A Practical Guide to Evangelism, Follow Up, Discipleship & Outreach

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**Please Note: This is not a formula, but rather a guide to help make equipping and mobilizing tangible. Please do not feel boxed in by the information contained herein, but rather use it as a catalyst for going after city transformation. **
EVANGELISM

UNDERSTANDING EVANGELISM:

a) **God calls us to a lifestyle of evangelism**
   - Being led by the Spirit
   - Communion & Abiding – learning to recognize God’s heart, desire & will in everyday life

b) **It is important to remain consistent & intentional in our evangelism**
   - Evangelism involves GOING OUT into the community
   - LOVINGLY SHARING the Gospel while you’re out
   - GOING OUT CONSISTENTLY (weekly/ bi-weekly)

c) **Use tools like the Gospel Script**, by Rodney Howard Brown
   - It is important to become fluent with the Gospel
   - It is important to recognize that the script is a tool. It is to help you, not to limit you!

DOING EVANGELISM:

**Practical ways to make evangelism a lifestyle**

- Pray about where you should go to talk with people
- Set a practical day / time to go out
- Determine how long you want to go out for
- Invite others who would be interested to go out with you
- When you go out, don’t be overwhelmed by all the options of people to talk to, rather, just determine that you will go up to the very first person you see. (As you grow in boldness and relationship with the Holy Spirit, you will also recognize the promptings and the leading of the Holy Spirit)
- Once you prayerfully determine a day and a time, make it a priority in your schedule even if those you invite back out

DOING EVANGELISM: *The Conversation*

**Practical interaction in approaching someone to share the Gospel with:**

- Strike up conversation with stranger
  - “hey, how ya doin?”
- Introduce yourself
  - “My name is….. what’s yours?”
- Share why you are out
  - “I’m out looking for people to pray for and encourage”
- Ask if you can pray for them for anything
  - “Is there anything I can pray for?”
- Pray for the person
  - be brief and simple
- Ask if anyone has ever explained the gospel
  - “Has anyone ever explained the Gospel to you?”
- Share the Gospel
- Be friendly
- If the conversation goes well, ask them if you can have their contact info to connect and encourage them in the next couple days
  “Could I get your contact information? I’d love to see how you are doing and even let you know what our church is doing from time to time if this would encourage you. Is this okay? An email or phone number?”
- No matter how they respond to the Gospel, thank them for letting you connect with them
  “I’ve really enjoyed talking with you today. Thanks for the conversation!”
- Remind them that God loves them
  “Remember, God loves you so much!”
FOLLOW UP

UNDERSTANDING FOLLOW UP
Jesus didn’t call us to make converts; He calls us to make disciples
- A disciple is someone who learns a new way to live by following another
- Follow up helps us become a part of a new convert’s life by intentionally investing our time into them to help make sure they are growing
- Follow up is the key to integrating a new believer into relationship with other believers

DOING FOLLOW UP
How follow up works
- Get contact information
- Give them a flyer or some sort of information card from your church
- Ask if you can meet up with them (i.e. for coffee, etc...) OR give them a call sometime THAT week to get to know them better as well as to let them know about some events that are happening at church.
   1. Set the time for the meeting immediately if possible.
   2. If you cannot set time immediately, call, text, or email them within 24 hours of seeing them to invite them for a personal one on one follow up conversation.

DOING FOLLOW UP: The Conversation
What follow up looks like
- The follow up conversation or phone call is for the following:
   3. To get to know this person.
   4. Ask how they are doing. Be friendly
   5. Invite them to a church event
   6. Ask if you can pray for them, then pray for them
   7. After prayer, thank them for meeting with you or talking with you.
   8. If they are interested in coming to something you or your church is doing, ask if it is okay to call or text them the day the event is happening
   9. Make a reminder for yourself to contact them and meet with the people you agreed to meet with! DON'T FORGET!
- Call the day of, or the day before, the event to remind them.
DISCIPLESHIP

UNDERSTANDING DISCIPLESHIP

Jesus doesn’t call us to make converts, but He calls us to make disciples
- A disciple is someone who learns a new way to live by following another
- To disciple means investing ourselves into another person’s life while letting them be in your life. It means being a friend, encouraging them in their walk, and helping them grow in their relationship with God

Making disciples requires our hearts to be sensitive to the Holy Spirit so that we respond and guide others with His heart for them

DOING DISCIPLESHIP

General overview of how discipleship works
- Prayerfully find 2-3 people to spiritually invest in
- Commit to invest in them for a specific period of time
- Begin to meet with them consistently (weekly/bi-weekly/etc)
- Help them grow in their walk with God
- Challenge & help them to begin to disciple others

DOING DISCIPLESHIP: In Relationship with Another

Practical breakdown of what discipleship looks like
- Prayerfully consider 2-3 people who God is leading you to begin discipling… Consider those who do not have anybody spiritually investing in them.
- Commit to encourage their walk and growth in God for a set period of time as the Lord directs, between 4 months to a year. (this may be a summer, a school year, a year, etc... Note: Keep an open heart. God may lead you to invest in someone for a lifetime).
- Call those you are discipling on a consistent basis (every couple days/bi-weekly/weekly/etc…as needed) to find out:
  1. How they are doing
  2. Where they are at spiritually
  3. How you can be praying for them
  4. And how you can encourage them in their walk with God

(the more you can meet with them and have quality time doing life on life, the better the discipleship will be)
- Meet with them personally on a consistent basis
  1. These meetings can include:
     a. Time in the Bible
     b. Time going out to share Jesus with others
     c. Times in God’s presence (prayer, worship, etc...)
  2. Discipleship looks like being a friend & being in the other person’s life while letting them be in your life. It means encouraging them in
their walk and growth with God (Matt 28:19 – teach them whatever God has taught you...)
- Encourage them in their prayer life / relationship with God
- Encourage them to have fellowship with a group of believers
- Encourage them to go out and share Jesus with others
- Encourage them by praying for them and acknowledging their growth!
- Encourage them to begin investing in others now as well. Someone who is discipled in a healthy way will be able to begin to disciple others.
MOBILIZING PEOPLE FOR OUTREACHES

UNDERSTANDING HOW TO MOBILIZE

a) It is important to prayerfully consider what God is speaking before you mobilize others. Answer the following:
- Who are you reaching out to?
- How are you feeling called to reach out?
- When & Where will the outreach(es) take place?

b) Motivate people through vision and reward
- Motivation in the Kingdom looks like us responding to God’s heart (Heb 11:6)
- Guard the heart of those going with you by being aware of how motivation is being given. Be careful to not motivate others into Kingdom vision from worldly motivations. Let love and God’s heart be what inspires, not selfish gain.

c) Communicate the vision and expectations upfront
- Communicate clearly right from the beginning before people commit. Most people like to know what they are getting into before they jump on board
- Keep communication open so people have freedom to understand and ask questions
- Print out the vision and whatever expectations are being asked (if necessary) so that each participant can have a copy of what they are agreeing to and have a reference for remembering.

MOBILIZING A TEAM

How mobilizing a team of individuals works
- Establish clear vision, roles, and guidelines. Write it down and make it plain.
- Think through what practical things you will need for your outreach
- Set a clear day/place/time for outreach

* Once you have a clear vision for an outreach, have put it in writing, and understand the practical needs to accomplish this outreach, you can begin to share your vision with others. You can do this by prayerfully considering who may want to participate and partner in your outreach, then connect with them and share the vision and see if they will join you to go after it! (be creative on how to share your vision and who to share it with. Think about using social media to share vision or communicate with those in your church. Perhaps members in your family will want to join you, or even co-workers or friends. The more seeds of vision you sow, the more helpers you will reap)
- Once you have a list of committed individuals, remember to contact them before the event to thank them for their willingness to participate and to confirm their commitment to attend and communicate any last minute details.

- On the day of the event, gather and share vision of God’s heart before your outreach to reaffirm the vision and purpose of the outreach along with expectations for evangelism, follow up, and discipleship.
  i. All outreaches should be an expression of our partnership with God in the Great Commission to make disciples of nations.
  ii. The motive for every outreach should come out of our love for God.

- Do the outreach!
- Rally all who participated at the end of each outreach to encourage and express what God did and is doing; to give feedback; and to give vision or information for the next possible outreach, if applicable.
- Thank them for their participation.
- Close in prayer.
ONGOING CARE FOR OUTREACH PARTICIPANTS

UNDERSTANDING THE IMPORTANCE OF ONGOING CARE

We encourage others so that they do not grow weary or give up
- Encouragement gives hearts courage to keep going after the vision
- Encouragement keeps the vision present in the hearts of those who are participating

DOING ONGOING CARE

a) Overseers should check in with participants weekly or bi-weekly
   - Call those you are overseeing on a weekly basis to find out:
     1. How they are doing
     2. Where they are at spiritually
     3. How you can be praying for them
     4. And how you can encourage them in their walk with God
   - Meet one on one with those that need further spiritual investment

b) Follow Up with Participants
   Consider a time to gather those who participate together to:
   1. Share victories of what they are learning
   2. Give testimonies of what God is doing
   3. Bring encouragement through seeing how God is using each person’s efforts
   4. Continue to develop and equip those participating by having a time of purposeful teaching
      a. Consider having a guest speaker share or find teachings or resources that will help to further develop the strength of those joining these outreaches.
      b. Continually share vision for why we go out as well as God’s heart for the people in our community.
   5. Remember to thank them for their participation.

* For those looking to have long-term sustainable outreaches, these Follow Up Meetings are key to helping strengthen and develop each other. Prayerfully consider how often these Follow Up Meetings need to take place.

*Also consider mentoring someone to be an Outreach Leader so that this outreach can continue beyond you or multiplied amongst you.
TIPS & RESOURCES FOR INDIVIDUALS & FOR TEAMS OF INDIVIDUALS

Tips to staying focused as an individual who is evangelizing, following up, and discipling others

a. Always be a disciple
   - Determine to ALWAYS be a learner
   - Include mentors in your own life who have the freedom to lead you and help you grow in your walk with God.
   - Use those mentors in your life as resources to help you as you disciple others
   - Cultivate humility by allowing these mentors to speak into your life

b. Remember it’s a Process
   - Discipleship takes patience and diligence
   - It is important to remind yourself that God is the One who changes lives
   - If we find ourselves frustrated with a person, most times it is related to our lack of seeing them from the Father’s perspective, and our need to invite the Holy Spirit to give us His heart for them