

# CELEBRATION

EVANGELISM *and* FOLLOW-UP

# Is your church ready to care for new followers of Jesus Christ?

## **Ask yourself these important questions:**

- Are we adequately feeding the “spiritual babies” in our care?
- Is our church a welcoming place for new people?
- Is our church engaging in long-term training and discipleship of those who come to Christ?
- Are we helping them to find purpose and fulfillment so they can make a difference in the lives of others?

This booklet will help you find practical tips and strategies to answer these questions. Glean from the experience of thousands of churches that have successfully participated in Crusade evangelism sponsored by the Billy Graham Evangelistic Association.

**BILLY  
GRAHAM**  
Evangelistic Association  
*Always Good News.*

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# Reaching People for Christ Through Bring a Friend

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## Step 1: Look Around—Have Eyes to See the Lost

1. Identify your \_\_\_\_\_. Jesus intentionally sought out the unbeliever (John 4). Who in your life doesn't know Christ? Are you willing to invest your time to see them come to Christ?
2. Be willing to \_\_\_\_\_. Are you willing to get out of your comfort zone or risk rejection to reach those who are perishing?
3. Make a point to \_\_\_\_\_ with the lost people in your life. If your daily activities don't involve many nonbelievers, how can you commit to broaden your exposure?
4. Don't let \_\_\_\_\_ stop you. We're all busy. What are you willing to change (or eliminate) in your life to make time for others?
5. Don't have the gift of \_\_\_\_\_? We can ALL start by being a friend. Ask God to break your heart for the lost and give you a sense of urgency to act.

## Step 2: Look Up—Pray

1. \_\_\_\_\_ any family members or friends who don't know Christ on your Bring a Friend card.
2. Look up to God in \_\_\_\_\_ for those on your list.
3. Ask God to provide specific \_\_\_\_\_ to engage and invest in their lives.
4. Don't \_\_\_\_\_.

## Step 3: Look Out—Cultivate a Relationship

1. Practice \_\_\_\_\_. Ask thoughtful questions about their interests.
2. Cultivate \_\_\_\_\_ interests. Identify activities you can do together or similar life circumstances you can converse about (elderly parents, children, etc.).

3. \_\_\_\_\_ where they are. What need does this person have that I can help with? The more we get to know people, the more we'll know where they are spiritually and how best to respond.
4. Offer to pray for them (and with them, if they are open) about their \_\_\_\_\_.
5. Be \_\_\_\_\_. Reach out in tangible ways during the difficult times. Be willing to give both time and resources, as the Lord prompts you.
6. Listen with \_\_\_\_\_. People don't expect you to have all the answers; they just need you to be present in their life.
7. Consider letting \_\_\_\_\_ help \_\_\_\_\_. It's okay for them to know that you struggle, too.
8. Don't forget to \_\_\_\_\_ the good times. Romans 12:15 reminds us to *"rejoice with those who rejoice, weep with those who weep."*

#### **Step 4: Look Forward**—Extend an Invitation

1. This is your opportunity to not only invite but to \_\_\_\_\_ to the Celebration!
2. Keep it \_\_\_\_\_. Extend an invitation that will be enjoyable for all (maybe your invitation includes dinner before the event).
3. Be prepared to \_\_\_\_\_ the \_\_\_\_\_ yourself! Your friend may be open to accepting Christ prior to the Celebration. Come to the Christian Life and Witness Course to learn simple tools for sharing Jesus with your friends.

#### **Step 5: Look After**—Follow Up

The next portion of the seminar will cover follow-up.

# The State of Discipleship

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**In the context of church growth, discipleship can be neglected. How did we get here?**

1. Lack of a clear and measurable definition of \_\_\_\_\_ .
2. Discipleship seen as head knowledge rather than \_\_\_\_\_ .
3. Random teaching rather than \_\_\_\_\_ .
4. Lack of \_\_\_\_\_ .
5. Promotion of \_\_\_\_\_ rather than people.
6. Small groups are often good for \_\_\_\_\_ but fail in spiritual \_\_\_\_\_ .
7. Leaders not zealous about \_\_\_\_\_ .
8. We invest our resources in \_\_\_\_\_ rather than \_\_\_\_\_ .
9. We divert our \_\_\_\_\_ to ministries other than discipleship.

From: *Growing True Disciples*, by George Barna

# FIRST: The Needs of a New Believer

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## Relational Development

1. \_\_\_\_\_ and \_\_\_\_\_ —“We ought always to give thanks to God for you, brothers, as is right, because your faith is growing abundantly, and the love of every one of you for one another is increasing” (2 Thessalonians 1:3).
2. \_\_\_\_\_ and \_\_\_\_\_ —“Being affectionately desirous of you, we were ready to share with you not only the gospel of God but also our own selves, because you had become very dear to us” (1 Thessalonians 2:8).
3. \_\_\_\_\_ and \_\_\_\_\_ —“They devoted themselves to the apostles’ teaching and the fellowship, to the breaking of bread and the prayers. All who believed were together and had all things in common” (Acts 2:42, 44).

## Spiritual Development

4. \_\_\_\_\_ —“Like newborn infants, long for the pure spiritual milk, that by it you may grow up into salvation” (1 Peter 2:2).
5. \_\_\_\_\_ —“Be sober-minded; be watchful. Your adversary the devil prowls around like a roaring lion, seeking someone to devour” (1 Peter 5:8).
6. \_\_\_\_\_ and \_\_\_\_\_ —“Therefore, as you received Christ Jesus the Lord, so walk in him, rooted and built up in him and established in the faith, just as you were taught, abounding in thanksgiving” (Colossians 2:6–7).

## Ministry Development

7. \_\_\_\_\_ in \_\_\_\_\_ —“For David, after he had served the purpose of God in his own generation, fell asleep and was laid with his fathers and saw corruption” (Acts 13:36).

## SECOND: The Counseling Process

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### WILL GRAHAM'S SERMON/INVITATION—FOUR RESPONSES:

1. Salvation \_\_\_\_\_
2. Assurance \_\_\_\_\_
3. Rededication \_\_\_\_\_
4. Inquiry \_\_\_\_\_

### THE COUNSELOR'S ROLE

1. Clarifies the \_\_\_\_\_
2. Encourages in \_\_\_\_\_
3. They fill out the \_\_\_\_\_ - \_\_\_\_\_
4. Gives \_\_\_\_\_ care

### INQUIRER'S RELATIONSHIP TO A CHURCH

1. Those stating a church preference \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
2. Those invited by a church \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
3. Those without a church who need a church referral \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## THIRD: The Follow-up Process

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### Eight Phases of Follow-up

1. \_\_\_\_\_ follow-up
2. \_\_\_\_\_ follow-up
3. \_\_\_\_\_ follow-up
4. \_\_\_\_\_ Groups
5. \_\_\_\_\_ -on- \_\_\_\_\_ discipleship
6. \_\_\_\_\_ resources and the  
\_\_\_\_\_ on DVD/MP3
7. \_\_\_\_\_ magazine
8. Telephone \_\_\_\_\_

## FOURTH: How to Prepare Your Church for Follow-up

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- A. Make \_\_\_\_\_ the foundation of your follow-up plan.
- B. Make \_\_\_\_\_ a priority  
in your church.
- C. Establish an \_\_\_\_\_ structure  
for follow-up and designate a \_\_\_\_\_ - \_\_\_\_\_ leader for your church.

D. Rally your people to the \_\_\_\_\_ training.

### **Eight Benefits of the Christian Life and Witness Course:**

1. It provides an opportunity for spiritual renewal.
2. It reminds believers of the simple truths of walking with God and sharing Him with others.
3. It builds unity and cooperation.
4. It provides a renewed emphasis on evangelism and discipleship.
5. It encourages a new point of view (spectators to participants).
6. It provides practical tools for sharing Christ.
7. It provides counselors and follow-up workers for the Celebration.
8. It provides the church a strong foundation for future evangelism and discipleship.

E. Prepare your facility for new people and make it “\_\_\_\_\_.”

F. Develop a \_\_\_\_\_-\_\_\_\_\_ and a \_\_\_\_\_ strategy to assimilate new believers.

G. Develop a \_\_\_\_\_ plan for the Celebration meetings that includes your invited guests.

H. Organize follow-up teams to promptly \_\_\_\_\_ all inquirers.

I. Plan special \_\_\_\_\_ for inquirers.

J. Follow up with your \_\_\_\_\_-\_\_\_\_\_ workers.

K. Encourage each new believer and be \_\_\_\_\_ in your follow-up effort.

Please refer to *How to Prepare Your Church for New Christians*. This booklet includes further details on creating a customized follow-up plan for your church.

# Overview of the Celebration Process

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Many think of a Will Graham Celebration as a special outreach—a wonderful opportunity to hear a powerful Gospel message, see well-known Christian artists perform, and observe hundreds go forward to make a commitment to Christ. It is all of these things. However, like an iceberg, there is more to it than first meets the eye. What happens at the Celebration is only 10% of the story. Preparation represents 45% of the work. The remaining 45% takes place after the Celebration in the form of follow-up. The process can be broken down into three broad phases:

- **Preparation** (prayer, outreach, training)
- **Proclamation** (reaping and harvesting)
- **Preservation** (follow-up)



**PRAYER** | Much prayer goes into the Celebration, starting as early as local church leaders extending an invitation to Will Graham and his acceptance to conduct a Celebration. As the Celebration progresses, local churches and Christians are invited to join in several prayer opportunities, which include individual prayer, corporate church prayer, and community prayer gatherings. During the Celebration meetings, there is also an on-site prayer room located at the venue.

**OUTREACH THROUGH THE BRING A FRIEND PROGRAM** | Those who do not already know Christ are unlikely to attend a Celebration on their own. They need people like you to bring them to the Celebration. The Celebration encourages churches and their members to join hundreds of others throughout the area in the Bring a Friend program.



There are cards for adults, students, and children. We encourage churches to distribute cards and regularly promote this program to their congregations. A promotional video is also available to launch the program in your church.

**THE CHRISTIAN LIFE AND WITNESS COURSE** | The Christian Life and Witness Course (CLWC) training is one of the most effective tools to spiritually prepare believers for the Celebration. It is designed to help us to refresh our walk with God. It also encourages believers in sharing Christ and gives practical instruction in making disciples.

The training occurs over a three-week period prior to the Celebration. There is no cost for the course, and all materials are free of charge. Participants attend one session each week for three consecutive weeks. A promotional video, bulletin inserts, and posters will be available for all churches.



There is a special version of CLWC for students (middle school to high school age), known as **Pursuit**. This one-day (all day) worship and learning experience is free and includes materials and lunch.



**HARVEST: THE COUNSELING PROCESS** | In the context of a Will Graham Celebration, the proclamation (reaping or harvesting) phase takes place at the Celebration meetings. The harvest occurs in response to the sowing efforts, coupled with Will Graham's preaching of the Gospel. Will Graham will conclude his preaching with an invitation to attendees to make a commitment or recommitment to Christ by coming forward at the end of each meeting. We call these people **inquirers**.



Celebration counselors join the inquirers in front of the platform. They will have a counselor packet to share with the inquirer, and their role is to:

- Clarify the reason an inquirer came forward (acceptance of Christ, seeking assurance of salvation, rededication) using the "My Commitment" section at the front of the book and pray with them concerning their decision.
- Explain the *Living In Christ* booklet, which contains the gospel of John and four lessons on growing in this new relationship with Christ, a daily Bible reading plan, and Scripture memorization cards.
- Complete and submit the follow-up card.
- Counselors will retain a copy of the card in order to make one follow-up contact within 48 hours. This provides interim care to the inquirer until the local church has been notified.

**WHO ARE THE CELEBRATION COUNSELORS?** | Pastors, clergy, and laypersons may all serve as Celebration counselors. Volunteers must attend the Christian Life and Witness

Course or Pursuit and submit an application that has been signed by their pastor or church leadership. All counselors must also complete a criminal background check through the Billy Graham Evangelistic Association.

Counselors will be paired with someone of their own gender (students age 13+ are paired with student inquirers and specially approved children's counselors with children). We seek to match counselors with inquirers for a one-on-one experience. In the event of a larger than expected response, counselors may be paired up with more than one inquirer.



**FOLLOW-UP** | Follow-up is the process of giving continued attention to inquirers who come from Celebration meetings, until they are safely on the road to discipleship. Follow-up associated with a Will Graham Celebration is a cooperative effort between the Celebration team and participating local churches.

**THE CO-LABOR TEAM: THE LINK BETWEEN THE CELEBRATION AND THE LOCAL CHURCH** | Each night at the conclusion of a Celebration meeting, a small team of volunteers will process the follow-up cards collected from the counselors. This team works to quickly notify churches of inquirers who need follow-up.

**WHAT IF AN INQUIRER DOESN'T IDENTIFY A CHURCH?** | The Designation Committee, composed of local pastors, will meet the day after the Celebration to review any inquirer cards that did not identify a church. They will select a church near the inquirer's home to provide follow-up (from a list of participating churches). Only about 10% of the inquirers fall into this category.

**THE TELEPHONE SURVEY** | About two weeks after the Celebration meetings, a telephone survey will be conducted. Volunteers will call inquirers ages 18+ who accepted Christ, or were designated to a church. The surveyor will ask several questions, such as: Has the inquirer been contacted by a church, and do they wish to be in a Bible study?

**THE CHURCH'S ROLE IN FOLLOW-UP** | The local churches have the most important role in the follow-up of inquirers, because they have the resources and the ability to plan and implement long-term follow-up programs—long after the Celebration office has been closed.

# How to Get the Most out of Your Celebration Involvement

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Here are 11 things we have seen churches do to maximize the impact of their participation in a Celebration. We aren't suggesting that any combination of actions or strategies—based upon human effort—will be fruitful or successful. It is God alone who gives the increase.

## **1. Make Prayer the Foundation of Your Follow-up Plan**

Prayer is the most important aspect of follow-up because it moves the heart and hand of God. Paul demonstrates the needed emphasis on prayer in follow-up in 1 Thessalonians 3:10: *“Night and day [we are] praying exceedingly that we may see your face and perfect what is lacking in your faith.”*

## **2. Make Bring a Friend a Priority in Your Church**

The Bring a Friend program articulated by the Celebration team is an effective form of friendship evangelism. Appropriate investment in sowing will yield a harvest and the opportunity to be involved in follow-up and discipleship.

## **3. Establish an Organizational Structure for Follow-up and Designate a Follow-up Leader for Your Church**

Identifying a proven leader to develop and implement a follow-up plan is a critical step in preparing to receive the inquirers from the Celebration meetings. The plan must be flexible to meet the varying needs of the inquirers.

This follow-up leader and follow-up plan must be clearly supported by the church leadership so the congregation will know how to participate and how they can bring their friends into the body of the church to get them on the road to discipleship.

## **4. Rally Your People to the Christian Life and Witness Course**

The benefits of this three-week course (or one-day Pursuit training for students) extend far beyond qualifying church members as counselors for the Celebration meetings. Many churches report that these classes had the most impact on their church of any part of the Celebration process. Individuals' faith is strengthened. Assurance is attained. Attendees gain confidence to share their faith. People learn how to lead small group Bible studies.

## **5. Prepare Your Facility for New People and Make it User-friendly**

Visiting a church for the first time can be intimidating. Just finding the sanctuary may be the first challenge. Are the nursery and child care facilities easy to find? Where are the restrooms?

We encourage you to walk through your church with people who are not that familiar with it (e.g., the UPS or FedEx delivery person) and identify ways to make it easier for newcomers to navigate their way around. Consider adding signs.

## **6. Develop a One-on-One and a Small Group Strategy to Assimilate New Believers**

The follow-up plan must address the spiritual development of new believers or those who have rededicated themselves to Christ. It must also communicate how to eventually identify and establish them into ministry.

It is equally important to address how to meet the needs of inquirers to develop personal relationships and to address their emotional needs and issues. For many these must be addressed before spiritual development can proceed.

## **7. Develop a Transportation Plan for the Celebration Meetings that Includes Invited Guests**

Friends or a church invite 80% of those who come forward and make a decision for Christ at the Celebration meetings. Of those, 75% actually rode to the Celebration meeting with that friend or church.

## **8. Organize Follow-up Teams to Promptly Contact All Inquirers**

Timely follow-up is important. The enemy will seek to keep the new believers from becoming engaged in an environment where they will be protected, cared for, and disciplined. We encourage churches to implement a multifaceted contact program that extends beyond a “welcome to our church” letter from the pastor.

## **9. Plan Special Outreaches for Inquirers**

Special outreaches help newcomers adjust to the church and get to know the pastors, the staff, and their peers. For example, some churches have a special dinner just for inquirers. Taking steps to ensure the inquirers get to meet the pastor after the Sunday service has proven to be an effective way to allow newcomers to become comfortable with the church.

## **10. Follow up with Your Follow-up Workers**

The follow-up workers will usually know what is working well and what needs adjustment. Seek their advice and make adjustments. These workers will also need encouragement to continue their work—see that the church is praying for them and offering encouragement.

## **11. Encourage Each New Believer and be Persistent in Your Follow-up Efforts**

While your church may be blessed with many inquirers, strive to work individually with them. Seek to identify their needs, and continually encourage them to remain in Christian fellowship and to seek spiritual development.

# The Christian Life and Witness Course

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## Introduction

The Christian Life and Witness Course (CLWC) for adults (Pursuit for students) is the best opportunity you have as a church to become equipped for a Celebration as well as lifetime evangelism and discipleship. It is through this course that congregation-wide excitement and momentum are generated. Your goal should be to think creatively and strategically about how to encourage the greatest attendance at the classes.

Individuals that attend the Christian Life and Witness Course/Pursuit are also eligible to apply to be a Celebration counselor. In the third week of the class, attendees receive instruction on how to lead a Discovery Group, which is a small group Bible study.

## Course Outline

Representatives of the Billy Graham Evangelistic Association lead the classes which are scheduled at multiple locations throughout the area. There are three topics covered during the course:

1. The Effective Christian Life
2. The Christian Witness
3. Follow-up and Care of New Christians

Pursuit is specifically designed for students, and youth groups may desire to attend together. While the material taught is the same as the adult version, Pursuit features youth-oriented praise music and food in an all-day format.

## Promoting the Course

To encourage attendance by the greatest number of people from your church, consider:

- Prayerfully setting an attendance goal for your church
- Making frequent pulpit announcements and showing promo videos
- Using the Celebration bulletin inserts (schedules) and PowerPoint slides during services
- Posting on your church website and social media
- Sunday morning sign-up tables
- Suspending Bible study or small groups and attending the course together
- Extending personal invitations via a phone campaign

## CLWC Endorsements—Letters and Excerpts From Pastors

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As the overseer of the youth in our small congregation, Pursuit has impressed upon me that God is capable of working through us although we are few in numbers. This course has made a difference in my life. I am encouraged to continue to seek creative ways to present the Gospel with confidence. I have learned different perspectives of how God sees us. “Grasping God’s Word and Hand,” and knowing what to say and the power to say it, has strengthened my life in sharing the Gospel. I am motivated that I can reach the unchurched and unsaved. I trust and believe in God’s sovereignty. —**CHARLA, YOUTH DIRECTOR**

The Christian Life and Witness Course served as a much-needed refresher for God’s people. It’s so easy for even vital churches and Christians to get absorbed in “church” programs. The Christian Life and Witness Course helped point us back to the basics. Even if the Celebration never took place, I am convinced that many Christians and many churches would have been touched for good through this course—refocused on core things, rather than the institution. The Christian Life and Witness Course actually helped turn the church back toward the essentials (in ways that it’s hard for pastors to do without seeming critical of their own people).

Though connected with a very specialized program, the Christian Life and Witness Course actually undercut the notion that evangelism is for the specialists and requires special programs. There is so much emphasis on evangelism as a lifestyle for ordinary people. One of my people told me she went away from every Christian Life and Witness Course with fresh motivation to live out and share her faith. She said, “I went away from each class saying to myself, ‘I’m a missionary!’” —**JOHN, SENIOR PASTOR**

One of the unexpected blessings for me was the impact of the Christian Life and Witness Course. It was well organized, filled with valuable content, and laced with humor and encouragement. The course was a wonderful preparation for counseling at the Celebration. One of the unexpected dividends for our congregation was the newfound confidence that many of our members received in attending the sessions. They are using the skills and knowledge gained to assist us in our ongoing ministry.

The Christian Life and Witness Course was a powerful vehicle in sharpening skills and acquiring new information, but most importantly it increased our passion for lost people. I encourage my colleagues to not only attend themselves, but to encourage as many members from their congregation to attend as well. This course is one more tool that the Holy Spirit is using in “equipping the saints.” —**JAMES, SENIOR PASTOR**

Pursuit has been great for me as a youth pastor and wonderful for my teens. The classes are organized in such a way that each class has brought us to a new level and prepared us for the next. We have been encouraged to put into practice the skills we have been taught, and it has been inspirational for me to actually watch my teens use their newfound skills.

The way the classes have been conducted has been fun, teen oriented, and I would highly recommend them to any youth pastor and his or her teens. Overall my youth group is stronger now, and will continue to be so, because of the skills and confidence they have acquired in Pursuit. Thank you for your commitment to evangelism. It was a blessing. —**BONNYE, ASSOCIATE PASTOR, YOUTH AND WORSHIP**

“This is great stuff” was a comment I heard during the Christian Life and Witness Course we hosted at Calvary Church. Many people attended who were not sure that they could manage the responsibility of serving as counselors at the Celebration, but were helped so much by the course in their own Christian understanding and growth that their apprehension was easily dismissed. The material and presentation in these class sessions were a lovely gift to the church as they renewed the delight of the basics of the Christian faith and did so in a way that equipped the participants to transfer what they learned to others. Our instructor presented the material in a warm and engaging manner and was used by the Lord to minister powerfully to those present to bring assurance of their own salvation, as well as an ability to articulate the message of the Gospel and its basic tenets. Many in our own church have continued to use the material and concepts from these classes to guide their non-Christian friends towards faith in Christ. —**IAN, SENIOR PASTOR**

Pursuit has been great! I have been a Christian for over 20 years and in the ministry for over 12, but this class has helped me to refocus on what it means to walk in the Spirit. Session two is one of those lessons that hits you hard, real hard. It reminds you of what stops you from walking in the Spirit and what it takes to live a victorious Christian life.

In lesson three, I had a unique opportunity. We were to pair up with someone that we did not know. I joined a student named Larry. Because of his birthday, he had to share the “Steps to Peace With God” tract with me. As he shared, I listened and role-played. Near the end of the tract, I asked him how I could cross over from the “people side” to the “God side.” He said he did not know and did not know where he was spiritually. I had a unique opportunity to lead him to Christ, right there in the class. It was great! —**CRAIG, STUDENT MINISTER**

# Discipleship and the Follow-up Process

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## Introduction

Many books have been written on discipleship. It is a very broad subject. Our intent is not to provide an authoritative statement of what discipleship is and how to do it. We encourage and trust each church to develop its own plan for discipleship.

We simply seek to restate the Scriptural mandate to make disciples. We will clarify the relationship and distinction between discipleship and the follow-up goals and process of a Will Graham Celebration.

## The Mandate to Make Disciples

The concept of discipleship is found throughout the New Testament. The verb *disciple* occurs 25 times in the New Testament. The noun *disciple* occurs 264 times in the gospels and in Acts. The noun form means “a learner, a pupil, a follower.” The verb means “to learn.” We see the practical out working of this in the lives of Jesus Christ and his disciples. They learned about Him and followed Him. They were with Him. They had a relationship that brought about learning about the Master and His message that was life changing. After Jesus died and rose again, He continued this relationship of mentoring until He released them to go and disciple others in every nation.

*“And Jesus came and said to them, ‘All authority in heaven and on earth has been given to me. Go therefore and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, teaching them to observe all that I have commanded you. And behold, I am with you always, to the end of the age.’”*  
(Matthew 28:18–20)

The early leaders of the church followed the plan Jesus had laid out in what is called the Great Commission. Paul told Timothy, *“What you have heard from me in the presence of many witnesses entrust to faithful men, who will be able to teach others also.”* (2 Timothy 2:2)

## Discipleship—A Shared Responsibility

Discipleship is the most important mission of the church—working and cooperating with the Holy Spirit to develop followers of Christ. In reality, evangelism and discipleship are two sides of the same coin. Jesus did not say that the church was to just help people make a commitment. He said to “make disciples.” Our goal is to help the new believer be discipled—and to become someone who makes disciples.

The BGEA team recognizes our responsibility before God to help equip the church for

follow up and to quickly pass on the inquirer's information to the church so that follow up and discipleship can begin.

## **How Does a Commitment to Make Disciples Affect Me?**

Discipleship is not just one person's responsibility (1 Thessalonians 2:7–8). Discipleship is the responsibility of every follower of Jesus Christ.

The Apostle Paul gives the analogy of a mother caring for her newborn. Peter speaks of newborn babies, desiring the milk of the Word of God (1 Peter 2:2). Each believer in the local church must embrace the role of a spiritual parent who takes responsibility for new believers in Christ.

The spiritual parents have many resources available to them. These include Bible studies, discipleship courses, preaching, teaching, encouragement, exhortation, accountability, and life experiences. These are all helpful, but new believers need someone—not just something.

## **What is Follow-up?**

Follow-up is a term that is not specifically used in Scripture, but the concept is seen in Scripture. In the context of a Celebration, follow-up is the initial efforts to spend time with new believers in order to help them understand their new commitment to Christ, encourage them in developing their new relationship with Christ, and connect them to the church where they can grow in long-term discipleship.

We define follow-up as the process of giving continued attention and care to new Christians—such as those who come from Celebration meetings—until they are safely on the road to discipleship.

Some characteristics of individuals in effective follow-up programs are:

- They have been assimilated into the body life of a local church.
- They are identifying and developing their spiritual gifts.
- They are reaching their full potential for Jesus Christ.
- They are helping to build the church.

Follow-up is more than just making contact with inquirers and inviting them to attend a church service. Effective follow-up requires a specific plan to help a new believer become a committed follower of Jesus Christ.

Before we know it, the Celebration will be here. If we start now, there is ample time to prepare an effective follow-up program for inquirers. We encourage you and your church to start preparations today.

# Follow-up and Discipleship Materials for Inquirers

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Celebration counselors will provide the appropriate book to the inquirer during counseling.

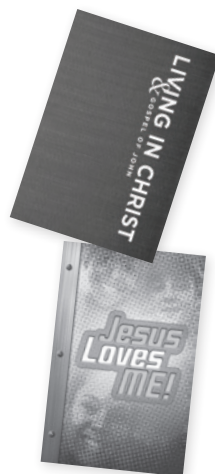
## **Adult Counselor Packet—*Living in Christ***

- “My Commitment”—used to identify why the inquirer came forward (Receive Christ, Rededication, etc.)
- The gospel of John with a 30-day daily Bible reading plan
- Four Bible study lessons
- Scripture memorization verses corresponding to each lesson
- A word of encouragement from Franklin Graham

## **Child Inquirer Packet—*Jesus Loves Me!***

*Children 9 and under*

1. The *Jesus Loves Me!* book, containing:
  - The gospel of John with a daily Bible reading plan
  - Three Bible-related lessons and activities
  - Scripture memory verses
  - A two-part Follow-up Card that the counselor completes
2. A “Trusting Jesus” pamphlet the counselor will use to determine why the child came forward



The Billy Graham Evangelistic Association has designed additional books specifically for all new believers. Churches may choose to use these books as part of their follow-up plan.

## ***Growing in Christ* Book**

*Growing in Christ* contains 10 lessons on topics that are essential for new believers. This book will help individuals learn how to study the Bible inductively, and it can be used in small group settings, one-on-one discipleship, or for personal study.

## ***Thank You, Jesus* Discovery Book**

This booklet is intended for children ages 9 and under. It contains three illustrated lessons and fun games to stimulate the spiritual development of children.



These materials can be purchased affordably from the Billy Graham Bookstore for a 25% discount at [BillyGrahamBookstore.org/Crusades](http://BillyGrahamBookstore.org/Crusades). Contact the Celebration office for your city's coupon code.

# The Co-Labor Team and Pastor's Follow-up Reports

## The Co-Labor Team

A small team of volunteers will work each night after the Celebration to process the commitment cards. The theme of the Co-Labor Team is **“Disciples, Not Just Decisions.”**

1. The team will collect the completed Follow-up Cards from the counselors.
2. Volunteers compile statistics from the information on the cards.
3. Cards are sorted, and the team researches missing information.
4. The inquirer information is entered into a secured database.
5. Pastor's Follow-up Reports are sent to local pastors so that the church follow-up can begin.
6. A letter from Will Graham is mailed to each inquirer.

## Pastor's Follow-up Reports (PFRs)

Co-Labor will notify churches of inquirer names using the Pastor's Follow-up Report. In order to forward this information quickly and efficiently, email notification will be used for all churches that have a senior pastor email on file with the Celebration office.

### 1. Email notifications (ePFR)

Email notifications will go to senior pastors, who will be able to view their list of inquirers and submit reports for each person by clicking on a link to a simple online questionnaire.

The screenshot shows a web form titled "Church Follow-up Report". It includes a section for "Required fields" with the question "1. Did you contact the inquirer?". Below this, there are radio button options: "By Visit", "By Phone", "By Email", and "Other". A text input field is provided for the "Other" option.

### 2. Mailed notifications (PFR)

For churches without an email on file, a paper slip for each inquirer will be mailed to the church. Pastors should fill out the report after making contact with the inquirer and then return it to the Celebration office using the supplied return envelope.

The screenshot shows a paper form titled "PASTOR'S FOLLOW-UP REPORT". It is divided into two main sections: "Church Information" and "Inquirer Information". The "Church Information" section includes fields for Church ID, Church Name, Pastor Name, and Address. The "Inquirer Information" section includes fields for Inquirer ID, Name, Age, Phone, Email, and Address. There are also checkboxes for "School of student" and "Parent/Land Name (if different from child)". At the bottom, there is a section for "Comments" with a text area and a "Return to Celebration office" checkbox.

The Celebration office will track the return of all reports, ensuring no inquirer falls through the cracks.

# *Growing in Christ* Discovery Groups

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## **Introduction**

A Discovery Group is a small group Bible study using a booklet called *Growing in Christ* as a teaching tool. Discovery Groups are typically comprised of six to 12 people. Everyone who attends the Christian Life and Witness Course will be trained on how to lead a Discovery Group. Shortly after classes, the Celebration office will mail to each church a list of their trained members who volunteered to serve as leaders. Churches can use this list of workers to help implement their follow-up plans.

## **Guidelines and Helpful Information**

1. Prior to the Celebration, the pastor should consult with the Discovery Group leaders to determine the best arrangements for leading Discovery Groups. Be flexible, imaginative, and prepared for the different types of inquirers who may be referred to your church. Especially bear in mind that groups are needed for teenagers (using the *Velocity* book) and children.
2. When you receive the inquirer names after the Celebration (from the Pastor's Follow-up Report), allocate them to your Discovery Group leaders.
  - a. "What if I only have one name?" Remember, each inquirer represents a new family, workplace, and neighborhood. Build on the one. Encourage them to bring someone they know with them (which may make them feel more comfortable in the group).
  - b. Other interested believers in your congregation can be invited to build the group, including those who may be younger in their faith journey and could benefit from a beginner class.
  - c. *Growing in Christ* can easily be used for one-on-one discipleship. Pair up one of your leaders with the inquirer if a group is not feasible.
3. Ensure initial contact is made within 48 hours to invite the inquirer to a Discovery Group. Ideally, Discovery Groups should start within one to two weeks of the Celebration.
4. The subject for the first week of the Discovery Groups is salvation. This will enable Discovery Group leaders to assess whether the inquirers in the group have made a firm commitment to Christ or have just taken the initial steps of inquiry. Be sure to make everyone feel equally welcome and comfortable.
5. Upon completion of the study
  - a. Plan for newcomers to be incorporated into the regular small group life of the church.
  - b. Ensure that each inquirer has someone who will look after them personally, inviting them into personal fellowship and to various church activities.
  - c. Encourage each person to continue in personal Bible study. Provide guidance to help them pick trustworthy online or printed resources.

# Checklist for Follow-up and Discovery Group Planning

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This checklist can help the pastor or designated follow-up coordinator prepare for follow-up.

## Before the Celebration:

- ☐ Recruit your Discovery Group leaders (from the list of volunteers mailed to you) and host a meeting to discuss your plan.
- ☐ Set dates, times, and locations for all Discovery Group Bible studies, based on the availability of your leaders.
- ☐ Meet with follow-up workers who will visit/contact the inquirers after the Celebration.
- ☐ Assign dates and times for visitation teams to make contact with the inquirers. The Discovery Group schedule should be made available to the teams so they can invite the inquirers to participate.
- ☐ Order Discovery Group materials.

## During the Celebration:

- ☐ Operate church vans or other transportation nightly to the Celebration, filled proportionately with church members and unchurched friends.
- ☐ Provide van riders a nametag or card with your church's information on it (to aid the counselor in recording the information correctly on the Follow-up Card, should the person go forward).
- ☐ Pastor receives the Pastor's Follow-up Report with the names of inquirers for their church and assigns them to the Visitation Team as soon as possible.

## After the Celebration:

- ☐ After initial visit/contact has been made, the Discovery Group leader contacts inquirers to personally invite them to attend.
- ☐ Discovery Group materials are distributed to the group leaders.
- ☐ Pastor follows up with all visitation teams to ensure that contact is made, making personal contact with inquirers, as appropriate.
- ☐ Pastor returns the Pastor's Follow-up Report to the Celebration office for each inquirer.
- ☐ Pastor checks in regularly with Discovery Group leaders while the studies are ongoing.
- ☐ Consider a special event geared toward inquirers (relationship-building event).
- ☐ Consider sermons that coincide with *Growing in Christ* Bible study topics (salvation, Scriptures, prayer, the Holy Spirit's indwelling, etc.).

## Example Follow-up Plans From Churches

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The following pages include examples of three plans that were developed by churches associated with past Celebrations. Your plan needs to reflect your church body, resources, and existing ministries, but we hope these samples will help you develop a robust plan that will serve you far beyond the Celebration.

- 1. A small church plan**
- 2. A medium church plan**
- 3. A large church plan**



### WILL GRAHAM CELEBRATION FOLLOW-UP PLAN

#### **Pre-Celebration Plan**

Bring a Friend

Christian Life and Witness Course

Celebration invitations—church hands out

#### **During the Celebration**

Church members serve as counselors and other volunteers

Church members bring people from their Bring a Friend list

#### **Church Follow-up Ministry**

Seven “touch points” for basic church follow-up on those who come forward at Celebration:

1. A note from the pastor
2. A call from the pastor
3. A call/note from the church secretary with general church information
4. An email providing a link to church website or websites with helpful spiritual content
5. A call from someone with a connection, issuing an invitation to a social outing, such as dinner, shopping, etc. These should be:
  - Same age group—children, youth, or adult
  - Same marital status—married, single
  - Similar vocation, if possible

6. A call from a Sunday school teacher, youth or children's worker, small group leader, etc., inviting participation in their class
7. A mailed invitation to a church outreach: barbecue, coffeehouse, etc.



## CELEBRATION "CONNECTION" PLAN

### **Eleven Steps for Connecting Inquirers With the Life They Were Meant to Live in Jesus Christ:**

#### 1. The Response Connection

- Respond to God's invitation to join Him in reaching the pre-Christians by becoming a participating church with the Will Graham Celebration.
- Select members to be church Celebration leaders and turn in form to Celebration office.
- Build teams around these specific areas and leaders.

#### 2. The Prayer Connection

- Pray.
- Establish a prayer team for the Will Graham Celebration.
- Establish a monthly home prayer ministry—open to all.

#### 3. The Bring a Friend Connection

- Promote—and encourage everyone to do—Bring a Friend.
  - 80% of the people who come forward at the Celebration were invited by others.
  - 75% of those rode in the same vehicle with the people who invited them.
- Make a difference! Bring a Friend is the invitation key.

#### 4. The Preparation Connection

- Evaluate the existing assimilation process.
- Organize to make the existing system even better.
- Build into our existing program a connection plan specific to the Celebration.
- Make it a goal to disciple people into living the life they were meant to live through a variety of connections within the church.

## 5. The Communication Connection

- Mobilize the church through clear communication.
- Utilize the pulpit, small groups, ministry groups, newsletter, worship folder, home-to-home pre-outreach packets, and word of mouth to communicate and promote Celebration and follow-up opportunities.

## 6. The Christian Life and Witness Course/Pursuit Connection

- Invite! Invite! Invite everyone to attend the three-week course.
- Set a goal for the number to attend.
- The three classes don't all have to be taken at the same location.
  - You may attend a different location each week.
  - The classes are held in the evenings and Saturday mornings.
  - These three classes are very important for you personally—regardless of how you elect to participate in the Celebration work.
- There are no strings attached. By attending:
  - You will grow stronger in your own faith.
  - You will discover more about the pre-Christians around you and how you can connect with those in your everyday world.
  - You will not have to go door-to-door.
  - You will not be put on the spot.
- You are not obligated to serve as a counselor, but you must attend to qualify.

## 7. The Inquirer Connection

- The Celebration Co-Labor Team will notify the church of inquirers to follow up with.
- It's up to us to assimilate these inquirers into living the life they were meant to live.

## 8. The Pastoral Letter Connection

- A personal letter will be sent to each inquirer (as soon as names are received).
- The pastor will tell the inquirer that the church received his or her name from the Will Graham Celebration.
- The pastor will include a brochure that tells about worship service times and the church's location, along with information about other ministries in the church.
- The pastor will tell the inquirer that a couple of people will be stopping by to follow up.

## 9. The Visitation Connection

- Set aside the week after the Celebration for visits—these will be friendship visits.
- A personal visit will be made to each inquirer.
- Teams of two or three will make these visits.

- The teams will be given three or four names of inquirers who live in the same geographical area.
- The teams will hand out a special packet of brochures and information about the church and the Discovery Group schedule.
- If nobody is at home, a packet will be left on the doorstep with an invitation to attend a Discovery Group.
- The people who were not home will receive a phone call to schedule a follow-up visit if they want one.

#### 10. The Discovery Group Connection

- Those visited will be invited to attend a Discovery Group study using the Celebration's *Growing in Christ* book. This provides a familiar connection between their Celebration experience and our church.
- These groups will meet at a variety of times and places. Youth or adult inquirers can choose the times and places that suit them best.
- Some groups will meet at the church, so children can attend classes Wednesday nights or attend Sunday school/children's church on Sunday mornings. This will help to assimilate the children into the ministry of the church.

#### 11. The Ministry Connection

- After a person attends the Discovery Group, he or she will be scheduled to meet one-on-one with a trained consultant. The consultant will:
  - Help the person select areas of ministry that fit his or her personal cluster of spiritual gifts, passion, and style for ministry.
  - Help the person find the right place on the ministry team.
  - Give the person a job description.
  - Orient the person to the team.
  - Explain how the purpose of the team helps fulfill the vision of the church.
  - Make sure the person gets the equipping and training needed for the area of ministry he or she has chosen.

## Making the Connections:

### FOLLOW-UP TIMELINE

CONNECTING WITH BRING A FRIEND	CONNECTING WITH THE CHRISTIAN LIFE AND WITNESS COURSE/ PURSUIT	CONNECTING WITH THE CELEBRATION INQUIRERS	CONNECTING THROUGH THE PASTOR'S LETTER	CONNECTING THROUGH VISITATION	CONNECTING THROUGH THE DISCOVERY GROUPS
<i>Now until the end of the Celebration</i>	<i>Class dates</i>	<i>Celebration dates</i>	<i>Sent day after Celebration outreach</i>	<i>The weeks after the Celebration</i>	<i>Start two weeks after Celebration</i>
<p>Refer to Bring a Friend brochure</p> <p>Goal: Everyone to participate in Bring a Friend.</p> <p>Fill in Bring a Friend cards—these people will be among the inquirers.</p> <p>Pray for those on your card.</p> <p>Prayer teams</p> <p>Prayer walking</p> <p>Prayer triads</p>	<p>Refer to Christian Life and Witness Course or Pursuit schedule.</p> <p>Goal: Determine how many from the church should attend.</p> <p>Classes are taught at various locations both evenings and Saturday mornings.</p>	<p>Each individual has a huge impact on who will attend.</p> <p>80% of the people who attend have been invited by someone.</p> <p>Of that 80%, 75% ride in the same vehicle as the person who invited them.</p> <p>Plan how you will invite those on your Bring a Friend card to the Celebration.</p>	<p>The Co-Labor Team sends the inquirer names to the churches each evening.</p> <p>The next day, a personal letter from the pastor is mailed/ emailed informing of an upcoming visit.</p>	<p>Plan for a visitation team to visit the inquirers.</p> <p>Plan to leave packets for those who are not home.</p> <p>Plan for a phone team to call those who were not home and schedule a time for a follow-up visit.</p>	<p>Plan for Bible study groups to meet at the church at various times: Sunday mornings, Wednesday mornings and evenings (coordinate with men's and women's groups).</p> <p>Plan for home Bible study groups.</p>



## **Summary**

1. Plan churchwide outreach prior to the Celebration.
2. Prepare hospitality packets telling about the church: classes, map, and ministries.  
Start office preparations for follow-up work. This includes preparing a welcome letter from the senior pastor and organizing friendly phone calls.
3. Recruit hospitality visit teams to deliver hospitality packets.
4. Pastor preaches the same topics as the Discovery Groups are teaching.

## **DETAILED OUTLINE OF CELEBRATION FOLLOW-UP PLAN**

### **Pre-Celebration Outreach and Planning**

1. Distribute Celebration invitations the Sunday before the Celebration
  - Pick up invitation pieces and other promotional pieces from the Celebration office on materials distribution day (at least 25 per adult member). Pick up more if neighborhood distribution is planned.
  - No evening service the Sunday before the Celebration. Use the time as an all-church event that emphasizes outreach. Have members pick up the invitations that Sunday morning.
  - Emphasize outreach in each person's neighborhood. Designate areas of the city to people/teams.
2. Prepare hospitality packets for inquirers
  - Hospitality packets to be taken by hospitality visit teams.
  - Church volunteers prepare these packets.
  - Contain:
    - Invitation to home Discovery Groups (brochure with locations)
    - Church Discovery Groups: description of classes, times, room map
    - Various fliers: women's and men's ministries, singles, youth, children's
    - Special outreach fliers (age-level outreaches and all-church outreach planned to welcome people to the church)
    - "Sorry we missed you" notes will be left with hospitality packet if people are not at home.
3. Office preparation for follow-up plan
  - Pick up follow-up materials from Celebration office.

- Once we receive the PFRs from the Celebration, all inquirer addresses, contact info, and ages should be entered in a database, and each address should be map-coded.
- Visitation cards are printed from the database and sorted by map code and age level.
  - Sorted cards are then packaged into visitation packets, five to 10 per packet.
  - Include an enlarged map of the map code area(s) being visited.
  - Children and junior high cards are placed with adult cards for family visit.
  - Note: Sort list by street name to check for people living together, including families with different last names for children—possibly saving duplicate visits to same address.
  - After hospitality visit: sort all returned cards by visit info.
  - Completed visits: card info is recorded and forwarded to proper ministry.
  - Retry visits: coordinated in another visitation packet with other cards

## **Post-Celebration Follow-up**

1. Friendly phone call
  - A phone team makes a brief call of encouragement to inquirers referred to us. They share about some of the great outreaches and classes planned for different age levels, as appropriate.
2. Welcome letter from pastor
  - Includes a “welcome to our church” letter that tells the inquirer we will be seeking to visit him or her and share a hospitality packet of more information about special outreaches and opportunities planned for them.
3. Hospitality visit teams:
  - Need adult teams and additional youth teams (whole church invited to do this)
  - Teams made up of husband/wife or three people (two women and a man, or two men and a woman). Suggest similar teams for youth visits; adults accompany junior high.
  - Adults visit adult-age names (and perhaps children and junior high names).
    - Special emphasis for adult hospitality visits at Wednesday night service
    - Coordinate nights with existing teams.
  - Youth visit youth names on specific nights. Include a date for:
    - Junior high
    - High school
    - College
4. Hospitality visits (could plan for some day visits also)
  - Visits begin the week following the Celebration.
  - Each night of visits, start with a general meeting:

- 6:30 p.m. Meet in \_\_\_\_\_
- At the meeting:
  - » Review goals, materials, and how to use them. Pray for visits.
  - » Distribute visitation card packets and hospitality packets.
- 7 p.m. Send teams
- 8:30 p.m. No more home visits past this time.
- 9 p.m. Return all visitation and hospitality packets to church.
- Send those leaders hosting home Discovery Groups out with names from their own neighborhood.
- What do hospitality teams do on visits? (Focus is on building relationships!)
  - Pay brief, friendly visits at the door
  - Offer welcome to the church
  - Give hospitality packet: newsletter, special information, women's ministries, men's ministries, etc.
  - Give information regarding church services
  - Invitation to home Discovery Groups to be given in neighborhoods—share flier showing locations near their home
  - Invitation to church Discovery Groups (Sundays)
  - Share flier showing the different studies offered—times, map of room locations, style of teaching
  - Complete the visitation card (results section):
    - » It is important to ask the question: "Please share with us what happened for you at the Celebration." Then check the appropriate decision box on the card.
  - Capture any missing contact details, if the person is willing to share.
  - Turn in all packets to the church by 9 p.m.
  - The next day, the office will route the information to:
    - » Home Discovery Groups leaders
    - » Special teams for follow-up of first-time commitments and others as needed
    - » Church Discovery Group leaders
    - » Other ministries as appropriate: i.e., singles, women's ministries, men's ministries, youth ministries, etc.

#### 5. Home Discovery Groups (Focus on building relationships!)

- CLWC (three weeks)—our training prerequisite for leaders
- We will have additional church training two weeks prior to Celebration to coordinate people who attend CLWC and volunteer to lead home Discovery Groups.
- Topics (both home and church Discovery Groups):
  - The first five topics in the *Growing in Christ* booklet

- A list of group locations will be printed on the fliers to go in hospitality packets.
  - Groups begin in homes the second week after the Celebration; days and times will be chosen by group leaders.
  - Group commitment is for five weeks, with option to continue through 10, as desired.
  - Children's ministry will suggest children's material coordinating with each week's topic. (Note: Young married families with children may prefer to have their group at the church on a Wednesday night because childcare would be covered by existing activities on that night.)
6. Church Discovery Groups (beginning first Sunday after Celebration)
- These are adult classes held during Sunday school (youth and children's ministries have special plans).
7. Youth ideas:
- Hospitality packet flier that gives info on special Bible studies/outreaches/concerts for youth
  - New Sunday morning study for new believers among youth
8. Children's ministry ideas:
- Hospitality packet flier that gives information on special Bible studies/outreaches for children
9. Churchwide hospitality outreach(es):
- Expanded hospitality efforts on the three Sundays after the Celebration
  - Purposeful presentation of church ministries (possibly Sunday morning ministry fair booths)
  - Hospitality area enlarged: Have signs posted indicating fun interest areas that will promote conversation. Examples include "Fishermen," "Crafters," "Golfers," etc.
  - Plan activities such as golf day, fun run, scrapbooking, etc., to promote relationship building.
  - Churchwide barbecue
10. Five weeks of pulpit messages oriented to new believers
- These topics coincide with the first five lessons of *Growing in Christ*. Start the series once the home and church Discovery Groups have begun so that you can reinforce the lessons from the pulpit and provide some familiarity for the new believers.
  - Salvation
  - Assurance
  - The Bible
  - Prayer
  - Church
11. Final statistics to remember:
- 80% of the people who come forward at a Celebration were invited by a friend. Of those, 75% came in the same car with the friends/church that invited them.
  - 90% of follow-up is relationship! It's connecting people and helping them make friends.

# Appendix A

## SAMPLE LETTER FROM A CHURCH TO INQUIRERS

Date

Ms. Jane Doe  
1234 Sunny Street  
Anywhere, USA 90000

Dear Jane,

Greetings in the Name of our Lord and Savior, Jesus Christ!

I would like to be among the first to congratulate you on your decision to follow Christ. You have made the most positive decision of your life, and we want to help you in any way we can.

We believe that this is the most critical time in your new faith. Therefore, it is important that you become involved with other believers in a Bible study. To facilitate this, we have set up groups throughout your area.

This group will consist of people who, like you, have made a decision to accept Jesus Christ as their personal Savior during the Celebration with Will Graham. The group meets weekly in an informal setting to discuss the Celebration Bible study. The meetings are scheduled by the leader and should last for about an hour. Your leader will be contacting you in the near future, if he or she has not already done so.

The significance of becoming involved is very important. We are praying that you become a part of the group—not only to make new friends, but also to discover more about our Lord and Savior, Jesus Christ.

May God richly bless you!

Sincerely,

# Appendix B

## ANSWER KEY

### PAGE 3

#### STEP 1

1. mission field
2. take a risk
3. interact
4. busyness
5. evangelism

#### STEP 2

1. List
2. prayer
3. opportunities
4. give up

#### STEP 3

1. active listening
2. common

### PAGE 4

3. Meet them
4. concerns
5. practical
6. compassion
7. them, you
8. celebrate

#### STEP 4

1. bring them
2. casual
3. share, Gospel

### PAGE 5

1. spiritual success
2. life transformation
3. systematic
4. accountability
5. programs
6. fellowship, nurture
7. spiritual development
8. adults, children
9. best leaders

### PAGE 6

1. Friendship, Encouragement
2. Love, Acceptance
3. Fellowship, Community

4. Feeding
5. Protecting
6. Training, Growth
7. Purpose, Ministry

### PAGE 7

#### FOUR RESPONSES

1. 60%
2. 10%
3. 22%
4. 8%

#### THE COUNSELOR'S ROLE

1. decision
2. Bible study
3. Follow-up Card
4. interim

### PAGE 8

#### THE FOLLOW-UP PROCESS

1. Counselor
2. Evangelist
3. Church
4. Discovery
5. One-on-one
6. Online, Bible
7. *Decision*
8. survey

#### HOW TO PREPARE YOUR CHURCH FOR FOLLOW-UP

- A. prayer
- B. Bring a Friend
- C. organizational, follow-up

### PAGE 9

- D. Christian Life and Witness
- E. user-friendly
- F. one-on-one, small group
- G. transportation
- H. visit
- I. events
- J. follow-up
- K. persistent

## Notes

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[BillyGraham.org](http://BillyGraham.org)

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