

MAKING THE FOLLOW-UP PHONE CALL

Follow up of new believers in our day is more critical and difficult than it has ever been. It's more critical because of the backgrounds new believers have – dysfunctional families, addictions, broken homes, and abusive relationships. It's more difficult because of the busyness of the discipler and the new convert and also because of the reservations and fears new Christians sometimes have about the church in general. Do not approach the weekend with the mindset that if they come to Christ today they will be in church tomorrow. It will take *time* and *patience* in going to them and expressing a desire to help them grow, not waiting for them to come to you. The following directions will help.

1. Prepare for the follow-up by using EvanTell's online training in personal evangelism at www.evantell.org (ACT).
2. Contact the new believer noted on the Communication Card by phone the evening you receive the assignment. You might say:

Hello [name], this is [your name] with [name of your church]. It was great that you were with us for the meetings with Dr. Larry Moyer and that you checked your Communication Card.

I would like to give you the material Dr. Moyer mentioned and talk to you about how to live a life that says thank you. When would be a good time for me to bring it by? Are you free sometime this week?

(Response)

3. What if the person indicates he is already a Christian?

The majority who fill out cards have sincerely just trusted Christ alone.

Occasionally, a few, who have been part of the church for some time, will fill out cards indicating they had already trusted Christ. Our experience has been these few may have been embarrassed to admit they have never fully understood the gospel before. You make a mistake if you "write them off" thinking they just didn't understand the directions and they don't receive the follow-up they need. Also keep in mind that the person has made a response to Dr. Moyer's specific invitation and that response tells you something has happened in their life. They are a prime candidate for follow-up.

When a person has completed a card and then tells you they have already trusted Christ, it can help greatly to say this:

"[Name], let me mention something that might help. We're not concerned when you trusted Christ - we just want to make sure you have! It's so easy to misunderstand that eternal life is a gift. As Dr. Moyer said, people don't get to heaven by going to church, living a good life, being baptized, or keeping the commandments.

Instead, we must come to God as a sinner, recognize that Christ took our punishment on the cross, died, and rose again, and trust in Him alone to save us. In other words, it's not trusting Christ plus something you've done, it's trusting Christ alone as your only way to heaven. Could it be that you never understood that like you do right now?"

Frequently they will respond, "I really don't think I did." After their response, say, "The information we want you to have will help clarify this in your mind. When would be a good time for us to get together?"

AFTER THE PHONE CALL

1. Meet with the new convert (the sooner the better!) to make sure the gospel is understood, that they have trusted Christ, and that they have assurance of salvation.
 - a. At the appropriate time during your visit, ask, "In thinking about your decision, let me ask you, if you were to die tonight and God asked you, 'Why should I let you into heaven?' what would you say?"

Note: If their answer reveals a lack of understanding of the gospel message and/or their need to trust Christ alone for salvation, review the Bad News/Good News in the May I Ask You A Question booklet.
 - b. Give them the devotional *31 Days to Living as a New Believer*, which was promised to them at the feast, encouraging them to read one devotion a day.
 - c. Talk with the new believer about the need to know Christ better by reading the Bible and praying, encouraging that they start with Philippians and read one chapter a day and stay in that book for a month. Explain that as they do they may have questions and you would like to help answer those questions. Remember that this is a very informal, friend-to-friend time.
 - d. Offer to meet with them next week to help them get started in their Christian growth. Meet with them for at least eight weeks using the materials available to you from your Coordinator. Many have benefited from using EvanTell's *Welcome to the Family* book. **Note: Go at the pace of the new believer. Some may get through it in four weeks and for others it may take eight weeks.**
 - e. Encourage and invite the new convert to get involved in a solid, Bible-believing church, and attend a small group Bible study or care group as soon as possible.
 - f. Patience and persistence are keys in following up new believers. Don't give up on them if they initially don't seem interested.
2. Keep the Follow-up Coordinator informed of what is happening.