

Church Evangelism/Church growth by evangelism
Notes from Dr. Ronnie Mayes while teaching at Mid America in 1997.

I. The pastor must plan for soul winning.

- Use a 5-year planner as the best evangelist is booked that far in advance.
- Even if not having a revival, good to have a harvester twice a year.
- Pray, plan, evangelize, evangelistic messages, altar calls, revivals, testimonies.

II. The pastor must set the stage for soul winning.

- 1st 3 months preach on sin. Urge for confession of sin in the house, folks getting right with God. Can an Achen hold back God's blessings?
- Preach on Biblical sin, not your personal preference.
- Preach with compassion and love.
- Preparing for revival is getting right with God. Proverbs. 23-24
- Next, preach for 2-3 months using soul-winning verses.
- Use verses that allow the Holy Spirit to burden the church for the lost.
- Teach a simple plan for evangelism.
- Pray that the church has a burden for the lost. You have not because you ask not.
- **Kids:** If people die do they go up or down? What is sin? Have you ever sinned? Where is Jesus now? Do you know what happened to Jesus? Why?

III. The pastor must understand the church and the community.

- What is the spiritual atmosphere of the church?
- What are the unknown Gods? Acts 17
- Pray for Christ to bind the demons against evangelism and the community (John 17).
- Tell half the church to not wear ties, etc. Want a reverent atmosphere, but friendly.
- Create excitement. Angels rejoice when one sinner repents and we should too. (Luke 15:7)
- Go after the hard sinners. Drunks, prostitutes, drug dealers.
- Assume when you talk to the church they do not know what you are talking about. Explain what revival is and why we do it.
- Evangelism unites a church, theology divides.
- If the church is too crowded they will not come and stay. The potted plant syndrome, too tight it dies from within. No growth. Keep enough empty for 10-20% to be empty.
- To understand the community, go to all funerals.
- IF someone is saved, work the web. Contact with them their relatives and mentor sharing to them. In reverse, know web of friends and family before ask a difficult person to leave the church for a time as part of church discipline. Pray for wisdom and is it Biblical or personal.
- A conservative who is immoral changes his theology and becomes a liberal to accommodate their sin.
- Do church growth and do not embarrass Jesus or yourself in the process.
- Holy laughter is a black eye for believers.
- You cannot put God in a theological bottle, don't try. Every time a verse will bust him out.
- What we know of God is because of Jesus. Start your theology at the cross. Ex., "God causes men to sin." Test statement by did Jesus ever cause anyone to sin? Then John 1:14 says God does not either with the verses we have looked at so far.
- ID power groups within the church. ID them with the use of personal pronouns like they and we in conversations of others within the church. One of these groups controls things. The other says, they always get their way or you older folks are...

- Teach in baptisms that it does not save and always teach Bible doctrine when given a chance. Otherwise, before long many new folks do not know or agree, thus conflict points. (**Hints:** It is easier to get a new pastor than a new millionaire.)
- Teach your position on issues and stand by them in a new members class.
- Have a night a week just for praying for the lost.

IV. How to grow churches with \$0:

- If pastors average 5-soul winning visits a day.
- If Sunday school classes/small groups will visit or call their absentees and visitors (this means outreach leader in place, trained).
- If Sunday school/small groups will set goals of enrolling 1 new person a month.
- If Sunday school classes/small groups will have a fellowship at least once every two months.
- If Sunday School classes/small groups have a goal of each member making one new friend a month, targeting the lost.
- If Sunday School/small groups pray for the lost at meeting times.
- When setting goals. A person will not try if you ask them to do 1 million push ups. Ask to do 10; they will at least try a few.
- If your church does not re-baptize, then give them the option to renounce old beliefs publicly.
- Remember, people are more important than rules and programs.

V. Pastor must be the example or the church will never rise to a higher than pastor level.

- Without a soul winning pastor you will not have a soul winning church. Get involved with a church that witnesses and that motivates others. Soul winners have soul winner friends. If you are the only one so be it. It may take a few years to revive a disobedient church and train new folks.
- Schedule your soul winning time. Set a time, morning that you pray for the lost. Balance prayer, soul winning and administrative time.

VI. For a successful pastor and staff.

- Has a prayer life.
- Studies word of God.
- Preaches the Word of God, does not lecture.
 - Explain God's Word.
 - Illustrate God's Word.
 - Apply God's Word.
 - Mentor and live God's Word as proof you believe it.

VII. Pastor constantly tests for soul winning techniques that God blesses in his area. Acts 11:17. Memorize verses; mark new Testaments, testimonies, Jesus films, paint talks, puppet teams, tract training classes, E.E. and C.W.T., and faith Sunday School training.

Good fisherman have an arsenal of baits to use. Matt. 4:19

Holy Spirit witnessing. Learn to follow the Holy Spirit. Ask God to forgive failed leadings. Find out an area God is working and concentrate your efforts there.

a. Check all extra baggage before attack. (Confess sin to God, name sin and then why you did it. Search for verses to help you). Ask God to lead, pray for divine appointments.

b. Prayer is long-range artillery in spiritual warfare. Use before charge with ground troops. As in good old days, a general leads his troops.

c. Test an area for a church plant:

- Do a VBS there.
- Survey and measure spiritual fruits. (Acts 11:17)
- Prayer in area and seek God's answer.
 - Door to door evangelism.

- Send out teams in 4 directions. Report back after a time and send all workers to areas responding. Fish where the Holy Spirit has them biting. Ask what others are using for bait (the hook is always the Gospel).
- If God has you in a dry area, witness for short intervals of time (30-60 minutes). No one is above quitting and discouragement in the long haul, except Noah maybe. Be faithful to the call until God opens another door.
- As area responds , witness in longer intervals and train new fisherman. Matt. 4:19, 28:18-20
- Work levels of authority. Seek and share with the person the community says is the worst person they know. Go after the hard sinners, bar owners, prostitutes, drug users, etc.
- Go to the most influential, powerful in the community first. Do not hide from them or guilty of Romans 1:16.
- Skip denominational barriers to evangelism. Our goal is not to debate denominations. How is your relationship with God?
 - 1) Ask if they are a born again _____? (Baptist, Mormon, Catholic, etc.)
 - 2) On a scale of 1 to 10 how is your relationship with God? May I tell you how to finish the gap? Or may I give you a booklet that shows how to get to level 10.
- Someone accepts Christ, yet wants to remain in an unbiblical or dead church. "Sir, why did God use us to lead you to Christ?"
- Use a Catholic Bible with Catholic areas. Ask them to read from their Bible when witnessing in their home.
- Advanced soul winning techniques. *Mormons*, Later Day Saints, especially hardened ones.

You: "We believe in a different God." *Mormon:* "No same God." *You:* "No the God we believe in has always been God, yours once a sinful man that became one of many gods." *You:* "We also have a different Jesus." *Mormon:* "No, same Jesus." *You:* "Your god had sex with Mary to produce Jesus and his brother Satan. The Jesus of the Bible was conceived without sex and is unique as the only non adopted son of God." Then leave them challenged to test their beliefs.
- If visit a home and no one there, go next door.
- **Acts 18:6** And when they opposed themselves, and blasphemed, he shook *his* raiment, and said unto them, Your blood *be* upon your own heads; I *am* clean: from henceforth I will go unto the Gentiles.**7** And he departed thence, and entered into a certain *man's* house, named Justus, *one* that worshipped God, whose house joined hard to the synagogue.**8** And Crispus, the chief ruler of the synagogue, believed on the Lord with all his house; and many of the Corinthians hearing believed, and were baptized.
- Go to the hospital. If they have no religious preferences checked on their admission or registers form. You should ask them if you may be their pastor and ask if it is o.k. for our church to pray for them while they are in the hospital. They may not want you to witness to them, but they may want you to pray for them.

Cliff Jenkins "How to Reach People through Sunday School"

- Reach thru goals. Make sure the goals are realistic, attainable, and measurable. Try to do in 4-week sections. Also one long-range big project that the little 4-week can lead to.
- Make sure goals are visible. Let other people notice your goals. Three different ways and places: Pulpit, Sunday School, and Posters
- Reach thru pre-school. They usually bring young parents with them. Good parents are concerned with their kids. Paid workers are complacent. Sanitized area

(assume Aids, Hepatitis positive so supply gloves). Quality teaching, never too little to learn, they are learning a language aren't they. Good communication, equipment, tiny tot CPR poster frame and display.

- 17% of time a child is reached for Christ, the entire family eventually trusts Christ. 30% of time a child is reached for Christ, the entire family eventually trusts Christ. 90% of time a child is reached for Christ, the entire family eventually trusts Christ.
- Weekday programs. Mother's day out. Eliminates folks who just dump off for day care everyday. User notebook: No sick babies and have the Aids Policy. Most lawsuits from property and preschool. (Baby death: despite horrible = kill the church) Pre-school problems are: Security, Sanitization, and fathers stealing kids from mother in Sunday School.
- Reach thru projects. People bond and tend to remember projects. To reach the community you must go into the community. Have community service events. This is a test: List events and programs of your church. How many go to the community and how many say they come?
- Reach thru correspondence. Examples: Birthday cards personally signed by you. Write do not copy or run off on a copy machine. Cut out articles of your congregation and send to them.
- Reach thru contact points. Crisis and major events in a person's life that could influence them to join class, church, or most of all accept Christ. People moving into town, stop at every moving van, funeral, graduation, Cancer Hospitals, jobless people, promotions. The most important thing is to get involved in peoples lives.
- Reach thru inactive members. 50% statistically are lost. Go say, "Hello my name is Brother_____, I know you are a member of_____. I am here to say Jesus Loves You and we love you, and we want you back." After they have vented, say, "What would it take to get you to come back?? Then if biblically possible do that. Statistically most folks will not leave if someone visits within 6 weeks of them not showing up.

Church Growth

- Has always been by caring as Christ cared and acting on that. Pray towards others you see, hear, touch, love, share like Jesus did. The Daily News in Memphis lists new electric hook ups. Visit them. Leave info on schools, getting drivers license, a good veterinarian, mechanic, etc. and your church. Short visit as they are unpacking and have nearest church member drop by in a few days, offer to pick them up or meet them for church the first visit. Take note of kids, etc. Work up a new move in packet with info on how to get:
 1. a driver's license
 2. kids registered for school
 3. veterinarian in town
 4. police #
 5. hospital # and location
 6. voter registration procedure
- Lack of parking will kill you.
 - Put a sign saying "entrance" as folks may be afraid of coming in late in the wrong door.
 - Look at all events from a lost point of view. Communicate it is not just for church members in promotions. Watch church language like. "Grace Group" that a visitor does not have a clue what that means.
 - Look at all events from a God honoring view. Is the event ashamed of the gospel? Is Christ shared in an appropriate way? What makes this event different from a Mormon or civic club event?

- Some people will never be comfortable visiting a prospect but may call one. Mail information, or email. Handicapped can assist in these areas without the restrictions of travel.

Biblical Basis of Evangelism

Evangelism is winning people to a saving relationship with the Lord Jesus Christ. It should be the top priority of every church. Everything should relate to this purpose. Eternity discipleship focus

Objections to evangelism:

Quality over quantity

Social love over loving them enough to share Christ and save them from hell.

Liberal pastors and or teaching.

Bad theology that steals burdens and teaches evangelism is not necessary.

If any theology hinders evangelism, it is wrong. 1st Tim 2.4, 4.1, 1st John 2.2

People know if you tell them God loves them and wants to save them and you do not believe it. Plus it makes you a liar if you do not believe that and you tell people this.

"We are growing", is the growth transfer?

Believe God sent Jesus to die for all, does not mean that all will be saved. 1 Tim 4:10, Heb 2:8-10

Sovereignty and free will are only there as a shirt, not the whole shirt.

Calvin's commentary on Hebrew 6:4. As great as this man was in his service to God, not perfect. People cannot lose their salvation.

Armenian > Daisy he loves me, he loves me not.

Free will vs. slave to sin. No free will then God Sins.

Genesis 4:7 is God offer to Cain to make substitutionary atonement and no matter what your theology do not contradict scripture.

Free will. Put puppet in hand and say, "master I love you and I worship you" vs. your daughter coming up and saying, "I love you." Which matters to you more?

Just admit holes in your theology and tell God, but if it refutes direct verses or limits fruit that glorifies God then it is wrong.

Ezekiel 22 God looks for man to stand in Gap>none>destroyed.

Gods (perfect) will not always done.

God is all-powerful and all Good.

Can you put God in a 4" brain between your ears?

Luke 19:10 came to save that which was lost. (Not saved before the foundation of the world.) (If saved before foundation of world not need a Savior.)

II Peter 3:9 God is not willing that any should perish

Even great scholars admit to holes in theology.

Preach the whole Bible even if contradicts in our little minds.

II Timothy 2:11 Grace to all. II Timothy 3:16

I Peter 3:18 Just for

I Peter 1:10 calling first then election vs. Romans 8:29-30. If all predestined, then God sins?

Evangelism is Most God Honoring event and urgently needed.

Luke 19:10 For the Son of God came to seek and to save that which was lost.

Not to give jobs, feed, or end poverty.

We need to interpret the Bible exegetically. What it says not based on other scripture, not in context, influence. Preach clear truths in scripture. Lost until they accept Jesus Christ as Lord and Savior. All sin of all time taken by Jesus at one time. Only works if Jesus was eternal in value and thus God. Anything that limits the blood of Jesus is cultic.

C.E. Autry says evangelism is outreach of church into the world with confrontation with the Gospel of Jesus Christ in an attempt to lead people to a personal commitment by faith and repent in Christ as Lord and Savior.

Gospel is Death, Burial, and Resurrection of Jesus Christ. Cutting edge is, "Is this the desire of your heart?" Yes or no. If no, "Why?" This is where rub is. Choose a side.

Will never know till this. The Devil acknowledges these facts and so did the 2nd thief on the cross. They never chose to commit to this truth.

The Three Views of Evangelism are:

- Presence: you need to live a Christian Life In the world
- Proclamation: By preaching they will come.
- Persuasion: By efforts. To do all we can to persuade men to come to Jesus Christ.

Calvinist say sub spiritual vs. sovereignty of God. Acts 28:23, II Corinthians 5: 11 and 20 Persuading Men. Ask question would you like Jesus Christ as your Lord and Savior? If they say no then you just walk away? Paul begged people, was broken and determined despite all hardships to keep pressing. Another good question is do you try to persuade with a heart for the lost?

Three ways that a church grows:

- Biological: Where children reach an age of accountability. About 3% a year.
- Transfer of letter
- Conversion: Winning souls to Christ.

If someone asks, "Must I give up sin?" Is it unconditional surrender or are you not ready?

Soul winning is exciting. You need to get into the Battle. We have worldly churches because so many in the churches are lost. They are not true believers at all cost. Good speakers can grow churches despite theology.

If soul winning and "saved" do not have a changed life, then focus on cost of commitment when evangelizing.

Jesus' New Testament Priority for Evangelism:

1. Luke 19:10
2. Matthew 4:19
3. Matthew 9:36-38
4. Matthew 28:18-20
5. Luke 22:46-48
6. John 20:21
7. Acts 1:8

The theology of EVOLUTION is if man came from evolution then there is no God, no right and wrong, no sin, no need for Savior.

Acts 1:8 says when Holy Spirit comes upon you; you will be my witness. The early church was Evangelical; we think it is the pastor's job.

Acts 5:8 Fill Jerusalem with my doctrine.

Acts 8:4 Went everywhere to the whole world preaching the word.

Acts 13 To the utmost part of the world preaching.

Romans 10:11-15 Testimony of Paul

1 Corinthians 9:16-24

Proselytize: Seeking other church members (lost = Jews etc.) But if a member of Germantown Baptist comes to visit your church 3X, do you visit? Send one of your church members. If you go you will offend the Pastor of their home church.

How do you compete with a Mega Church? Gym, Orchestra. The Pastor of a Mega Church will never know his people. Compete in hospitals, funerals, and weddings.

Paul in Testimony of Epistles:

II Corinthians 5

1. Motivation acceptance and pleasure of Christ: Verse 9
2. Judgment of Christ: Verse 10
3. Horror of Judgment: Verse 11
4. Love of Christ: Verse 14 This should compel us.
5. Power of Christ: Verse 17
6. Ministry of Christ: Verse 18
7. Ambassador of Christ: Verse 20
8. Cross of Christ: Verse 21

Pastor is Pace Setter in Church Evangelism

Personal leadership is the Key. Normally zeal of church follows the leader's zeal. If you do not like the people then it is a bad match. It is difficult to rise above the zeal of the Pastor. The Pastor must be the example to the congregation. It will take 2-3 years to establish a soul winning church. You must go out with young people who want to go. Young converts are best. You need to invite all to Saturday night prayer and for visitation.

1. Personal Practice: Pastor needs to set pattern of regular visiting.
2. Praying: Private and Public by name; if specific prayers are answered we need to praise God. Pray for gain, and set a specific time to pray for the lost. Spiritual strength is not because you are so smart, but because of prayer and finding the leading of the Holy Spirit.
3. Preaching: Needs to be Evangelistic messages not just Evangelistic endings.
4. Planning: Have events that they can make a decision for Christ. Plan and do it. Sunday and Wednesday night report hour. Schedule Revivals, Vacation Bible School, and CWT Classes.
5. Programs: Visitation Time and Day.
6. Promotions

Evangelistic Preaching

This style of preaching is more biblical, more powerful, and less trouble for those who do not like you.

1. Pastoral: Speak on needs of Church
2. Prophetic: Speak on Moral issues
3. Expository: Speak through books
4. Evangelistic: Speak to the Lost and equip the saints with a burden and verses

A. Evangelistic Preaching: You need to Preach with a mission, winning verdict in favor of Lord Jesus Christ.

- 1) Sense of urgency preaching.
 - a) Second coming (Rapture) II Thess.
 - b) Death

B. Reasons for Evangelistic Preaching

- 1) People are lost without Jesus Christ.
- 2) Is one of God's chief means for saving the lost.
- 3) The Holy Spirit uses to draw the net.
- 4) Can be used to Change lives (Romans 1:16 there is power in the Gospel)
- 5) Great Commission (Mark 16:15 demands evangelism and to preach)
- 6) It supports other evangelistic efforts in the Church
- 7) Romans 14:12

C. Purpose of Evangelistic Preaching

- 1) I John 5:12 to show people their need for Jesus Christ in their lives.
- 2) To show that God can satisfy II Cor 5:21 their need for Jesus Christ.
- 3) Persuade people to accept new life God offers in Jesus Christ.

D. Content of Evangelistic Preaching

- 1) Person of Jesus (DIETY+HUMANITY) Anything that limits the blood or finished work of Jesus, limits His deity and is cultic.
- 2) Gospel I Cor 15:1-4 = Death, Burial, and Resurrection of Jesus.
- 3) Response of repent and faith. Acts 20:21
- 4) Benefits of the Gospel.

E. Goals of Evangelistic Preaching

- 1) Secure your inner decision from lost to trust as Lord and Savior.
- 2) Have folks trust Jesus and declare faith publicly. (Romans 10:9-10)
- 3) To lead to Baptism and meaningful church membership. (Romans 6:46)

F. Evangelistic Invitational Purpose

- 1) Want people to know how to be saved.
- 2) Definition: Appeal of one to another to accept the Christian life benefits. Includes every appeal to repent and to turn to Jesus Christ, accept his forgiveness of sins, eternal life, and claims as Lord and Savior.
- 3) Biblical Examples:
 - a) Moses in Exodus 32:26
 - b) Joshua 24:15
 - c) I Kings 18:21
- 4) Spend as much time preparing an invitation as entire Sermon.
 - a) Matthew 11:28-30
 - b) Acts 2:40
 - c) Rev 22:15
- 5) Reason for invitation:
 - a) Logical conclusion to Evangelistic sermon.
 - b) Practical
 - c) Deepens the convictions of Unsaved.
- 6) Objectives of Invitation
 - a) Think about relation to God
 - b) Feel call of as Holy Spirit moves and convicts
 - c) Will decide to follow Jesus Christ
- 7) Practical Matters
 - a) Flow from sermon, not added, natural conclusion to message in sermons.
 - b) Be clear on what you want them to do.
 - c) Biblical
 - d) Be sensitive to the Holy Spirit
 - e) Music should be familiar
 - f) Deal with everyone who responds.
 - i. Use Soul Winners
 - ii. Use counselors, Deacons, Elders, and EE trained
 - iii. Visit them in the next 48 hours
 - iv. Give them a Survival Kit (BIBLE)
 - v. Develop new members orientation class and inform them of the start date
 - vi. Try to get in Sunday School
 - vii. Use in depth Counseling Right at the Altar.
 - g) Evangelism:
 1. Presence in world to live a good life.
 2. Proclamation by preaching they will come.
 3. Persuasion by efforts from this to do all we can to people to come to Christ.

Great Commission has five functions:

1. Evangelism
2. Discipleship
3. Fellowship
4. Ministry
5. Worship

Great Commission has four results:

1. Numerical Growth
2. Spiritual Growth

3. Ministries Expand
4. Missions Advance

Must focus on:

1. Prayer
2. Personal Practice in evangelism as examples
3. Programs that have desired results or change them
4. Promotions
5. Planning for results
6. Preaching for results

Revivals: is a single event that impacts folks for evangelism

1. Revivals can be way of reaching lost and unchurched. No revivals=No baptisms
2. Revivals is a way of touching uninvolved church members
3. Strengthen active thru deeper commitment, enlarged vision, and spiritual refreshment.
4. Strengthen Churches
 - a. Attendance
 - b. Giving
 - c. Difference in singing
 - d. After revival you need to enlarge your vision
5. Can point church toward the lost. Revivals is the only time that churches focus 100% on the lost.
6. Address special needs of the lost. Revivals geared for the lost and saved getting right with God then saved they will go witness. Hebrews 12 God disciplines his children. Backsliding and no discipline means you are not saved. Only think of God, when there is a problem.
7. Revival sets atmosphere to help increased harvest. Atmosphere of concern, proclamation, witnessing. Must plan and prepare. (Hebrew 7:25)

Revival Preparation: Preparation is essential. If really prepared by prayer and witnessing it will be hard not to have one. Planning, prep, witness, visiting, attend, prayer, confession, repentance. Equals a great revival. Revived joy of salvation. Lost souls cannot be revived because they are still blind. Luke 4:16-19.

Steps to take in planning a Revival:

1. **Set date.** You have to consider fair, deer season, harvest, final exams, and fund raising period.
2. **Select and invite team.** Pastor should know the evangelist and music man. Should get a strong recommendation, good attitude, sound doctrine, and same methods, mentally upright, effective as evangelist. Loves the lost, not just seeking a decision. Pastor must choose evangelist Hebrews 13:17 says Pastor is responsible. Evangelist cannot be divorced. If you invite a divorced evangelist then the congregation will think it is fine to have a divorced deacon. God calls and protects some even while they are lost. Not divorced for this reason. Cannot preach even if not remarried. Keep highest standard in pulpit. Invitation should be at least one year in advance. If you move churches before he is due to speak, agree that he comes with you to the new church. Exact dates, type of community, church verse lost revival, size of revival and town, clarify who pays expenses, meals, lodging, love offering. Evangelist + Musician should be 70-30 or 60-40. Get a confirmation letter, say that you are praying for them, and remind them of the date.
3. **Set Goals.** Elmer Towns friendship day. Those are big attendance days. 20 trained counselors. God saves and blesses effective witness. You should have at least 24 hours of continuous prayer before and small group prayer also.

4. **Establish Committees.** Prayer committee, publicity committee, music committee, contact committee, follow up committee, usher/greeter committee, outreach committee, hospitality committee, finance committee.
5. **Calendar back to prepare.**
6. **Recognize special emphasis can be used.** 4th –6th graders bring friends for hot dog night. Relative night, co-worker night, neighbor night. Take batteries, 9v, to home for smoke detectors, and if they do not know how to put in you go in and install and witness. Come up with a creative way to get in. Success does not make it right. Do not embarrass GOD, yourself, and your position.
7. **Focus on prayer.** If anything of value is done it is by prayer. Special and specific before revival prayer; for the lost, backsliders, evangelist for his spiritual, mental, and physical health. Urge people to pray daily place a card on table your dashboard, do something to remind you to pray. Small group prayer not fellowship and food. Pray for specific areas of town. Pray over buildings. Pray for sensitivity to what God is doing. **Average Southern Baptist prays 6 minutes a day.** Most stagnant churches have no prayer life. Evaluate Church do not as the question how did, but ask what God is doing there.
8. **In your invitation focus on bringing lost people in.** If there are not any lost people there then go after sins, gifts, encourage to overcome. Pride, prayer time, inspirational gifts; challenge that God will have some preachers and some evangelist. Ten most wanted list. Wednesday before send all out, no church. Send letters to all of Sunday School/Church roll, but not to the lost. In the prospect file send letters. Use media, and flyers. Do what God says to do. Visitation blitz the week before, phone blitz the week before.
9. **Make follow up a priority.** Preserve the ones reached and work their web. Be in their home within 2 days. Soul winning counselors. Ask them after a decision, do you know what you did, tell me about it. Offer visitation. Visit the lost, if not go within two weeks a window may be lost. People recognize them within two weeks. New Members class. Six weeks repeating. If they get saved in a week other than week one they still have to go through all six weeks of orientation. It is easier to funnel out verses telling as a class. Discipleship groups. Dr. Mayes thinks can do in S.S. 20-40 max. The larger the group the harder it is to be accountable. Jesus did in small groups verses one on one will produce disciples like you.
10. **Work with the Evangelist.** It is better to put him up in a motel. If you want him to do his best then allow him to do his best. Rest and time with the Lord is important. Let him save his strength for why he came. Do not be afraid to use a schedule. But not visit saved in the hospital, in school and with the lost is ok. Clear with the evangelist before you go. Ask him to help you. Do not be afraid to ask him to show you the flaws in your evangelism. Make sure he eats before and after. In your visitation try to harvest those you are working with. Not best time to start, but if none time is now to get new ones. Especially to those lost that are hard. A new voice is helpful. IF you have no Sunday School list ask them to get known lost. Find the ten most wanted and put prayer warriors on them. Plan best time to visit, be considerate of the times that people take lunch breaks. Before you pick up the evangelist make sure you know where you are going. You knock get in and let the evangelist do witness, learn from him you can always come back. Be honest and up front with the evangelist about pay. Either the expenses will be paid for by the church, but if you can not afford then use local soul winning pastor, and tell him you cannot pay but with love offering.

I. Sunday School: This is how churches grow.

Sunday School as evangelistic strategy of Church Evangelism.

- a. Sunday School is good because it is already in place
- b. Bible is the textbook.

- c. Sunday School is church centered, not all discipleship groups, people go to church.
- d. Meets 52 weeks a year. Sunday School is stable and reliable.
- e. Sunday School is the largest group of workers in the church, is usually the most Godly.
- f. Sunday School has the greatest potential of any organization in the church. One out of three that come to Sunday School on a regular basis get Saved.
- g. Sunday School provides that personal touch, relational, bridges, comfort zone for lost to come to church.
- h. Provides small cell groups (spiritual fads).

II. Cliff Jenkins 10 ways to grow Sunday School. Character and vision for Sunday School and Church Growth. Read all books by Elmer Towns; Characteristics of Sunday School Growth.

- a. Focus on the families. Young married with young kids; go into houses that you can see toys in their yards.
- b. Visits by the Pastor. (Pastors usually fail trying to do something; then they never do it.) There are three types of preachers:
 - 1. Tentmaker
 - 2. Caretaker
 - 3. Risk taker
- c. Must make Sunday School a priority.
- d. Learn Homogenous Principle. (To Evangelize). Golf Class, Bass Fishing Class, Singles Class. People like to be around people like they are.
- e. Committed Sunday School Teachers. Really they are an extension of pastor.
- f. Place an emphasis on repeated visitors.
- g. Focus on outreach
- h. Two Sunday School Hours.

Flakes formula:

- a. Discover Prospect
- b. Expand Classes
- c. Train
- d. Provide Space
- e. Go after the People

Today Sunday School is not evangelical because:

- a. Liberalism
- b. Visionless
- c. Laziness

You should ask your class the following questions:

- a. Can you name prospects for your class right now?
- b. What actions are you taking to reach these prospects?
- c. How often is a new member added to the class?
- d. What is the evangelism report card of that individual class?

Pastors Role in Building Evangelistic Sunday School:

- a. Pastor is the Leader not the Sunday School Superintendent.
 - i. Example
 - ii. Equipper
 - iii. Motivator and supporter

Four functions that Sunday School can accomplish:

- a. Outreach: must be taught
- b. b. Bible Teaching: do not assume they are teaching the Bible; check in on the classes every so often. Start on time do not wait on the late people.
- c. c. Fellowship: People are more likely to go if friends are there.
- d. d. New Members assimilation: Friendship ration is 1:7 if they do not make friends in six months then you lose them.

Second category of Growing Sunday Schools

- a. Commitment to Quality: Do not just have teachers to fill a void. Put one in that is ready. Ask the prospect; are they ready to grow in quality and numbers. Do not wait to the end of the year, but pull them aside and tell them they need to be ready by Friday and prepared by Saturday.
- b. Visitation Program: Growing Sunday School Must have:
 - i. Must have regular form of visitation
 - ii. Have active outreach in Sunday School
 - iii. Prospects are more likely to attend when they know someone in the class.
 - iv. Outreach will not develop without pastor and leaders who are involved.
- c. Assimilation and Retention. You need to invent new classes because people tend to bond in new classes. If you keep too many old classes cliques start to form and that is a big no no.
- d. Special Emphasis. If it is possible try to purchase or read the book "Friendship Day" by Elmer Towns. You need to try to set realistic goals for Sunday School.
- e. Start new classes. Use Flakes Formula. 1. Divide existing class. 2. Start Seed Class. 3. Reorganize and adjust each new year.

Church Growth Diseases: Know how to diagnose problem.

- a. **Ethnicities:** have never grown enough in Christ to overcome racism. Terminal: cannot love, minister to, adapt w/asst. pastors of like race then will die. But to let % change and grow to them eventually easier for rich to go to poor church. Transfer to new ethnic group. Co-pastor w/ethnic.
- b. **Old Age:** Community is dying; terminal not always from sin. Die with dignity and mission.
- c. **People Blindness:** Fail to see the cultural differences between groups and accept. Unable to reach new groups. Mississippi people are not like Montana. Do not talk down to people as if they do not know anything. Evangelize different with different cultures.
- d. **Hyper Cooperation:** Hurts evangelism. Cross denominations together for efforts. Focus on your church and not on associations (state and national levels) most of the time to employ someone. Evaluate if association and committee are not doing anything but generating paper and charging for all it does. Will it produce people that come to church and grow? Good is not always the best. Person can be full of food and die lost. To diagnose these diseases you must start with the Great Commission to reach the lost and to teach.
- e. **Koinoinitis:** Sweet fellowship, no growth. Bless us four and no more. No outreach, No revivals. Never too much fellowship, but closed fellowship. Cannot join the click. Split groups.
- f. **Sociological Strangulation:** Large flower small pot. Outgrow space. Not guarantee grow if build, but not grow if crowded. You might be inconvenienced and sit in hall, but lost will not and back sliders will not. 80% full look at options to grow larger auditorium to cure. Plan long-

term before you hit 80%. 1-5-10 years services, shuttle parking, and start new church.

- g. **Arrested Spiritual Disorder.** Or unconfessed sin in the church. Assume it when you get there. Isa. 5:4. Sinned against God. Confess not will of God. Pray about it what needs to be confesses, ex. There was no spiritual vision.
- h. **St. John's syndrome.** Church members getting older and unconfessed sin. A lot of gray hair, and not growing across the scale. Preach a sermon on 8 church diseases, ask the Sunday School teachers to make a sacrifice and split and confess sin of shunning visitors.
- i. Long sermons kill you. Try to stay in the 25-30 minute range. Be sensitive to the people's physical needs and comfort them. Grow in prayer and soul winning. Identify problems and attack the problems with prayer and soul winning and with the word of God.