

# VISITATION TRAINING & OUTREACH

## Explanation

This is a process to encourage and equip those involved in all outreach and visitation opportunities to be compassionate and confident in sharing the gospel. The curriculum, *No Sweat Evangelism*, is the tool used, and making disciples who make disciples is the goal sought.

Visitation and outreach include not only any organized visitation ministry, but also the outreach performed through Sunday School/small groups, the immediate follow-up to worship and special event guests, and the follow-up with participants and families in ongoing ministries such as VBS.

In other words: “We have identified people we can reach, and this is the how-to tool we will use to share the gospel as we reach them.”

Alongside *No Sweat Evangelism*, the church will need a clear process of getting and ministering to contacts as a church. Questions to consider: How will we get prospects? What is our process for prospects?

## Enlist

**Pastor/staff** – The pastor is the primary equipper and model for evangelism. It is often best if a practitioner (consultant/coach) personally presents the *No Sweat Evangelism* tool and explains the process to the pastor (and staff as the pastor sees best). Challenge the pastor (and staff) to practice this evangelism process first in order to share personal experiences as he equips and leads the church to follow suit. If the church has additional volunteer staff members, the pastor would do well to bring them up to speed first as well.

**Deacons/Elders** – Explaining and equipping these key leaders accomplishes three things. (1) It keeps them informed and focused on the “why we exist” mission of the church; (2) it keeps them informed of steps the pastor will be using to lead the church to fulfill that mission; and (3) involvement in the training that the pastor is modeling makes them responsible to be practitioners as well.

**Ministry leaders** – Those who lead any area of visitation/outreach need to understand and practice *No Sweat Evangelism* before unpacking it to those in their ministry areas. Using this tool and practicing the principles gives them greater confidence in equipping others, as well as the joy of personally experiencing the process and results.

## Equip:

**Practitioner to pastor** – If possible, a consultant or coach can personally unpack *No Sweat Evangelism* with the pastor (or pastors in a small group setting) so that the intensity and intentionality is best communicated, questions answered, their strategy designed, and timetable accountability is established through personal interaction.

**Pastor to leaders** – Experience has shown that small group equipping works best for the greatest results of these principles. The pastor can establish a strategy of who he will equip and when.

**Pastor to members/missionaries** – After the pastor and leaders have been equipped with and have begun personally using *No Sweat Evangelism*, the pastor can unpack it to the entire church family through a Sunday morning sermon series. Though the Sunday morning worship experience will impact more people at one time, Sunday evenings or Wednesday evenings may work, depending on the church culture.

**Members/missionaries to members/missionaries** – Create ongoing learning and accountability through the continual process of raising up coaches to teach *No Sweat Evangelism* who will in turn identify potential coaches to repeat the process.

## Execute:

Because churches across Georgia vary in size and differ in culture, the timetable will vary as well. When equipping pastors with *No Sweat Evangelism*, it will be extremely helpful if the Massive Clarity Exercise that is utilized in The Domino Effect strategy tool is taught as well. This will give the consultant/coach the opportunity to help the pastor and staff with developing the working timetable and accountability to best implement *No Sweat Evangelism* for the visitation/outreach ministries, as well as the other domino pieces of the strategy.