

LIFT

Ministry Group October Resource

The first 15 minutes

I read an article that stated: “The 15 minutes after the service is the time of church growth. What you do with your visitors after the service will impact the growth of your church.”

How soon after a church service do you begin following up with first time guests? What does that look like?

<https://growahealthychurch.com/church-visitors-dont-return/>

Follow-up 101

The first step to ensuring that your work on the hospitality front is followed by a return visit begins with inviting them back.

Are you deliberate about inviting guests back?

Thanking people for coming is a wonderful expression of appreciation, however, an invitation to return communicates a desire to connect.



Shop Talk

Last month we talked about first impressions and some of what it takes to get a new visitor in the door. Now let's take some time to discuss what efforts lead to them coming back.

How strong is your follow through when it comes to follow up?

Timing is everything! This may sound a little gross, but if you have a hand or foot amputated, time is of the essence if you want to see it successfully reattached. Experts say that you have 4-6 hours to reattach the separated limb for it to flourish and become fully functioning.

People who visit your church often attend because they feel separated and disconnected. Time, then, is of the essence. Before a guest leaves your premises the work of connecting them to the greater body needs to begin. If a visitor leaves without you being able to connect with them, the chances of them finding a meaningful place in the life of your church diminishes greatly. That first 4-6 minutes after a sermon can be life giving to a person that is longing for a place to call home.

Take it personally!

Truth be told, you can preach the most life transforming message of your ministry and yet, what the first time guest remembers is the phone call, text or email they got from you later that afternoon.

Are you personally involved in following up with guests?

There are several ways you can connect with visitors:

- Phone call
- Text message
- Email
- Social Media

Generic form letters introducing them to the church are common, but a personal note, email, or phone call from you or a member of your team could be what sets your church apart from all the others.

Lift Conference

(For our Indiana District Affiliated Pastors)

Sunday, Oct. 22

Location: River City Community Center, Lafayette, IN.

Register: <https://idag.regfox.com/lift-conference-2023>

As a district affiliated pastor, in what areas of ministry could you use some lift?

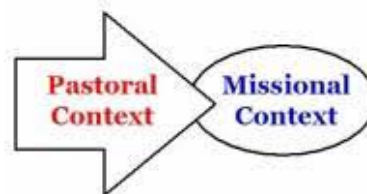
How far should follow up go?

What is your strategy for those guests who come back a second or third time?

Rarely do people choose a home church after one visit. However, if a person returns to the church after the first visit, it means that your hospitality and follow up efforts are making an impact.

Now what? Following up with second and third time guests communicates a desire to develop a deeper relationship with them. This could include grabbing coffee one afternoon, dinner together after service, or inviting them to a special pastor's welcome in your home.

Discuss ideas of how you can relationally connect with 2nd and 3rd time guests.



Missionaries have two fields of service. One field is to the country of their calling, the other is to the partners/churches that send them. Since returning from the field, how much thought have you given to your itineration strategy? **Take some time to discuss.**

Have I meaningfully connected with my support base? How often do you pray for your support base? Monthly? Weekly? Do you let them know personally? How do you communicate this with them?

Have I effectively engaged with those whom I have met with in person, but who are not yet part of my support base?

When a contributor stops giving, how long do you wait before responding to them and checking on them?

What are some innovative ways to "follow up" with people who say they want to support you financially but have not committed to it yet?

"Many times missionaries are all about the pledge/offering, when the long game is relationship. When we put the pledge first it can feel like a transaction. It is out of genuine relationship, however, the pledge and offering come."- Missionary Scott Pongratz

Discuss some of the wins that have resulted from focusing on building strong relationships.