

Comfort Zone Visitation (excerpt)

PEW PROSPECTING

Any kind of prospecting training or visitation begins in church; actually in the pews; specifically, in your pew. One of the biggest turnoffs by first time visitors is they are segregated by default. They sit alone, feel alone, and will forever leave your church alone. Worst of all, they'll tell their friends about your cold church.

Thanks be to our Precious Lord Who didn't ostracize we Gentiles from all His goodness. We should thank God each day because He didn't withhold His love and protection from me in all my unrighteousness.

God has given you and me braggin' bones. We love to brag; now be honest, we do. But we need to only brag about ourselves when we've run out of things to brag about our Precious loving Lord and what He did on Calvary. We need to brag about our church and how important it is to our daily walk with the Lord.

On a piece of paper, begin a list of things in your church that get you excited, make your mouth water, or your eyes do the same. Add to your list church coming events that are sure to bless. Sunday morning stick the list in your Bible.

Now the next step is really fun. Pick out someone sitting by themselves that you've never met. This is Pew Prospecting. Ask if you can sit with them, or they come sit with you. Share your Bible and hymnal with them. And then, at an appropriate time, share one item of your list with them.

Stretch out by talking about things a bit more individual... don't hide behind weather, health, and sports topics. Ask questions that tell you what THEY like to talk about. Maybe a next step would be to briefly visit them in their home.

Church leaders can help with this by encouraging folks to sit together, preferably toward the front.

There was a song in the 50's that said something like, "Ack-centuate the Positive, Eee-liminate the Negative, and don't mess with Mr. Inbetween." Now don't get me wrong. We should have some plan "B's" and maybe even "C's", for when things don't go exactly as we'd hoped. But don't forget, prospecting is a faith-based effort. You do your job and give God lots of room to do His.

The problem though, is that Satan derails us hiding behind all the 'what-if's and 'when all else fails...' lists. It's crucial to FOCUS on the task at hand and its true importance and leave all the rest to people that just want to discuss etc. OJT is a proven REQUIRED method for training workers and athletes alike.

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