

## Lesson 3 - Learning How to Treat Prospects

I really don't like using the term "prospect" that much. It is a "sales" term but it does express what we are doing - "prospecting" for souls who need the good news of Christ. We are setting our mind on souls, not sales. This is the most important work we can do.

The principles of identifying and approaching prospects are pretty much the same across the board. We will look at prospects from different sources and building relationships with them that lead to invitations and to studies.

There are lots of places to find prospects for teaching. In the course of our study we will examine how and where to find prospects. Today we want to begin by discussing the most obvious prospects - those that visit services. This is a good place for us to begin in learning how to interact with those needing the gospel and how to work toward a study.

The best prospects are those that are already seeking spiritual guidance. You may find someone like that in your workplace, in your neighborhood or among other acquaintances. But the most obvious place to find them is in our own Sunday worship. Those who are visiting are those who are telling you "I am seeking." (See John 12:20-22,32)

## Visitors to our Assemblies - Our “Guests”

### What is a Guest to Services Telling You?

- The Uninvited Visitor
  - They are courageous seekers. They are entering a building as a total stranger, knowing *no one* who is there. They have little idea what goes on in our assemblies. Their expectations may be shaped by long past experiences in denominations, or they may be visiting around testing the waters. Whatever their expectations, they are telling you “I have a strong need that has caused me to work up the courage to come today.” Such a person cannot be ignored.
- What Will Cause a Total Stranger to Visit *Our* Service?
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- What do we need to do to increase the success of such visits?
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- The Invited Guest
  - If he/she is your guest, you should plan what you will do when they arrive at the building. If they have children, find out the location of their classes. Consider beforehand who you want to introduce them to, especially ones that may have a common interest or other ties. It is important to them if they can meet the speaker.
  - The person who invited someone should not only be at services but beat their guest to the building.
  - Introduce them to others.
  - Make sure they get a guest booklet and that they fill it out.
  - Sit with them during services and aid them during the worship so they feel more comfortable.

## Let's Walk Through the Steps of a First Time Visitor

1. Outside the building
  - a. Appearance
  - b. Parking
2. Foyer
  - a. Warm Greeting
  - b. Information available (Guest Booklet)
  - c. Assistance with classes if necessary
  - d. Assistance with seating
3. Classes
  - a. Welcome by teacher and class members
  - b. Available class material
  - c. Accompany back to auditorium
  - d. Invite to sit with you
  - e. Show where restrooms are located
4. Worship
  - a. Assistance with seating
  - b. Talk about what we do in worship
  - c. Talk with them after service
  - d. Find out what you can about them (if a walk-in visitor)
  - e. Introduce them to people you think may have common interests

There is a lot of work involved in helping produce a successful first time visit. It takes a lot of people to make this happen. We must learn to view our services (especially Sunday morning) as evangelistic opportunities. Our guests will be affected by what they see and how we conduct ourselves (1<sup>st</sup> Cor. 14:22-25).

## My Worship Plan

How will I help with guests to our services?

1. Prayer
- 2.
- 3.
- 4.
- 5.