



Follow-up
Manual

MAKING THE FOLLOW-UP PHONE CALL

1. Prepare each of your Follow-up workers through EvanTell's online training at www.evantell.org
2. Proper follow-up is more critical than ever. We are finding many at *Wild Game Feasts* are making genuine decisions for Christ but are scared of the local church. Patience with them is essential. 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.
3. 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)

Are you free sometime this week?

4. 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 prime candidates 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 the 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* learned in the evangelism training. Give them the book! Also give them the devotional *31 Days to Living as a New Believer*, which was promised to them at the feast.

- b. Talk with the new believer about the need to know Christ better by reading the Bible and praying. Explain that as they do, they may have questions and you would like to help answer those questions.
 - c. 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.

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 to go through the lessons.

- d. 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.
 - e. EvanTell's welcome to the family is helpful in following up with new believers after they have completed *31 days to living as a new believer*.
 - f. Patience and persistence are keys in following up new believers. Don't give up on them if they don't seem as interested in following through as you would like.
2. Keep the Follow-up Coordinator informed of what is happening

IDEAS FOR DEVELOPING RELATIONSHIPS WITH NON-CHRISTIANS

The stronger your relations with non-Christians going into the Wild Game Feast, the easier your follow-up coming out of it will be.

- Invite a friend to join you as you jog or play golf, tennis, or racquetball.
- Ask a family to join you for a picnic, dessert, or special sporting event.
- Organize or join a carpool for work, shopping, or a special event.
- Offer to do something for neighbors while they're away from home.
- If you leave the office for lunch, ask a co-worker to join you.
- Invite the neighbors' children to play in your yard. You can enjoy some tea with their parents and get to know them better.
- Work on craft or home repair projects together.
- Lend and borrow lawn and garden tools. Lending displays a caring spirit; borrowing indicates a willingness to be dependent on others.
- Offer your help to someone in painting, remodeling, or landscaping.
- Invite a family to your home for dinner.
- Coaching a team in your area will enhance contact with children and their parents.
- Extend a warm welcome to a new neighbor by supplying a meal or special assistance.
- Rent a movie and invite a family, friend, or neighbor to watch with you.
- Help those who are sick or suffering. Assisting with children, running errands, or providing a meal can open the door for further ministry.
- Use holidays as special opportunities to have guests in your home.
- Help organize a block party for your neighborhood.
- Lend a book or magazine about spiritual issues and ask for input when they're done.
- Select a hair-dresser or mechanic who may not be a Christian and get to know them.
- If you're going to the market or mall, invite a neighbor to go with you.
- Join the Y or service club to establish and build contacts with non-Christians.