

CHECKOUT FOR LESSON THREE

To complete this lesson I will: (check when completed)

PREPARATION

- 1. Complete all material in Lesson Three.
- 2. Prepare to give my testimony from memory on our visitation appointment.
- 3. Memorise point Three of the gospel booklet.
- 4. Prepare to share the gospel booklet with my trainer.
- 5. Prepare to role play each step of **Procedure in Making a Home Visit**. (Be sure to practice section **G** - the diagnostic questions.)

TO BE COMPLETED WITH TRAINER

- 1. Review material in Lesson Three.
- 2. Role-play my testimony.
- 3. Share from memory point Three of the gospel booklet.
- 4. Role-play the gospel booklet with trainer as with an unbeliever.
- 5. Role-play each step in conducting a home visit. Practice the diagnostic questions, section **G**.
- 6. Trainee makes a phone call to set up an appointment with a friend for session four. (See **How to Make an Appointment** in Lesson Five.)

Prayer Time

- 7. Pray for an opportunity to present the gospel to those on our prayer lists.
I request prayer this week for: _____

Pray together for our appointment.

- 8. Go over **Checkout for Lesson Four. Preparation assignment** is _____ to be completed before we meet next time.

Evangelistic Visitation

- 9. Together introduce ourselves and establish rapport.
- 10. Trainee shares one-minute testimony.
- 11. Observe trainer as he/she:
 - asks the diagnostic questions.
 - shares the gospel booklet or the Spirit-filled life message.
 - invites them to attend a Life Group (Small Group and One-to-One training).
 - closes visit with prayer.
 - completes the Guest/Contact Report. (This report should be handed to your Life Group leader or visitation co-ordinator.)

DYNAMIC

-- Sharing --

Lesson Three

SUCCESSFUL HOME VISITATION

PERSONAL DEVELOPMENT

HOW TO PRAY FOR THE LOST

There are three directions that our praying should take:

A. DIRECTED AGAINST SATAN, THE POWER THAT HOLDS THE SINNER.

1. Read II Timothy 2:25,26

The sinner is _____ by the devil.

2. Read II Corinthians 4:3,4

The sinner is _____ to the gospel.

Two things must happen before a lost person can be saved.

1. Read II Corinthians 10:4

He must be set free from _____.

2. Read I Corinthians 2:4,5

Who must give enlightenment? _____

Think of a friend or loved one that is resistant to the gospel. How is Satan:

Binding him/her? (e.g.: fear, pride, drugs, music, religion)

Blinding him/her? (e.g.: lose friends, no more fun)

These can both be overcome through intercessory prayer.

B. DIRECTED TOWARD CHRISTIANS

God prepares a sinner, then He reaches over to a Christian and brings them both together. We need more Christians that are willing to be used by God to share with others.

How did Jesus instruct His disciples in Matthew 9:37,38?

That is the way God operates today.

C. DIRECTED TOWARD OUR SAVIOUR

Write out John 6:44 _____

A lost person will never escape the snare of the devil until God grants repentance. (II Timothy 2:25,26)

Pray for the Lost

This is the way you ought to pray for the lost to be saved. Assert your authority over Satan in the name of Jesus. Satan must obey. He must yield. God will raise up witnesses in answer to your prayers. The Spirit of God will convict and draw the lost person and grant repentance. Jesus will knock at the door of his heart if you will ask Him.

Pause now and pray for that friend or loved one.

PRACTICAL TRAINING

CONDUCTING A SUCCESSFUL HOME VISIT

There are many ways to share the gospel, and we will have opportunities to do so in different settings. Visiting in the homes of people who have had contact with our church is one of the most positive and productive ways to share.

PROCEDURE IN MAKING A HOME VISIT

- A. Make appointment (if possible)
- B. Pray
- C. Arrival procedure
- D. Establish rapport
- E. Acquaint them with our church
- F. Share personal testimony
- G. Ask diagnostic questions
- H. Share your message
- I. Give opportunity for a decision
- J. Growth challenge
- K. Close in prayer

Let's look at each part separately:

A. MAKE APPOINTMENT (if possible)

1. Obtain names of people to call on from your pastor or the person in charge of visitation.

The following are sample scripts:

a. Church Visitor

“Hello _____, this is _____ of _____ church. How are you today? (pause for a response). We were happy to have you visit our church last Sunday (or whatever the event). My friend _____ and I would like to visit with you briefly on behalf of our church. Would (day and time) be okay or would (day and time) be better?” (If neither then set another time if possible. If no or if just visiting but attend another church thank them and invite them to attend again.)

b. Parents of Sunday School or Club Children, etc.

“Hello _____, this is _____ of _____ church. How are you today? (pause for a response). We appreciate having (name or names of children) in our (Sunday School or club) program. My friend _____ and I would like to visit with you briefly on behalf of our church. Would (day and time) be okay or would (day and time) be better?” (If neither then set another time if possible. If no, thank them for the privilege of having (name or names) come to (_____). Encourage them to call the church if they ever have any questions. Assure them that they would be welcome to attend our church at any time.

2. It is best to make appointments with people ahead of time especially if they live more than 10-15 minutes from the church.
3. You may choose to visit unannounced. If the person is busy when you call, then make an appointment for another time to visit. You will need to have several names to visit in the same area, in case some are not home or not able to visit with you.
4. Be sure to be thoroughly familiar with their names before the visit is initiated.
5. If you are unable to get a home visit, then take the opportunity to use the Neighbourhood Questionnaire (see sample after Lesson Six). Your trainer should have obtained a selected neighbourhood from your church visitation co-ordinator. When your plans seem to fail, God often has a better plan for you. By using the questionnaire, you will have an alternate plan.

B. PRAY

Pray for each other, for the guidance and empowering of the Holy Spirit. Pray by name for those you are visiting. Pray for God's control over all circumstances of the visit. Pray that they will receive Christ or if they are Christians that they will pray to be filled with the Holy Spirit.

C. ARRIVAL PROCEDURE

1. Be on time (if you have an appointment).
2. Be careful not to block any other cars. Do not sit in the car, go toward the door in a quiet and pleasant way.
3. Have a pocket testament with you to look up verses if needed.
4. Take notice of anything you see that might furnish a topic of conversation (e.g.. gardens, antiques, trophies).
5. Ring the doorbell or knock politely, then step back about three feet from the door. Callers should be as close together as possible and be in view of the person answering the door. When the door is opened, smile in a friendly way and speak immediately.

6. Introduce yourselves at the door. You might say, **“Hello, I am _____ of _____ Church. This is _____. May we come in for a brief visit?”** If you have an appointment say, **“Thank you for letting us come and visit with you.”**
7. If they have company or for some other reason cannot visit with you, excuse yourselves and make an appointment to call later. If you are refused a visit, thank them politely; try to leave literature and go on your way.
8. As the home is entered, the designated leader should try to choose a chair nearest the host in order to share better. If the living room is large or spread out, offer to sit around the kitchen table.

D. ESTABLISH RAPPORT

It is important to get to know the person or persons you are visiting. Show sincere interest. People expect you to control the conversation. They are often put at ease when they do not have to carry the conversation. Make positive comments about their interests. People like to talk about themselves. Do not sound like you are cross-examining them. Questions should be spaced and asked in such a way that spontaneous conversation occurs. Sit back in your chair. Speak in a relaxed manner. Smile!

***NOTE:** Remember, do not try to draw out their testimony or ask questions like **“Are you a Christian?”** at this time. This will be discovered later when the Diagnostic Questions are asked. Be careful not to assume that you know the person's spiritual condition. Go with an open mind and trust God to empower you to handle any situation.*

The following outline will help you to stay on track:

1. Background: **“How long have you lived at this location?”** or **“Where did you live before you moved here?”**
2. Vocation: **“What type of work do you do?”** (ask each person)
3. Family: Ask questions concerning the home, their children, special interests.

E. ACQUAINT THEM WITH OUR CHURCH

1. In order to move to spiritual issues you might ask: **“Why did you choose to attend our church?”**(Express thanks for their visit.)

2. Seek to answer their questions. Say, **“We wanted to visit with you to see if you have any questions about our church. Do you have any questions we could answer at this time?”**

Share a Sunday bulletin or a brochure about your church. If you cannot answer any questions, promise to find out and then let them know later. Offer to introduce them or their family to the people in charge of any area of interest to them.

***NOTE:** After this point only one person on the team should do the talking and leading; the other should pray silently and be available to handle any distraction (children, pets, etc.).*

F. PERSONAL TESTIMONY

Introduce your testimony by saying **“One of our reasons for coming to visit with you is to share with you what Jesus Christ means to us. Let me share what Christ means to me.”** (If it is your partner's turn to share say: **“_____, will you share what Christ means to you?”**)

Allow the Holy Spirit to empower you as you tell your story. Often people will really identify with you in your experience. Keep it brief (one minute), but share it with sincerity.

G. DIAGNOSTIC QUESTIONS

The following two questions will be helpful in determining a person's spiritual condition.

“Have you come to the place in your spiritual life where you know for certain that if you were to die today that you would go to heaven?” *

“Suppose you were to die today, and stand before God and He were to say to you, ‘Why should I let you into My heaven?’, what would you say?” *

** Kennedy E.E. Questions.*

Study the flow chart on the following page.

H. SHARE YOUR MESSAGE

According to the answers to the above Diagnostic Questions, be ready to share the gospel using the Gospel booklet or the Spirit-filled life message using the booklet **“Have You Made The Wonderful Discovery of The Spirit-Filled Life?”**

I. GIVE OPPORTUNITY FOR A DECISION

Never try to judge whether the person is ready to pray to receive Christ or to be filled with the Holy Spirit; give him a specific opportunity to do so. Often people will want to pray when they are given a definite opportunity to ask Jesus Christ to be the Saviour and Lord of their life.

J. GROWTH CHALLENGE

Always invite the person or persons to attend a Life Group of your church regardless of the response. Be sure to also invite each one to take the One-to-One training that would be appropriate. You could say: **“We are so happy that you have made this decision. It is important now that you enjoy your new life to the fullest. We have two opportunities for you to grow. One is a Life Group where you will meet new friends. The other is One-to-One training where you will learn to live the Christian life.** Express your personal excitement for each ministry. Invite them to your own Life Group if possible.

K. PRAY

Close your visit with a brief prayer. Pray for their home, family and concerns expressed.

Fill out a Guest/Contact Report and hand it to your Life Group Leader or visitation co-ordinator.

Diagnostic Questions Flow Chart

