



Celebration Follow-up

MAKING THE INITIAL CONTACT

Pray for each Inquirer before making contact. Consider asking your church prayer team to adopt a name and commit to pray regularly for that person.

Make a personal visit/contact with each Inquirer to offer encouragement. If at all possible, the Senior Pastor should make the first connection.

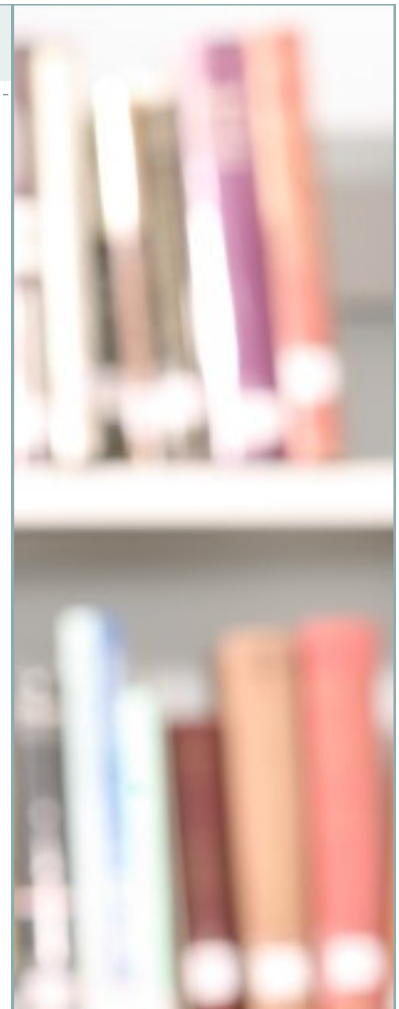
Start the conversation: It's often easiest to start with open ended questions like, "I understand you attended the Will Graham Celebration and went forward to talk with a Counselor - Was there something specific in Will's message that prompted you to do that?" This will help you determine where to take the conversation.

Invite them to church the very next Sunday, but make it a specific. "We'd love to meet you at the coffee kiosk/visitor booth this Sunday (or someplace obvious to a newcomer)." Whoever meets them should offer to sit with them, especially if this person does not know anyone else at the church.

Determine a personalized follow-up plan:

- This may be a beginners Bible study or connecting them with a discipleship leader in your church to meet on a one-on-one basis. New believers need people more than they need programs.
- Connect teenagers with your youth workers and/or ask a mature teen to befriend them when they visit. Teenagers need to feel included in a group.
- For children, ask to speak with the parents first. Invite the whole family to church and highlight your children's programming. In some cases, it may be more effective for a Children's pastor/worker to make this contact.

Return your Pastor's Follow-up Reports (PFRs) to the Celebration Office, letting us know of your follow-up efforts. E-mail PFRs can be completed by clicking on the **Report** button on the PDF attachment.



REMEMBER

As soon as you receive Inquirer names...

⇒ Make your initial contact with 24-48 hours

⇒ Submit your Pastor's Follow-up Reports (PFRs) within one week



ALREADY FAMILIAR WITH THE INQUIRER?

Most people that go forward in such a public manner are responding to the Holy Spirit's prompting. For those you may already know or those who indicate they have rededicated their lives, ask about their response and consider how the church can best support them.

1. Do they need a Bible study or a mentoring relationship that can draw them deeper into their relationship with Christ?
2. Are they dealing with life struggles that a mature believer in your church can support them through (divorce, grief, health issues, etc..)?
3. Perhaps follow-up can include some suggested reading material or podcasts that would encourage them to deepen their personal walk.
4. Maybe God is prompting them to become more active in service at your church. What are they passionate about? Help them find opportunities to plug in and serve, if appropriate.

“The best follow-up is immediate follow-up”

HAVING A HARD TIME REACHING AN INQUIRER?

We understand some people may be difficult to reach.

Optimize phone contacts

Reaching people by phone is increasingly more difficult. Most people screen their calls and may not answer if they don't recognize the number. You may only have the option of leaving a message.

- 1) Try to avoid asking them to call you back (they probably won't). Initially, leave a message letting them know you will try to reach them another day.
- 2) If you consistently get voicemail, try creative ways to make the message actionable. Examples:
 - “Some men at the church are going to the (sports event, community event, etc.) next month. We'd love for you to join us...you can call or text me back to let me know how I can get the ticket/info to you.” You could also offer to leave it at the visitor area on Sunday.
 - “Our church has free tickets/registration waivers for new families for our church camp/youth outing/VBS. Please call or text me if you'd like to sign your child up.”

Try other methods of contact.

If you are not getting a response from a phone call or personal visit, try e-mail, text, or sending a note in the mail. Some people are more responsive to text messages than phone calls.

- If the Inquirer is already connected to your church in some way, try to find the person in your congregation who knows them and ask them to help you with follow-up.
- If an e-mail bounces back or the phone number is out of service – **contact the Celebration office**. We can recheck the original card to be sure something wasn't mistyped during entry.
- If they are a teenager, try connecting via social media (or have your youth leader do this for you). Have your teens help you make contact – it's possible that one of your teens may know them already from school.

Fill out the Pastor's Follow-up Report for each person - Regardless of the results.

Make a copy of the PFR slip for your records and send it back after 1 week (or submit your electronic report) - whether you have been able to connect or not. Simply let us know the attempts you have made. We understand that your follow-up efforts are only beginning. The Celebration Office just wants to ensure that earnest attempts have been made to reach each Inquirer. You can always update the office later.

DON'T GIVE UP

If the Inquirer seems distant (or you have not received a response after multiple attempts), you may want to take a break from reaching out.

BUT

Set a reminder to check in with them in a month or so, and at key times on the church calendar (before major church events or holidays).

Consider sending/ dropping off a seeker-friendly book with a note and your contact information, letting them know that you would be happy to connect with them at any time.

Pray, follow the Holy Spirit's leading, and don't give up completely.