a contact. L3)

<u>Missing Since Meeting # 3: Dragon and Woman (2)</u>			
01 1444 Brimlow, Nick	4015 255th Pl SE	Iss (98029)	/Eve4/ --3----- /-----
01 1537 Kim, Charlotte K.	23549 S. E. 52nd St.	Iss (98029) 425-427-0077	/Oth5/ -23----- /----- h04
<u>Missing Since Meeting # 2: Angel Warfare (8)</u>			
02 1328 Burns, Roberta	PO Box 1021	Car (98014) 425-333-6670	/NoD4/ -2----- /-----
02 1325 Engebretson, John	24517 S. E. 30th	Sam (598D3)	/NoC7/ -2----- /----- h05
01 1279 Evans, Mark	15700 44th Ave. W. #G-202	Lyn (98037) 980-3737	/Uns2/ -2----- /----- h05
01 1386 Kim, Henry	23549 S. E. 52nd St.	Iss (98029) 425-427-0077	/Oth6/ -2----- /----- h04
02 1538 Lester, Elaine	2022 Harrington Pl. N. E.	Ren (98056)	/Uns4/ -2----- /-----
02 1323 McDonald, Juliana	1121 7th Court	Fox (98333) 253-549-2060	/NoD5/ -2----- /-----
03 1062 Shull, Alexis	600 Front Street S. B-102	Iss (98027) 425-313-5711	/Adv2/ 12----- /-----
03 1061 Shull, Justin	600 Front Street B-102	Iss (98027) 425-313-5711	/Adv3/ 12----- /-----
<u>Missing Since Meeting # 1: Daniel 2 (9)</u>			
02 1060 Fuller, Elizabeth	45924 S. E. 124	Nor (98045) 425-888-2040	/Pen5/ 1----- /-----
02 1059 Fuller, Gregory	45924 S. E. 124th	Nor (98045) 245-888-2040	/Pen5/ 1----- /-----
02 1931 Heywood, Sandra	231 211th Pl. N. E. #B	Sam (98074) 425-836-0705	/NoD3/ 1----- D/----- h05

## Tuesday (After Night #4)

1. All active names. Those who have attended all four nights. Give them a Gospel Presentation if needed. (Contact code is H4)

If they are not home, do NOT leave a note at the door. Do not log a contact.

2. Those who attended the second night but have not returned.

3. Those who attended the first night but have not returned.

*For two and three above, follow the same procedures as for the missing on Monday except the contact codes will be H4 or L4.*

## Wednesday - Friday (After Night #5)

1. Those who came forward in the altar call. Unless you already visited them.
2. The active names who have not been visited yet.
3. Those who attended all of the first three night but have not returned. Remind them of the move to the church.
4. Phone those who attended the third night but have not returned.
5. The rest of those who have missed nights 1 and 2.

## Sabbath

1. Phone those who did not make the move to the church and remind them that they can see the Mark of the Beast video at 6:00
2. Finish with the above.

**Memorization Assignment for Next Week: Sabbath Evaluation Questions p 21**  
 These questions must be committed to memory before visiting an interest for Sabbath Evaluation.

# Telephone Canvass for the Missing

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Hello, Mr./Mrs. \_\_\_\_\_ ? My name is \_\_\_\_\_ from Revelation Now.  
Do you have a moment?

Jac Colón asked me to call. We are trying to visit everyone attending, and let you know how much we appreciate your attending the meetings.  
(pause and let them respond)

How did you first find out about Revelation Now?

Were the meeting pretty much what you expected?

How many nights have you been able to attend?

Mr./Ms \_\_\_\_\_ I am sorry that you had to miss and we hope that you will be able to come back. By the way, tonight we are going to show a video replay of last night's meeting. It was really good. We will start the video at 6:00 tonight.

Do you think you can make it?

**If No-** Well I am sorry to hear that, you know there are some of the most important topics coming up and we hope you can return as soon as possible, do you think you will be able to?

**If Yes-** That will be great, Mr/Ms \_\_\_\_\_ my name is \_\_\_\_\_ and I'll be there. I'm usually standing near the \_\_\_\_\_ and I'll be wearing \_\_\_\_\_ . Why don't you look for me and introduce your self to me tonight? I'd love to meet you.

Thank you for your time. Do you mind if I say a little prayer now, over the phone? (say a short prayer thanking God for your new Christian friend.)

Thank you again, and I'll be looking for you tonight.

Mon: Israel in Prophecy

Tue: Miracles Today (Jac will be sharing his story)

Wed & Th: (OFF)

Fri: The Mark of the Beast

# Phone Canvass for those Missing the Mark of the Beast

---

Hello, Mr./Mrs. \_\_\_\_\_ ? My name is \_\_\_\_\_ from Revelation Now.  
Do you have a moment?

Jac Colón asked me to call. We are trying to call everyone just to get a little feedback.  
(pause and let them respond)

Were the meeting pretty much what you expected?

How many nights have you been able to attend?

Did you hear the Mark of the Beast message last night?

Mr./Ms \_\_\_\_\_ I am sorry that you had to miss. It was so powerful, I hope that you will be able to come early tonight at 6:00 to see the video replay of last night's meeting. Do you think you can make it?

**If No-** Well I am sorry to hear that, you know there are some of the most important topics coming up and we hope you can return as soon as possible, do you think you will be able to?

**If Yes-** That will be great, Mr/Ms \_\_\_\_\_ my name is \_\_\_\_\_ and I'll be there. I'm usually standing near the \_\_\_\_\_ and I'll be wearing \_\_\_\_\_. Why don't you look for me and introduce your self to me tonight? I'd love to meet you.

Thank you for your time. Do you mind if I say a little prayer now, over the phone? (say a short prayer)

Thank you again, I'll be looking for you tonight.  
And don't forget, we have moved to a new location:  
the Adventist church \_\_\_\_\_.

Do you know where that is?

*Note: This is an important call because it is probably the last chance we will have to get them to return. If they don't come back for this one they probably will not come back.*

# Personal Testimony Worksheet

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My Life Before I Became a Christian:

How I Became a Christian:

My Life After I Became a Christian:

# Visitation Team Briefing # 1

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## Visitation Priority for Wednesday - Friday (After Night #5)

1. Those who came forward in the altar call. Unless you already visited them.
  - Go through the Way to Eternal Life booklet. Ask the two questions in the front, then if they don't have assurance go through the entire booklet and see if they have assurance now.
  - Give them a Way to Eternal Life Booklet and a Steps to Christ. Suggest they read a little from Steps each day and compare it with all of the Bible texts.
2. All active names (attended at least 4 times) who have not been visited yet.
3. Phone those who have missed.

### **IMPORTANT:**

**It is imperative that you phone EVERYONE who was not at the meeting Tuesday night and notify them of the move to the church. Tell them the topic Friday is "The Mark of the Beast"**

If they are not home when you call, keep trying until you reach them.

You can say something like:

Jac Colón asked me to phone to let you know two things:

First, the topic Friday night is "The Mark of the Beast." I am sure you won't want to miss that one.

The Second thing is that Revelation Now will be moving to a new location beginning Friday Night. We will no longer be at the \_\_\_\_\_. The new location is:

***The Adventist Church at \_\_\_\_\_***

*Do you know where that is? Give a description to help them find it, if necessary.*

- You should be receiving a card in the mail with the information about the new location.
- The meeting will still begin at 7:15 and the previous nights Video will still begin at 6:00
- If you need more information or help getting there you can call me at \_\_\_\_\_

If they ask why did we start at the hall and move to the church, answer:

"The reason is because we are interested in reaching people who are unchurched and won't go to any church, but they will go to a public hall to hear about prophecy. Since we cannot afford to stay there for 24 nights, we have to move after the first week. Hopefully those people have learned to trust us by now."

# **Evangelism Visitation Strategy: Part II**

By Jac Colón  
Evangelist, North Pacific Union of SDA



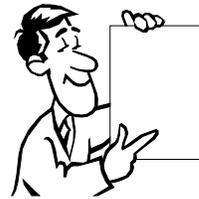
# Three Approaches to Securing Decisions

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## I. The \_\_\_\_\_ Approach

You present the truth and God does all of the rest. God Secures the decision.

*"The agency of the Spirit of God does not remove from us the necessity of exercising our faculties and talents." CT:361.*



*"We are not only responsible for presenting the truth but we must present it in a winning and \_\_\_\_\_ manner. His blessings He presents in the most alluring terms. He is not content merely to announce these blessings; He presents them in the most attractive way, to excite a desire to possess them." DA:826.*

It is not enough to simply say, "The Sabbath is Saturday." We must say it in a winning and compelling manner.

*"Accompanied by the power of \_\_\_\_\_, the power of prayer, the power of the love of God, the evangelists work will not, \_\_\_\_\_ be without fruit." RH, June 2, 1903*

*"We have a definite need to be **more** \_\_\_\_\_ in our soul-winning efforts. We cannot wait for people to come to us; we must go after them and do all that we can to convince them to live for Christ, and act as if we realize 'the \_\_\_\_\_ of sinners'." GW:65*

*"When truth is presented it should be in the power and the spirit. Bring the people to the point to decide. Show them the importance of truth--it is life or death. With becoming \_\_\_\_\_, pull souls out of the fire." IT:152*

*"Cultivate earnestness and positiveness in addressing the people. Your subject matter may be excellent and just what the people need, but you would do well to mingle a positiveness with persuasive entreaties...You need more \_\_\_\_\_ and less timidity....Your efforts are too tame; you need more force in your labor, else you will be disappointed in your results." EV:296, 297*

## II. Undue Pressure

- A. \_\_\_\_\_
- B. \_\_\_\_\_



### III. Persuasive Influence Without Undue Pressure (PIWUP)



The goal and objective of PIWUP is to encourage someone to make a decision in such a way that they feel it was their idea all along. The final decision should be the natural outgrowth of everything that has been done leading up to that point.

#### Steps to PIWUP

C. \_\_\_\_\_

B. \_\_\_\_\_

A. \_\_\_\_\_

#### How to Build Rapport

*"God's plan is first to get at the heart.... The spirit of the true shepherd is one of self-forgetfulness. He loses sight of self in order that he may work the works of God... he shares their afflictions, comforts their distresses, relieves their soul hunger, and wins their hearts to God." AA: 527.*



#### Definition of Rapport

Rapport is the extra \_\_\_\_\_ that enters into a relationship when \_\_\_\_\_ is discovered.

#### First Impressions are Important

*"Much depends upon the \_\_\_\_\_ in which you meet those whom you visit. You can take hold of a person's hand in greeting in such a way as to gain his confidence at once, or in so cold a manner that he will think you have no interest in him. GW18*

#### How to Build Rapport

1. Project A Positive \_\_\_\_\_
2. Talk about things \_\_\_\_\_ are interested in.
3. Assurance Of \_\_\_\_\_
4. The Divine \_\_\_\_\_
5. The \_\_\_\_\_ Church
6. Be Authentic, \_\_\_\_\_ Must Match your \_\_\_\_\_ .

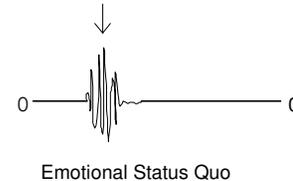
"When we have an assurance, which is bright and clear, of our own salvation, we shall exhibit cheerfulness and joyfulness, which becomes every follower of Jesus Christ. The softening, subduing influence of the love of God brought into practical lives will make impressions upon minds that will be a savor of life unto life. But a harsh denunciatory spirit, if manifested, will turn many souls away from the truth into the ranks of the enemy. EV 630

# Understanding Decisions

We must not slip into thinking that PIWUP will automatically remove all of the discomfort from the decision making process. Anyone who has been involved in getting decisions of any kind knows that the process can become very uncomfortable, for both the one asking for the decision as well as for the one making the decision.

## Emotional Status Quo

Decision-making for most people is a painful process. We, by nature, are creatures of habit. We like to do things the way we have always done them. When someone wants to introduce change into our comfortable routine, we tend to resist it in order to maintain status quo. Because of this tendency to resist change, the emotional status quo (ESQ) must first be upset in order for change to take place.

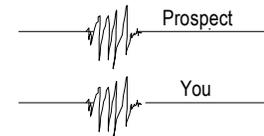


When ESQ is upset, the person will feel a little uncomfortable or "ruffled." In fact he will many times feel more than just a little uncomfortable.

ESQ is upset for only a few moments and the decision must be called for at just that time.

## Bottoming Out

At the moment of upset ESQ we discover the very problem that makes us tend to back off without getting the decision. Try to recall the last time someone shared an emotional experience with you. You probably experienced some of the same emotions that they felt at that time. Whenever someone communicates with you, their message will trigger the same set of feelings in you. In other words when securing the decision, if they get a little uncomfortable, you will get a little uncomfortable also. When they feel a little ruffled you will feel the same. When they want to run away from the pressure of the moment, you will want to run away from it too. You'll probably want to change the subject or do something to stabilize ESQ again. We must continue to develop the discipline necessary to stick with the other person's painful experience.



## Timing of The Decision

The fact that change can only take place when ESQ is sufficiently upset, suggests that timing is a critical factor in leading someone to make a decision. This means that there is a proper time to ask for a decision.

*"Let your preaching be short and right to the point, and then at the proper time call for a decision." EV:296*

### **Danger Of Delay**

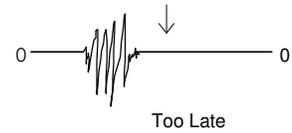
There is the ever present danger of losing a decision because the individual was not asked at the proper time. If a person is ready to make a decision and they are not asked for the decision, they will tend to feel frustrated and their interest wanes.

*"When persons who are under conviction are not brought to make a decision at the earliest period possible, there is danger that the conviction will gradually wear away."*

EV:298

*"If they were impressed and convicted, and did not yield to that conviction, it is harder to make an impression on their minds than it was before, and you cannot reach them again."*

EV:293

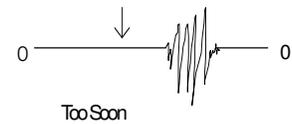


### **Danger Of Rushing**

There is the equally dangerous temptation of trying to secure the decision before the individual is ready. If a person is not ready to make a decision and they are asked for the decision, they tend to feel pressured and will resist.

*"As an interest is about to close up, be careful not to ripen it off too suddenly, but keep the confidence of the people if possible, that souls who are in the valley of decision may find the true path."* EV:295

*"Caution is needed; but while some of the workers are guarded and make haste slowly, if there are not united with them in the work those who see the necessity of being aggressive, very much will be lost; opportunities will pass, and the opening providence of God will not be discerned."* EV:298



A keen sense of timing will separate the true champion soul winner from the rest. The soul winner must learn how to read all of the signs; verbal clues, body language, and even learn to feel intuitively when the time is right to ask for a decision. The major goal of this manual is to provide a set of tools that will enable the prospective soul winner to become proficient at recognizing that proper time.

# Attitude Evaluation

It is Paramount to determine when the timing is right before asking for a decision. Attitude is the single best indicator of conviction. A person can know everything about our message, but if their attitude is not positive towards change, then they are not under conviction. The most valuable set of tools for a soul-winner is a set of diagnostic questions which allow you adequately to evaluate attitude.



## Two Kinds of Questions

1. A \_\_\_\_\_ Or \_\_\_\_\_ Question  
This is a question which has the \_\_\_\_\_ in the question.

Example:

*"Do you intend to act on the Sabbath truth that you have learned?"*

2. An \_\_\_\_\_ Question.  
This is a Diagnostic question which allows them to easily answer in a way that describes how they feel, not how you think they should feel.

## Attitude Evaluation Questions

Bridge: Bye the way, How did you find out about Revelation Now?

1. Have you ever been to any meetings like this before?
2. Do you pretty much agree with what we have covered?
3. Sabbath too?  
**If No:** Is it that you don't see it, or you don't see how you can keep it?
4. Have you thought about keeping it yet?  
**If No:** Is there anything that would prevent you from keeping it?

Important: If they are positive towards the Sabbath, don't forget to invite them to church!!!
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## Additional Tips for Using the Questions

- Use them just as they are word for word.
- Be very casual in asking the questions, no interrogation.
- Always check for congruent or incongruent answers.
- Be careful not to load a question by body language or tone of voice.

# Attitude Evaluation Round Robin

Give a copy of this page to each team and let the Interest be the one to answer the questions according to the answers for each scenario.

Question	Response
Have you ever been to any meetings like this before?	⇒ No, I never have
Do you pretty much agree with what we have covered?	⇒ Yea, pretty much. (slightly halting)
Sabbath too?	⇒ Yes, That is the first time I heard that.
Have you thought about keeping it yet?	⇒ I sure am.

## Things to check:

1. By pass the halting “pretty much” answer to the second question.
2. Be sure you get an invitation to church.

## Round Two

How did you find out about Revelation Now?	⇒ I saw a flyer that came in the mail
Have you ever been to any meetings like this before?	⇒ No, I never have
Do you pretty much agree with what we have covered?	⇒ Yea, pretty much.
Sabbath too?	⇒ I'm not too sure about that one.
Is it that you don't see it, or you don't see how you can keep it?	⇒ I don't see how you can know which day is the seventh day?
Explain it and then ask: "Is that Clear now?"	⇒ Yes It makes more sense now.
Have you thought about keeping it yet?	⇒ Yes.

## Things to check:

1. By pass the halting “pretty much” answer to the second question.
2. Be sure they ask “Is it that you don't see it or .....
3. Do not invite to church until they are satisfied with your answer to the question.

## Round Three

How did you find out about Revelation Now?	⇒ <i>I saw a flyer that came in the mail</i>
Have you ever been to any meetings like this before?	⇒ <i>No, I never have</i>
Do you pretty much agree with what we have covered?	⇒ <i>Yea, pretty much.</i>
Sabbath too?	⇒ <i>I'm not too sure about that one.</i>
Is it that you don't see it, or you don't see how you can keep it?	⇒ <i>I have to work on Saturdays.</i>
I wonder, how do you feel about having to work on Sabbath?	⇒ <i>I have to make a living.</i>

## Things to check:

1. You should check out their level of conviction about having to work.
2. If this is prior to the Mark of the Beast then, don't press them to keep the Sabbath yet.
3. If after the Mark of the Beast you should deal with it.

# Visitation Briefing for Week #2: After the Sabbath

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## I. After the Sabbath Sermon

Every one who heard it must be visited preferably within 3 days, definitely before Sunday.

## II. Order of priority for Sabbath Visits:

1. Those who responded positively to keeping the Sabbath. (You can tell who they are by the "S" in the decision section of the printout.)
  2. Those who did not respond at all
  3. Those who missed the Sabbath sermon. Give them an invitation to catch it on TV or if they cannot, then go over it with them. They **must be cleared** on the Sabbath.
  4. Those who responded negatively.
- If they have any questions about the Sabbath then try to answer them. You can also leave a copy of the book, "The Repairing of Sam Brown."
- If they have questions about the Law and Grace before I cover the sermon on Monday night, tell them to be sure and come Monday night. If it is after Monday nights message, then you will have to deal with the questions or get help from someone who can.

If they are positive towards the Sabbath they give them an interest level- C
If they say they will attend church on Sabbath, give them an interest level- B

## III. Stop Smoking Support Group

# Visitation Briefing for Week #3

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## I. Stop Smoking Support Group

## II. Visitation Priority for Sunday - (After Night #13)

1. All in the stop smoking support group must be visited and contacted daily.
2. Phone those who have missed and try to get them to come back for the Mark of the Beast.
3. Those who came forward in the altar call. Unless you already visited them.
4. Those who have decided for baptism, remind them of the special class Mon-Sat Night
5. All active names (attended at least 4 times) who have not been visited yet. Must happen before the last week when we go for decisions.
6. Introduce your good interests to me and the pastor(s). Ask them if they have met us yet and if not bring them to us. This will make the clearing for baptism interview much easier.
7. Keep building rapport. Visit as necessary but don't overdo it.

## III. Before The Mark of the Beast Sermon

1. If any still have sabbath questions, try to clear them up by tonight
2. Now is the time to move forward with encouraging them to keep the sabbath.
3. After tonight you can add the following question to the evaluation questions:  
"Have you thought about coming in with us yet?"

## IV. The Gospel, State of the Dead, the Rapture and Unclean Foods

Double check to be sure they are clear on the Gospel before next week. We will not have the time to do it then. Be prepared to answer any questions they may have on any of these topics.

## V. Baptismal Class

- Mon- Tithing (State of the Dead)
- Tue- Unclean Foods (Second Coming)
- Fri- Dress Standards (Judgment)
- Sat- Hell (Remnant Church)

*Sunday night's sermon: Babylon*

*Mon and Tuesday: Decision sermons.*

## VI. Assimilation and Follow Up

How do we want to follow up the meetings?

The Last Sabbath Lunch- in the homes?

## VII. Interest Level Evaluation

- A. a slam dunk. Have a date set for baptism or profession of faith.
- B. Attending church or a Decision to join the church, but not yet cleared, or have an interview appointment.
- C. Still needs work before they are ready for baptism.

## VIII. Sabbath work Problems

## IX. Appointment Scheduling

This is your top priority for the last week. They will not generally make an appointment on their own, we must walk up to them after the meeting and walk them over to the appointment desk.

# How To Approach Your Employer About Sabbath Work Problems

## Commitment

It is futile to approach your employer about getting Sabbaths free unless you are totally committed to God and obedience to Him. Make your decision first and make a firm commitment to God that you will not work on Sabbath any more, then put it in the Lord's hands.

Read Joshua 3 for encouragement. Notice that it wasn't until the feet of the priests actually touched the water that God dried up the river to let them through. They could have stood on the banks of that river and prayed for a thousand years for God to dry it up. He wasn't going to act until they put their feet in the water. He was waiting for them to demonstrate their faith first. Sometimes He does the same for us today.

## Be Positive

Let your employer know that you CANNOT work on Sabbath any more. If you say, "I would like to be off on Saturdays if you can work it out," you are putting your employer's decision ahead of God's will. You must let him know that you have put God first. You might say, "Mr. \_\_\_\_\_, my wife and I have been studying the Bible quite a bit and we have found that God wants us to keep the Sabbath day holy, which is Saturday. Since I have put God first in my life, I'll not be able to work any more from sundown Friday until sundown Saturday night. I realize this could be inconvenient for you but I also promise you that because of the way we feel about God, I will be a much better worker for you." Then you might add, "I'm sure that's the way you would want me to be, right?" You should make it very clear from the beginning that you are speaking about a time from sundown Friday until sundown Saturday.

## Put The Burden On Him To Do Something

After explaining the situation to him ask, "Can you help me?" Or if he indicates he isn't willing to work it out ask, "Well what can I do? Being faithful to God is very important to me and my family."

## Be Sincere

It is imperative that you let him know that you are not being smart-aleck or lazy. You are not asking for Saturdays off so you can go fishing. Tell him that you are willing to work at any time, Sundays, nights, any time, to make it up.

## Handling Problems

If he doesn't seem willing to work with you, ask him, "What can I do? I feel that I have to be faithful to God." If he indicates that you may lose your job, say, "You mean you would fire me for my religious beliefs?" He knows that he can't legally do that. We don't intend to take him to court or anything, but it does let him know that you are serious.

If he does say yes, then ask him if he would state that in a letter for you. Then be sure that you keep me posted as to what is happening. He may try to scare you and call your bluff, hoping you will change your mind, but if you stand firm, he will probably back down.

## Sample Employee Letter

The following letter is a sample letter that we can type on church stationery for you, addressed to your employer and signed by the pastor. It has been very helpful in assisting individuals with Sabbath work problems.

Date: Feb. 27, 2003

To whom it may concern:

Dustin Roberts has been attending our church and has become convinced that he should keep the Bible Sabbath, which begins at sundown Friday and ends at sundown Saturday night. For well over 130 years Seventh-day Adventists have followed this religious practice. In becoming a Seventh-day Adventist Christian, Dustin is committed to obeying his Lord's commandments out of love for Him (John 14:15), even when such decisions conflict with other people's desires (Acts 5:29).

Scripture also guides us in how we are to spend these sacred Sabbath hours. In order to develop a deeper friendship with God, we are to worship Him in fellowship with others on His day by attending church services (Luke 4:16; Hebrews 10:25), doing good (Matthew 12:9-13) and spending the day peacefully reflecting on His goodness and works (Psalm 118:24). To do this, as well as to show our supreme allegiance to Him, He asks us to refrain from secular oriented activities, pursuits, or anything that in thought, word or deed would distract us from communing with Him (Exodus 20:8-11; Isaiah 58:13-14). Employment or other work related activities fall into this category and thus working from Friday night sundown until Saturday night sundown would not be an option for any Seventh-day Adventist Christian.

As a church, we hold these convictions as fundamental to our relationship with our Creator. These are Dustin's as well.

In addition, you can be assured that you will find Dustin even more reliable and trustworthy as an employee because of his willingness and courage to follow his new convictions.

Thank you for your willingness to accommodate him in harmony with Title VII of the Civil Rights Act and the Guidelines of the Equal Employment Opportunity Commission.-- it encourages my belief in America, a land where constitutional laws intended to protect and accommodate people's religious convictions are still being respected and honored. Feel free to call me if you have any questions (547-4998).

Blessings,

Jac Colon, Pastor

# Visitation Briefing for Week #4

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## A. Review the Names

- Review each name from the Attendance list making sure all good interests have an interest level of at least C. The priority list and appointment lists will only look at those names who have an A, B or C interest level, If they have an F or D or no level assigned, those names will not appear on the Needs Appointment list..
- Make sure there are no names missing from the Priority List that should be on there.
- At this stage, use the following Interest Level assignments:
  - A Interest- Slam Dunk- have been cleared and have a date set for Baptism or Profession of Faith or have made a baptism interview appointment.
  - B Interest- Are positive towards keeping the sabbath. Plan to attend church. Expressed an interest in joining. Open to an appointment to clear for baptism either at church or at home.
  - C Interest- Possible, they are positive towards keeping the Sabbath but have not yet indicated they are interested in joining. Determine their interest by asking, “Have you thought about coming in with us yet?”

----The following will not appear on the needs an appointment list-----

- D Interest- Negative. Will not come in during this meeting
- F Interest- Probably cant make it this time, but a good future interest to continue studying with after the crusade.

## B. Making Appointments

1. Do the sabbath evaluation questions again.
2. If they are positive about keeping the sabbath, then, add the following question to the Sabbath evaluation questions: “*Have you thought about coming in with us yet?*”
3. If they respond positively to this question, then you must make an appointment with them to visit with the evangelist or pastor at the church. There will be an appointment schedule posted in the foyer of the church before and after each meeting. Take them there and make an appointment when you can come in with them if at all possible.
4. We will clear them for baptism or profession of faith at that appointment.
5. It is very important that you make sure they make an appointment. I am depending on you to do that. I will announce it from up front but it takes personal urging.
6. Select someone to manage the appointment schedule.
  - a) Appointments are not for members. Please do not allow them to sign up.
  - b) Begin making appointments as early in the week as possible. Don’t even show the pages for the last couple of days unless they ask.
  - c) Try to keep the times clumped to gether instead of scattered through out the day.
  - d) Make sure they know that the appointment is in the church and direct them to the proper location.

## C. Sabbath Morning Advanced Seminar

## D. Sabbath Worship Service and Right Hand of Fellowship

**E. Sabbath Lunch:** Make sure they have an invitation to eat lunch on sabbath an a church members house. It is vital to begin to tie them in to others in the church. Remember, seven new friends will almost guarantee that they will become active productive members.

## F. Review Assimilation Plans

When the arguments for present truth are presented for the first time, it is difficult to fasten the points upon the mind. And although some may see sufficiently to decide, yet for all this, there is need of **going all over the very same ground again**, and giving another course of lectures.-- Letter 60, 1886. {Ev 334.1}

To Fix the Truth Distinctly.--After the first efforts have been made in a place by giving a course of lectures, **there is really greater necessity for a second course than for the first**. The truth is new and startling, and the people need to have the same presented the second time, to get the points distinct and the ideas fixed in the mind.--Letter 48, 1886. {Ev 334.2}

“Much depends upon the work done by the members of the church in connection with and following the tent meet-ings...” (Revelation Now). During the meeting, many, con-victed by the Spirit, may be filled with a desire to begin the Christian life; but unless there is constant watchfulness on the part of the workers who remain to follow up the interest, the good impressions made on the minds of the people will become indistinct. The enemy, full of subtle reasoning, will take advantage of every failure on the part of God’s workers to watch for souls as they that must give an account.” --Review and Herald, March 2, 1905.

## Pray for the Names

## The Role of the Minister and Laity

*"The minister's work should be the work of a teacher... Let them blunder and make mistakes, and then kindly show them how they can do it better, ...be educating, until you have men and women who have experience in the things of God and can carry responsibility, and that is what we have been suffering for."*  
*EGW 1888 Materials, 150*