

# Tool for Locating and Cultivating Evangelistic Prospects



the  
**NET**

Evangelism for the 21st Century





# Tool for Locating and Cultivating Evangelistic Prospects

**To assist your church in:**

Discovering Evangelistic Prospects  
Prospect Information Management  
Cultivating Evangelistic Prospects





## ACKNOWLEDGEMENT

This tool is the collaborative effort of several people including Dick Church, Thomas Hammond, Ray Jones, Howard Ramsey, and Jack Smith.

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## DEDICATION

The NET evangelism materials are dedicated to Dr. Howard Ramsey and Jack Smith—two men who have been faithful “fishers of men” for decades. Their heart for the lost and commitment to the Great Commission have been an inspiration and example to Christians around the world.


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# Introduction

Although this manual is designed to support The NET Evangelism Strategy, it is not required to implement The NET strategy. It can be a supplemental tool for any church wanting additional help in locating and cultivating evangelistic prospects. Even if your church already has a highly effective prospect discovery system, you may discover helpful information in this manual.

The importance of prospects for the success of The NET training is vital. Churches that are serious about reaching their community or church field for Jesus understand the value of spending time and money discovering prospects and keeping the information current.

Sunday School/small group Bible study classes in Southern Baptist churches are the major evangelistic outreach arms of the church. They are designed to reach people for Jesus, to teach people of Jesus, to win people to Jesus, and to develop people in Jesus. Sunday School/small group Bible study workers should be mobilized in a concentrated evangelistic outreach, teaching, and cultivating ministry.

God has always sought after people. Jesus said, “The Son of man is come to seek and to save that which was lost” (Luke 19:10). In making a commitment to locate evangelistic prospects, we know that . . .

Love compels it (see 2 Cor. 5:14),

Judgment decrees it (see Heb. 9:27),

Obedience impels it (see John 15:2),

Church growth requires it (see Acts 5:14), and

Jesus commands it (see Matt. 28:19-20).

It has been estimated that only three percent of all lost people come to church on their own initiative. This leaves 97 percent to be discovered, cultivated, encouraged, and brought in by other means. The lost need Jesus, Bible study, fellowship, and encouragement. They are the key to effective personal evangelism training strategies, revivals, and are the seedbed for church growth.

One of the key motivators of believers to personally share Jesus is their ability to identify real people who need Jesus. On the pages that follow you will find instructions, ideas, techniques, and examples that will help you put together an effective prospect strategy.



# SECTION ONE: DISCOVERING EVANGELISTIC PROSPECTS

## INSIDE THE CHURCH

### Family Search

The most obvious but often overlooked place to search for evangelistic prospects is among the families of church members. The church family search examines the family information of each member of the church to discover the names of family members who are not church members. In most Baptist churches this is part of the standard information requested when a person joins. However, in some cases the information was not completed, or the records may have been lost. In fact, the condition of church membership record systems varies greatly from church to church. Some churches keep immaculate, accessible records on computer programs, making the search very simple. Others may house their membership records in anything from ancient books to file boxes. Family Information Forms are adequate for this kind of search. A Family Information Form is found in Appendix A of this manual. A simple procedure outlining what to do if there are few or no church membership records is listed below:

Use the Family Information Form in Appendix A or purchase church family record forms, or computer software for church record keeping from LifeWay Christian Resources or other source.

Schedule a special Sunday when everyone present will be asked to complete a Family Information Form.

Compare the completed cards with the existing church family records and make a list of the family names for which no information was received.

Write a letter to those families and enclose a Family Information Form, requesting that it be completed and returned to the church office by a certain date (no more than two weeks).

Make a list of those who do not respond. Follow up with a telephone call to obtain information from these families.

From the information you have gathered delineate the names of family members who are not members of a Bible-believing church.

Transfer to your prospect information system the names of all those who live within reasonable driving distance who have not been baptized. Suggestions for developing the church's prospect filing system are found in Section Two of this manual.

### Sunday School/Small Group Bible Study Records

Secure the membership records of the Sunday School/small group Bible study.

The Sunday School/small group Bible study enrollment records for older children and above should be compared to the church membership roll. Names not found on the church roll should be considered prospects.

Follow the same steps outlined previously to discover the names of people who may need Jesus among the families of the Sunday School/small group Bible study.

Always use discretion when selecting children as evangelistic prospects.

## Vacation Bible School (VBS), Backyard Bible Club Registration Forms

Secure the registration/enrollment forms from these and similar activities. Most of these forms have a place where information can be recorded indicating whether the child and his or her parents are church members.

If this information is not given, it can be obtained on a visit to the home. It is wise to develop enrollment or registration forms for future activities that ask for this information.

Transfer the information on those who are not Christians or not members of a Bible-believing congregation to the church's evangelistic prospect filing system. When the names of Christians are discovered who are not members of a local church, these should be placed on the prospect list for the appropriate Sunday School/small group Bible study.

## Special Events and Activities Registration

Church sponsored events such as Christmas or Easter music/drama presentations, Halloween alternative activities, block parties, wild game suppers, sports teams, antique or classic car shows should always have registration forms. These forms can yield the names of potential prospects. The information concerning people who need Christ should be transferred to the church's evangelistic prospect filing system. These evangelistic activities may include events held at sites other than the church campus.

## Church-Sponsored Ministries Records

Ministries such as food and clothing distribution, job placement, support groups, special seminars, including marriage enrichment, CPR classes, health and fitness classes should always have registration forms. Again, the names of those who need Christ should be transferred to the church's evangelistic prospect filing system as indicated above.

## Worship Service Guest Registration Cards

In the regular worship services of the church, provide an avenue for guests to complete a guest registration card. The best way to get this information may be to have trained church members meet guests, sit with them, and assist them, if needed, in completing the registration information. Some churches choose to have everyone present to complete a registration card. Transfer the appropriate information to the church's evangelistic prospect filing system. Guest registration forms from the Sunday School/small group Bible study should be processed in the same way.

## "I Know a Prospect" Cards

Church members and other worship attendees should be given the opportunity to share the names of people they know who need Christ. Cards can be placed in holders on backs of seats, pews, or can be included in the worship folder.

## Relational Contacts

In any group meeting, Bible study, Discipleship class gatherings, or leadership meetings, a careful look at each person's circles of influence will reveal many evangelistic prospects. In Chapter Two of The NET Apprentice Manual, the feature on circles of influence can be copied and used to help people discover the names of individuals who need to know Christ. Encourage people to write one or more names in each circle. It is not unusual for a group of 25 people to write the names of 200 to 300 people who, to their knowledge, are not saved. This exercise also helps create a soul consciousness.

## OUTSIDE THE CHURCH

### New Residents

In many locations, for a small fee, churches can subscribe to a newcomer's service. These services provide names, addresses, and other information about families moving into the area. This is a rich source of new prospects. The church can contact each family to determine its religious preference and spiritual condition.

If this service is not available in your community, it may be possible to get such information from the telephone company or other utilities. Prospect information from these sources should be processed as suggested previously. Each person's name, address, telephone number, and a notation as to when and how the information was received should be included on the prospect information form.

### Information Booths

Set up information booths in shopping malls, county fairs, craft shows, or festivals. Community services and local church information can be distributed. Fill out registration cards on all who come by. If possible, give a small but meaningful gift to everyone who completes the registration form.

## DOOR-TO-DOOR SURVEYS

There are two door-to-door surveys included in this manual; both are specifically designed to discover prospects. (The NET Survey, which is designed for an evangelistic witness is not included in this manual. It can be found in Appendix J of The NET Leader Guide.) The following suggestions can be helpful when preparing to conduct a survey and training the surveyors.

#### Preparation

1. Choose the survey that best suits your situation and goals. Make adaptations (especially of the door-knob hanger survey) and make copies of the appropriate survey forms in this manual.
2. Schedule the survey. In most communities you will find more people at home Saturday and Sunday mornings between 10:00 a.m. and 12:00 p.m. However, because of church services, it is usually best to schedule surveys on Saturday mornings. Some churches also have good success surveying for an hour on Sunday through Thursday in the early evening hours, during the time of year when the days are longer.
3. Enlist the surveyors. You will not find it difficult to enlist surveyors for these two surveys, because there is no obligation to present the gospel. In a Sunday evening or Wednesday evening service, bring a special challenge to those present concerning discovering people who need Christ and the church. Ask two people to role-play a scene at the door where the survey you have chosen is used. The simplicity and effectiveness will be clearly seen. God will impress upon the hearts of some of the people to participate in the survey. Give an opportunity for people to respond and make a list of the names of those who make a commitment to be present for the training and survey.
4. Secure a street map. A good street atlas can be purchased, or mapping services can be downloaded from the Internet on [mapquest.com](http://mapquest.com). Most state highway departments will provide large maps of your church field or county at a minimal cost. Designate with a highlighter the area to be surveyed. Count the dwellings.
5. Prepare team packets. In metropolitan areas it is possible to cover approximately 30 homes per hour with the two-step survey, depending on how many people are found at home. As many as 50 homes may be covered in an hour with the doorknob survey. Number the team packets to correspond to areas designated on the master map.

6. Affix an enlarged map of the area to be covered by the team to the front of each team packet, and highlight the area of houses to be surveyed by this team.
7. Stuff the team packets with 30 to 50, depending on which survey is used, of each of the following:
  - Survey cards (if you are using the doorknob hanger survey)
  - Survey sheets (if you are using the two-step survey)
  - Gospel tracts (in case surveyors meet someone who wants to talk about spiritual matters at that time.)
  - Brochures from your church. The brochure should list the church's location and times of services. Flyers can be about upcoming special events.
8. Conduct the training. Divide the group into teams of two. Give each team a survey team envelope. Walk them through the door-to-door experience, speaking briefly about each question on the survey card or form. Have two people prepared to role-play the presentation at the door. Allow team members to practice with each other.
9. Give specific instructions for conducting the survey:
  - Go with a survey partner. Do not go alone.
  - Decide who will introduce the team and do the survey.
  - Surveyors prayerfully approach each home.
  - Smile and introduce the survey team.
  - Use the suggested dialogue or your adaptation.
  - If permission is given to do the survey, one team member can ask the questions while the other records the responses. These responsibilities can be alternated during the survey.

## The NET "Two-Step" Survey

This survey is so named because it is the first of two steps needed to complete the process of discovering and qualifying evangelistic prospects. It is profoundly simple to do, and highly effective, and very unlikely to offend anyone. In fact, the first step can be done by youth. If you live in a populated area, you can give as few as 10 excited young people (5 teams) 20 minutes of training, dress them in attractive T-shirts with the church's name or a Christian symbol, and send them out for an hour once a week. Buy them pizza when they return, and they will keep fresh prospects in the file for your NET teams to visit.

The first step (the survey) is limited to discovering prospects and gaining permission for a NET team or other witnesses to make a second visit. That visit may result in people coming to know Christ. The second visit may also result in the discovery of believers who need to unite with a local church. An additional side benefit of this survey may be good public relations for the church, as friendly visitors make more people aware of its presence in the community.

Before going to the next home, surveyors should be instructed to use an additional space on the survey form to record other desirable information that is volunteered or observed. Such information could include the following: the first name, estimated age of the person interviewed, an enthusiastic reception, new move-in, estimated ages of children, or observed ministry needs.

### Step One of the Two-Step Survey Plan

1. Conduct the survey. Lead by example. Don't just send your people out; go with them. It is wise to know where each team has been dropped off. Have someone driving around to check on their safety. Give specific instructions concerning pick-up points and timing. Send them out with prayer, claiming the promises of God's Word, such as, "Lo, I am with you always, even to the end of the age" (Matt. 28:20b, NKJV).
2. Report time and debriefing. Make sure everyone knows what time to return to the designated pick-up points. Upon arrival back at the church, allow each team to report their experiences. The reports should include the number of homes visited, the number of people found at home, and the number of prospects discovered. Celebrate every good response with thanksgiving to the

Lord. Collect the team packets. This information should be given immediately to the person responsible for the prospect files.

### **Step One Survey Procedure**

Following the guidelines outlined above, have surveyors complete a survey form for every home possible. See Appendix C for a copy of the questions asked during this survey.

### **Step Two of the Two-Step Survey Plan**

1. Preparation: Transfer the following information from the completed survey form to the Family Information Form: name, address, best time to visit, and any other helpful information volunteered or observed and recorded by the surveyors.
2. The step two visit. The NET team or other witnessing team that makes the Step Two visit should take the Family Information Form with them. They should attempt to get as much information as possible on individuals in the home. The Family Information Form is used to create individual prospect assignments. The team should be aware of the information found in Section Three of this manual, regarding classifying evangelistic prospects. The team should assign a classification for each person encountered and record the classification on the Family Information Form. If this visit is being made as part of The NET training, it should be made in accordance with recommendations in The NET manuals.

### **Leave at dwellings**

1. Witnessing booklet
2. Brochure about the church
3. Flyer announcing block party, Harvest Revival, or other special evangelistic event or new church launch

## **The NET Doorknob Hanger Survey**

This survey uses a specially designed card with a hole and slot to fit over the knob or handle on the front door. The card includes two kinds of survey information: prospect and interest. It is very simple and unlikely to offend anyone. Since this survey requires no face-to-face conversation, potentially all church members can participate.

Although the doorknob hanger survey is limited to discovering prospects and increasing awareness of the church's ministries and programs, it can be used to cover a large area of homes in a brief period of time. The prospects discovered will need to be classified on a second visit by a NET team or by other trained witnesses.

The effectiveness of this survey depends on the willingness of residents to take a few moments to complete the survey and hang it back on the door to be picked up at a later time. The best way to increase the effectiveness of this survey is to offer an inexpensive but desirable gift to those who complete the survey.

### **Preparation**

1. Customize the doorknob hanger survey card. Place the survey information on one side of the card and information about your church on the other. According to local interests and possibilities, make adaptations to the interest survey list. In other words, list interests that you are confident your church can provide. You will get more returns if you keep the content on the card simple and easy to complete quickly.
2. Print the card. If your church office is not equipped to produce the doorknob hanger survey card, check with your associational office or one of the larger sister churches to see if they can help. You can also take your copy to a quick copy company.

3. Schedule the survey. Saturday mornings, Sundays immediately following lunch, or holidays are ideal times to conduct the survey.
4. Enlist the surveyors. Since there is no obligation to knock on doors or present the gospel, you will not find it difficult to enlist surveyors. In a Sunday evening or Wednesday evening service, bring a special challenge to those present concerning discovering people who need Christ and a church home. God will impress upon the hearts of some of the people to participate in the survey. Give an opportunity for people to make a commitment to be present for the surveying. Record names and telephone numbers of those making the commitment.
5. Secure a street map. A good street atlas can be purchased, or mapping services can be downloaded from the Internet at such sites as mapquest.com. Most state highway departments will provide large maps of your church field or county at a minimal cost. Designate with a highlighter the area to be surveyed. Drive through the area and estimate the number of dwellings.
6. Prepare team packets. As many as 50 homes can be covered in an hour with the doorknob hanger survey. Number the team packets to correspond to areas designated on the master map.
7. Affix an enlarged map of the small area to be covered by the team to the front of each team packet, and highlight the area to be surveyed.
8. Stuff the team packets with 50 doorknob hanger survey cards. Include several gospel tracts to be used by surveyors if they should meet and talk with residents.
9. Give specific instructions for conducting the survey:
 

On the day of the survey give specific instruction concerning placing the doorknob hangers at each dwelling and returning to pick them up.

Surveyors should always go with a survey partner. Do not go alone.
10. Procure gifts for those who complete the survey. If possible, purchase inexpensive gifts to give to those who complete the survey. Check with local trophy shops or novelty suppliers to discover ideas for inexpensive gifts. They will print your church's name and a brief message on the items you choose. Example: plastic magnifying rulers imprinted with "O Magnify the Lord. First Baptist Church. Telephone 555-5555." Other suggestions include ball point pens, "sticky" notes, tiny flashlights, and so forth. Such useful gifts carry lasting reminders of your church and its ministry in the community. Package the gifts in a plastic bag that can be hung on the doorknob. If desired, put a flyer from your church in the bag.
11. Conduct the survey. On Saturday morning, starting no earlier than 9:30, take one of the cards to the door of each dwelling. You will be able to slide the cut in the card onto the doorknob or handle. If this is not possible you may be able to slip it in beside the door. Do not ring the doorbell or knock. If you see the residents, smile and say, "We are from \_\_\_\_\_ Church. Please help us with our survey. We will be back to pick it up early this afternoon, and we will leave a gift for you."
12. Pick up the doorknob hanger cards. It is usually best to return to pick up the cards and leave the gifts early the same afternoon. If the survey card has not been completed, leave it on the door and make a second pick-up on Sunday afternoon. If you see residents, thank them. Return the cards to the survey leader. The survey leader should deliver the cards to the person responsible for the church's prospect filing system.
13. Transfer the prospect information. Transfer the following information from the survey to the Family Information Form: name, address, best time to visit, and any other helpful information volunteered or observed and recorded by the surveyors.

These families should be visited by a NET team or other witnessing team to determine whether there are evangelistic prospects living in the home, and to share Jesus if possible. The NET team or other witnessing team should take the Family Information Form with them. An attempt should be made to get as much information as possible on individuals in the home. The Family Information Form is used to create individual prospect assignments. The team should be aware of the information found in Section Three of this manual, regarding classifying evangelistic prospects. The team should assign a classification for each person encountered and record the classification on the Family Information Form. If this visit is being made as part of The NET training, it should be made in accordance with recommendations in The NET manuals.

## THE TELEPHONE SURVEY

*Adapted from "Here's Hope Share Jesus Now Telephone Outreach Campaign Manual"*

Using the telephone for prospect survey has several advantages.

1. Three telephone calls can be made in the same time it takes for one door-to-door visit. Yet we do not encourage rushing through the survey just to "get it done." Occasionally you will call someone who needs and wants to talk with a Christian who will listen.
2. People may respond better on the telephone than face-to-face.
3. Information from mobile home and high-rise apartment residents is easier to obtain.
4. Senior citizens, physically disabled, youth, and homebound people can be enlisted as callers. Enlist people who speak pleasantly and clearly on the phone.

### **General Suggestions:**

1. Schedule the survey. In most communities you will find more people at home Saturday and Sunday mornings between 10:00 a.m. and 12:00 p.m. Sunday evening between 6:00 p.m. and 8:00 p.m. is also an excellent time. However, unless you have multiple worship services, it may be best to schedule surveys on Saturday mornings. Some churches find good success surveying for an hour on Sunday through Thursday early evenings.
2. Schedule a training time. Many churches find that Sunday afternoon, following the worship service is a good time. The church furnishes a light lunch and begins the training after lunch. A maximum of two hours is required for the training. Some churches find that they need an alternate time for training. This is generally done on Saturday at 9:00 a.m.
3. Enlist the surveyors. You will not find it difficult to enlist surveyors for this survey, because they do not have to go door-to-door and there is no obligation to present the gospel. In a service on Sunday or Wednesday evening, bring a special challenge to those present concerning discovering people who need Christ and the church. Enlist someone to role-play a call using the survey. The simplicity and effectiveness will be clearly seen. God will impress upon the hearts of some of the people to participate in the survey. Give an opportunity for people to make a commitment to be present for the training and surveying. Record names and telephone numbers of those making the commitment.
4. Secure a cross directory, a street address directory or reverse directory. These directories contain the name, address, and telephone number of each person who has a listed phone number. The directories can be ordered from:

Marc Publishing Co.	(610) 834-8585
Criss Cross Directory, Inc.	(405) 748-4987

Bresser's Information Service	(877) 322-5478 or (313) 874-0507
City Publishing Company, Inc.	(316) 331-2650
Cole Publications	(402) 473-9715
Haines and Company	(330) 220-1815
Stewart Directories Inc.	(410) 628-5988
Woodard Directory Company	(888)661-0222
Hill-Donnelly Corporation	(813) 837-1009
Dickman Directories, Inc.	(740) 548-6130

## Telephone Survey Training

### Needed for the training:

- A working telephone with an amplified speaker.
- A copy of the telephone survey form for each trainee.
- Extra pens or pencils for the trainees.
- Several pages from the cross-reference telephone directory for each trainee.
- A copy of phone helps. (Make copies of the phone helps section, which follows).

### Procedure for the training

- Thank the people for their participation. Share with them how excited you are about the prospects that will be discovered.
- Overview the telephone survey form with the participants.
- Make a call to demonstrate the procedure. (Dial as many numbers as needed to get a response).
- Have them to record the response to the answers. After the call is finished, lead them in completing the information on their survey card.
- Invite one of the participants to make a call. After the call is finished, lead the trainees in completing the information of their survey card.
- Overview the phone helps section which follows.
- Dismiss after a time of questions and answers.

## Telephone Survey Form

See Appendix E for a copy of the telephone survey form each participant will use to conduct the survey and record response.

### Phone Helps

- Your inner feeling about the person you are talking to will be conveyed in your voice.
- Sound alive. Smile as you talk. Don't speak in a monotone.
- Body articulation enhances your voice appeal. Sit as if you were talking face-to-face.
- Talk at a slow pace. It is easy to find yourself repeating a planned delivery at an accelerated pace. Fast

speech comes across as high-pressured.

- Make an effort to speak softly during your delivery. If you sound relaxed, the person on the other end will also relax.
- Be warm, friendly, tactful, and courteous. Remember, the person on the other end of the phone cannot see you, your smile, or your facial expression but they can draw an impression from your voice, tone, and manner.
- Speak directly into the receiver. Speak distinctly.
- No matter how they respond, respond in love by thanking them for their time or give an apology for interrupting them.

**What to do if:**

- They are active in a church or religious group, cross out the phone number.
- They are positive and give you the information, fill out the card and cross out the phone number.
- A child answers the phone. Ask to speak to his or her parents. If you cannot speak to a parent, ask when would be the best time to reach their parents and tell them you will call back. Leave the phone number uncrossed.
- An answering machine picks up. Tell them who you are and that you will call back later. Leave the phone number uncrossed.
- They say they are too busy or just getting ready to leave. Ask if there is a time that you can call back later. If the response is positive, note the time on the prospect card and leave the phone number uncrossed. If they respond in a negative way, cross out the phone number.
- They ask, “What kind of church is this?” Give a simple answer and tell them that someone will bring or mail them a brochure concerning what your church believes.

**Be prepared to answer:**

- Are you a Christian church?
- Are you a full-gospel church?
- Do you exercise all the gifts?
- What do you believe?



# SECTION TWO: PROSPECT INFORMATION MANAGEMENT

## Responsibility

It is important that a specific individual be given the responsibility for developing and keeping the prospect filing system updated. This may be a staff secretary or a volunteer who is willing to dedicate the time needed each week to update the prospect filing system and prepare the weekly assignment packets for visitation.

## Prospect Filing Systems

### For churches with an existing filing system.

1. Make sure that all prospect information discovered in both inside and outside search efforts is recorded on Family Information Forms and individual prospect forms.
2. Check to see that evangelistic prospects are separated from believers who are church and Sunday School/small group Bible study prospects.
3. Make sure that prospect assignment forms have a recorded history of previous visits.
4. Be sure that each prospect assignment form has driving directions, a map, or a street atlas location number.

### For churches without a prospect filing system

1. Enlist or designate a specific individual to be responsible for setting up and maintaining the prospect filing system.
2. Choose or develop a good prospect filing system. Some churches are using computer software such as Shelby Systems or Automated Church Systems (ACS). Others may have someone who is computer literate who has designed a system using Microsoft Access or other database software.

**Our suggestion:** If you use computer software to file your prospects, print the information on “crack and peel” paper and place the information on the standard “card and pocket” prospect envelopes and cards. These are drilled for a 5”x 7” binder. We recommend this system, with the cards and pockets placed in notebooks that are sorted for Sunday School/small group Bible study classes.

3. Separate evangelistic prospects from believers who are church and Sunday School/small group Bible study prospects.
4. Make sure records of visits are recorded on or attached to the visitation assignment form.
5. Prepare driving directions, a map, or assign a street atlas location number for each prospect form.

## Making Assignments

### NET TEAMS

During a NET training cycle, a visitation packet needs to be prepared for each NET Mentor and his or her Apprentice(s). The packets should be updated each week. Each packet should have a Mentor’s name on it. The Mentor will pick up the packet before each training session. The visitation packet should contain the following materials:

- Three evangelistic prospects. Ideally, one of these should be a prospect classified as Type One, one classified as Type Two, and one classified as Type Three (See Section Three on classifying evangelistic prospects.). Prospects should be for the Sunday School/small group Bible study classes. The primary visit of the NET team will be the best prospect. The other two prospects will be visited if time permits.

- A card or page for each prospect. (See Appendix B, The NET Visitation Assignment)
- A map or complete directions to the location of the home.
- Several gospel tracts (NET tracts or other).
- Several church brochures or information sheets. Be sure the schedule of services and directions to the church are listed.
- Material concerning any upcoming special events.

## SUNDAY SCHOOL/SMALL GROUP BIBLE STUDY

Each Sunday School teacher or small group leader should be given at least three evangelistic prospect cards each week to assign to class or group members. Individuals will return the prospect card the following Sunday. These prospects may have had a previous visit from a NET team. Prospects should be given to class members who know how to share the gospel and are committed to the cultivation process. Each week the teacher or outreach leader will be responsible for retrieving the prospect cards and returning them to the person responsible for the prospect file system.

# SECTION THREE: CULTIVATING EVANGELISTIC PROSPECTS

## Identifying and Classifying Evangelistic Prospects

### The Need.

Prospect information gathering as suggested in Section One of this manual is very important, but it is only a beginning step toward reaching the individuals discovered. Although names of individuals have been placed in the church's evangelistic prospect file, in most cases, very limited information about the person's receptivity to a gospel presentation is known to prepare visitors for the first evangelistic visit. We always pray that the first visit will result in one or more salvation decisions, but it may have its greatest benefit in helping to gain further information to classify or qualify the prospect for cultivation and future witness efforts.

### Preparation for the First Visit.

Someone has humorously said, "Most prospect files are really 'suspect' files, until they have been identified as prospects." Regardless of the method used to discover evangelistic prospects, those involved in making the initial contact should have a clear understanding of how to identify and classify evangelistic prospects. The responses given on the initial visit should be clearly marked on the prospect information forms and returned for updating. Keeping good prospect records costs a little time and money, but the return is well worth it.

The importance of keeping prospect information updated was underscored recently on a visit by a witnessing team from a local church. An experienced witness had trainees with him, when a lady answered the door. When the team was introduced and they told her the name of their church, she spoke with considerable aggravation in her voice, "What does a person have to do to get their name removed from your church's prospect list? This is the third time people from your church have been here in the past two years! I'm going to tell you people one more time, my husband is pastor of another church in this community, and we are not prospects for your church!" She shut the door promptly. The shocked trainees immediately made promises to themselves that they would find something other than outreach to be part of at the church. This needless discouragement of potential witnesses could have been avoided if the previous visitation team had simply recorded the person's request.

In a few minutes you can train your visitors to identify and classify evangelistic prospects. To be called an evangelistic prospect a person should indicate that they do not know for certain that they have eternal life, or responds as follows:

- Gives a "works" answer (i.e., answers that include things they have done to merit salvation) or gives other answers that are contrary to New Testament teachings on salvation.
- Indicate that they have no church affiliation.
- List a church or religious group preference or membership in a non-Christian group, including those that teach that salvation is received other than by grace through faith.

When visited, evangelistic prospects can be identified, and classified or graded into three response categories: Type One, Type Two and Type Three. NET-trained visitors can use the C-A-S-T approach in conversing with the person. The classification assigned will be based on responses to questions asked and attitudes expressed.

1. A Type One evangelistic prospect is a person who receives the team member(s) well and responds with sincerity to the entire interview, indicating interest in spiritual matters.

2. A Type Two evangelistic prospect is a person who responds with some reservations, answering some questions, and expressing limited interest in spiritual matters.
3. A Type Three evangelistic prospect is one who gives only enough information to indicate he or she is lost. He or she may not allow any further conversation, and does not indicate interest in spiritual matters.

### **Cultivative Witnessing Actions.**

When evangelistic prospects have been identified and classified, a plan of action is needed for cultivating them. The plan of action for a type one prospect will be different from that used for a type two or type three. On the pages that follow, you will find suggestions for cultivating each of the three classifications. But first, here are suggestions that apply to all that are identified as evangelistic prospects.

## **ALL EVANGELISTIC PROSPECTS**

1. **Pray daily, by name for their salvation.** Pray for the prospect and for yourself before each contact. Pray that the Lord of the harvest will send forth other laborers into His harvest (see Luke 10:2).
2. **Get acquainted.** Pronounce their names as they pronounce them. Learn about their family and interests.
3. **Be a good listener.** Be sensitive to the prospect and to the Holy Spirit. The lost person will appreciate your attention and the Holy Spirit will help you know when it is time to share the gospel by telling your story/testimony. Listen for hurts and minister to needs.
4. **Communicate clearly.** When telling your story/testimony, use words that a lost person can understand. Avoid “churchy” terms such as “a glorious experience,” “under conviction” “walk the aisle,” and so forth. Look them in the eye during the conversation.
5. **Express a loving attitude toward the person(s).** Even if they are not responding well, love them as people for whom Christ died. Release Christ who lives in you to love each lost person you contact.

**Remember this:** Evangelistic prospects do not have to progress through the series of classifications of Type Three, Type Two, or Type One before they can be saved. At any point during the cultivative witnessing plan, when the lost person becomes receptive, it is appropriate to present the gospel. When the person receives Christ, the cultivators/witnesses should make sure that continued contact is maintained until the person is assimilated into a Sunday School/small group Bible study class.

## **THE TYPE ONE PROSPECT**

**Need:** To lead the prospect to Christ and the church.

**Strategy:** Present the gospel.

Lead the person to a salvation experience.

Encourage decision for baptism and church membership.

Strengthen the commitment.

Enroll the person in Sunday School/small group Bible study.

Continue to grow a discipling relationship.

**First contact:** Call on the telephone, if possible, within 24 hours after a person has been discovered to be a type one prospect and assigned to you. Thank the prospect for receiving the visitors from your church. Invite the person to meet you at a restaurant for a meal or allow you to stop by for a visit at their home. Tell

them you would like to give them a Bible study book (Sunday School/small group Bible study material). Without sounding too pushy, make the appointment as soon as possible. (If possible, make the visit that same day or evening.) Remember, this is a person who received the first visitors warmly. Pray for yourself and enlist prayer support for the lost person.

**Second contact: Meet the person at a restaurant or at their home.** After a few minutes of casual conversation, pick up where the previous contact or visit left off. Remember, it will be more effective if the contact is made within three or four days, especially if one of the visitors was among those who made the first contact.

To turn the conversation to spiritual matters, you may say, I appreciate your response to the survey (or whatever prospect discovery method was used). You indicated that you have a sincere interest in spiritual matters. Would you say that you feel a need for a more personal faith in God?"

If the prospect answers yes, ask permission to share your story/testimony, a gospel booklet, or a marked New Testament. If you are trained in The NET, follow the suggestions from that training to share the gospel and follow-up. If using a booklet or marked New Testament, you can say, "This booklet or Bible is especially designed to help us find the verses that say how we can know for certain that we have eternal life. May I show it to you?"

- If the *answer is yes*, present the gospel and give an opportunity for response.
- If the person receives Christ, continue with immediate follow-up, using "Let the Celebration Begin." Seek to enroll him or her in Sunday School/small group Bible study, and invite them to church next Sunday. Offer transportation, if possible. Before leaving, set up the next contact. When the person receives Christ, the cultivators/witnesses should make sure that continued contact is maintained until the person is assimilated into Sunday School/small group Bible study class.
- If the Type One prospect *does not respond* by receiving Christ, the witness should not feel defeated, but should move the subject back to an interest of the prospect or find something in common to talk about: hobbies, sports, vocation, or acquaintances. If necessary, the prospect can be reclassified to a type two, and the strategy can be switched to the series of contacts in that classification.

Present the Sunday School/small group Bible study material, regardless of the response to the gospel. Explain how to find and use next Sunday's lesson material.

**Third contact: Invite the person to lunch after church.** Invite the person and others who live with him or her to Sunday School/small group Bible study and morning worship. Ask them to have lunch with you after church.

At church, sit with the guests, and introduce them to your friends. Pray, especially during the invitation, for the person(s) to make a public profession of faith and unite with the church by believer's baptism.

During lunch, discuss the service and answer any questions they might have about the church. Encourage any who made a decision for Christ to take the next step to grow in Christ. If no decision for Christ was made, this may indicate that the person needs more cultivation and understanding. Give him or her a copy of a gospel booklet or a marked New Testament. Ask him or her to read it and promise to discuss it the next time you are together. Set up the next contact and continue to pray.

**Fourth contact: Invite the person to a church fellowship event.** Invite and take the prospect to an event that provides an opportunity for Christian fellowship and inspiration. Events could include Sunday School/small group Bible study class social, church picnic, Christian concert, men's or women's meeting, or an associational evangelism conference. Introduce your guest to other Christians who have testimonies that may help to bring about a decision for Christ. Before you leave, talk about the witnessing booklet. Begin praying, and set up the next contact.

**Fifth contact: Read the Word with the person.** Ask if you may get together and share a few of your favorite

verses in the Bible. Read from Isaiah 53; John 3; John 14:1-6; and Romans 10:9-13. Discuss content only if he or she shows interest. Let God's Word speak. Begin praying, and set up the next contact.

**Sixth contact: Ask the prospect for help.** Find something the prospect can do, based on what you have learned about their interests, hobbies, or occupation. Ask him or her to help in some way with a personal or church ministry project. Ideally this would be a project that brings the lost person into contact with other church members. Ministry could include repair work, lawn care, cooking a meal at the church or making a nursing home visit.

**Seventh contact: Continue intentional witness efforts.** If the Type One prospect has not already received Christ. Invite him or her to attend Sunday School/small group Bible study, worship services, or a special evangelistic event with you. If no decision for Christ is made, continue the friendship/cultivation, praying, and witnessing. Claim the scriptural promise in Galatians 6:9 (NIV), "Let us not become weary in doing good, for at the proper time we will reap a harvest, if we do not give up."

## THE TYPE TWO PROSPECT

**Need:** To lead the prospect to Christ and the church.

**Strategy:** Get acquainted.

Gain personal trust.

Establish the church's credibility.

Lead the person to Christ

Enroll in Sunday School/small group Bible study.

Continue to grow a discipling relationship.

**First contact: Send a personal letter or telephone the person,** thanking him or her for receiving the visitors on the first visit. Invite the person to meet you at a restaurant for a meal or allow you to stop by for a visit at their home. Tell them you would like to give them a Bible study book (Sunday School/small group Bible study material).

**Second contact: Meet the person** at a restaurant or their home. Spend a few minutes to get acquainted. Ask about family, occupation or interests, and church background. The prospect may be more receptive than indicated on the people search Family Information Card. If so, proceed with a witness as suggested previously. Pray that God's Spirit will draw and convict this person of his or her need for Christ. Before leaving, set up the next contact.

**Third contact: Plan a visit to your house.** Invite the prospect and, if appropriate, his or her family for some refreshments, pizza, ice cream, a meal or a cookout at your home. Play some games and have an enjoyable time in a Christian atmosphere. Before the evening is over, share a brief testimony of how blessed you are to know for certain that you have eternal life. Continue to pray, and set up the next contact.

**Fourth contact: Meet at a neutral place.** Invite them to a concert, ball game, flower show, to go bowling, or meet for coffee at a local restaurant. Let this be an informal time when you share a brief testimony. Continue to pray and set up the next contact.

**Fifth contact: Invite the person to a church fellowship.** Invite the prospect to a church event that features fellowship, such as church recreation events. A Sunday School/small group Bible study picnic or social would also be appropriate. Share a brief testimony about how much your church and Sunday School/small group Bible study class means to you. Continue to pray and set up the next contact.

**Sixth contact: Invite the person to a special church event.** Invite the prospect to a special church event. This could include a Thanksgiving dinner, Christmas or Easter drama/musical, marriage enrichment or other helpful seminar where the gospel is presented. Following the event, share a brief testimony about your Christian values and what is important to you as a child of God. Set up the next contact and continue to pray.

**Seventh contact: Invite the person to Sunday School/small group Bible study and worship services.** Invite the prospect to attend Sunday School/small group Bible study and worship with you. He or she may be responsive enough to attend on a regular basis. Share the gospel using your story/testimony. If no decision for Christ is made, continue the friendship/cultivation, praying, and witnessing. Claim the scriptural promise in Galatians 6:9 (NIV), “Let us not become weary in doing good, for at the proper time we will reap a harvest if we do not give up.”

## THE TYPE THREE PROSPECT

**Need:** To lead the prospect to Christ and the church.

**Strategy:** Create an awareness of a need for Christ.

Cultivate a relationship of trust, and enhance receptivity.

Lead the prospect to Christ.

**First contact: Send a thank-you letter.** Send a personal note, thanking the person for receiving the visitors or for participating in the prospect discovery method that was used. If a survey was used, share a helpful response the church will make to a community need discovered through the survey. Tell them that within a week someone will drop by with a small gift from the church to further express the church’s appreciation. Pray for God’s Spirit to convict this person of his or her need for Christ.

**Second contact: Take a gift.** As promised, take a gift. This contact will tell you much more about the receptivity of the prospect.

**Third contact: Perform an act of kindness.** Ask God to show you something you can do to let the prospect know that you care about more than just his or her soul. For example, if this is a neighbor, and you see the person working around the house, offer to help. Get involved in something in which he or she is interested. Show Christian kindness. Watch for ways to minister in times of need, and to involve the church in meeting needs.

**Fourth contact: Ask the prospect for help.** Find something the prospect can do, based on what you have learned about their interests, hobbies, or occupation. Ask him or her to help in some way with a personal or church ministry project. Ideally this would be a project that brings the prospect into contact with other church members. Ministry could include repair work, lawn care, cooking a meal at the church, or making a nursing home visit.

**Fifth contact: Plan a visit to your house.** Invite the prospect and, if appropriate, his or her family for some refreshments, pizza, ice cream, a meal or a cookout. Play some games and have an enjoyable time in a Christian atmosphere. Before the evening is over, share a brief testimony of how blessed you are to know for certain that you have eternal life. Continue to pray and set up the next contact.

**Sixth contact: Meet at a neutral place.** Invite them to a concert, ball game, flower show, to go bowling or meet for coffee at a local restaurant. Let this be an informal time when you share a brief testimony. Continue to pray and set up the next contact.

**Seventh contact: Invite the person to a church fellowship.** Invite the prospect to a church event that features fellowship, such as church recreation events. A Sunday School/small group Bible study picnic or social would also be appropriate. Share a brief testimony about how much your church and Sunday School/small group Bible study class means to you. Continue to pray and set up the next contact.

**Eighth contact: Invite the person to a special church event.** This could include a Thanksgiving dinner, Christmas or Easter drama/ musical, marriage enrichment or other helpful seminar where the gospel is presented. Following the event, share a brief testimony about your Christian values and what is important to you as a child of God. Set up the next contact and continue to pray.

**Ninth contact: Invite the person to Sunday School/small group Bible study and worship services.** Invite the prospect to attend Sunday School/small group Bible study and worship with you. Be sensitive to the Holy Spirit's leading. At times, God leads the witness to share the gospel even if the response is very poor. If no decision for Christ is made, continue the friendship/cultivation, praying, and witnessing. Claim the scriptural promise in Galatians 6:9 (NIV), "Let us not become weary in doing good, for at the proper time we will reap a harvest if we do not give up."

*Always update the church's prospect information file after each contact.*

# THE APPENDICES

## FORMS INCLUDED IN THE APPENDIX:

- A. Family Information Form
  - B. The NET Visitation Assignment Form
  - C. Two-Step Survey Form
  - D. Doorknob Hanger Survey Card
  - E. Telephone Survey Form
  - F. Baptist State Convention Offices
-



# Visitation Assignment Form

## Visitation Assignment Form

Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 Telephone \_\_\_\_\_  
 Sunday School/Small Group \_\_\_\_\_  
 Church background \_\_\_\_\_

**Visitors:** \_\_\_\_\_  
 \_\_\_\_\_  
 Presented the gospel  
**Prospect classification:** [ 1 ] [ 2 ] [ 3 ]  
**Response:**  Profession of faith  Assurance  Rejection  
**Comments:** \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**Visitors:** \_\_\_\_\_  
 \_\_\_\_\_  
 Presented the gospel  
**Prospect classification:** [ 1 ] [ 2 ] [ 3 ]  
**Response:**  Profession of faith  Assurance  Rejection  
**Comments:** \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**Visitors:** \_\_\_\_\_  
 \_\_\_\_\_  
 Presented the gospel  
**Prospect classification:** [ 1 ] [ 2 ] [ 3 ]  
**Response:**  Profession of faith  Assurance  Rejection  
**Comments:** \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**Visitors:** \_\_\_\_\_  
 \_\_\_\_\_  
 Presented the gospel  
**Prospect classification:** [ 1 ] [ 2 ] [ 3 ]  
**Response:**  Profession of faith  Assurance  Rejection  
**Comments:** \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

# The NET Visitation Assignment

## The NET Visitation Assignment Form

Name \_\_\_\_\_

Address \_\_\_\_\_

Telephone \_\_\_\_\_

Sunday School/Small Group \_\_\_\_\_

Church background \_\_\_\_\_

**Visitors:** \_\_\_\_\_

- Shared C-A-S-T
  - Presented entire NET Model Story/Testimony

**Response**

- Profession of faith  Assurance  Rejection

**Prospect classification:** [ 1 ] [ 2 ] [ 3 ]

**Comments:** \_\_\_\_\_

**Visitors:** \_\_\_\_\_

- Shared C-A-S-T
  - Presented entire NET Model Story/Testimony

**Response**

- Profession of faith  Assurance  Rejection

**Prospect classification:** [ 1 ] [ 2 ] [ 3 ]

**Comments:** \_\_\_\_\_

**Visitors:** \_\_\_\_\_

- Shared C-A-S-T
  - Presented entire NET Model Story/Testimony

**Response**

- Profession of faith  Assurance  Rejection

**Prospect classification:** [ 1 ] [ 2 ] [ 3 ]

**Comments:** \_\_\_\_\_

**Visitors:** \_\_\_\_\_

- Shared C-A-S-T
  - Presented entire NET Model Story/Testimony

**Response**

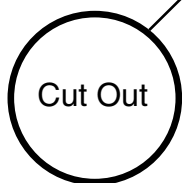
- Profession of faith  Assurance  Rejection

**Prospect classification:** [ 1 ] [ 2 ] [ 3 ]

**Comments:** \_\_\_\_\_



# Doorknob Hanger Survey Card



**PLEASE HELP BY COMPLETING THIS SIMPLE SURVEY**

This will only take **3 MINUTES!**

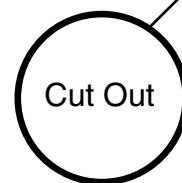
**W**e didn't want to knock on your door, but we need your help to be more useful to the residents of our area. Please take a moment to check or list your interests and information on this card. When you have finished, hang it back on your door.

**FREE GIFT!** We will pick up your completed card this afternoon or tomorrow, and leave a useful gift for you from \_\_\_\_\_ (Church name).

What opportunities and ministries would you like to see a church provide in this community? Please place a check beside those you or someone in your family would be most interested in.

- Bible study groups for all ages
- Single adult activities
- Youth activities
- Children's activities
- Senior adult activities
- Parenting classes
- English classes
- Family money management seminars
- Job placement assistance
- Marriage seminars
- Sports activities and teams for all ages
- CPR class
- Alcohol/drug rehabilitation
- Mother's day out
- Weight control group
- Support groups (your preference)

Other interests, your suggestions:  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



**PLEASE HELP BY COMPLETING THIS SIMPLE SURVEY**

This will only take **3 MINUTES!**

**W**e didn't want to knock on your door, but we need your help to be more useful to the residents of our area. Please take a moment to check or list your interests and information on this card. When you have finished, hang it back on your door.

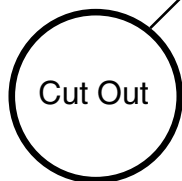
**FREE GIFT!** We will pick up your completed card this afternoon or tomorrow, and leave a useful gift for you from \_\_\_\_\_ (Church name).

What opportunities and ministries would you like to see a church provide in this community? Please place a check beside those you or someone in your family would be most interested in.

- Bible study groups for all ages
- Single adult activities
- Youth activities
- Children's activities
- Senior adult activities
- Parenting classes
- English classes
- Family money management seminars
- Job placement assistance
- Marriage seminars
- Sports activities and teams for all ages
- CPR class
- Alcohol/drug rehabilitation
- Mother's day out
- Weight control group
- Support groups (your preference)

Other interests, your suggestions:  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(other side)



# THANK YOU!

Are you and your family active members of a local church or religious group?

yes  no

If you could find a church that does the kinds of things you checked on this card, would you be interested in knowing more about that church?

yes  no

Would you be willing for someone from our church to call and to make an appointment for a brief visit to share more information about our church or about other spiritual matters?

yes  no

(If "yes,") When is the best time to call?

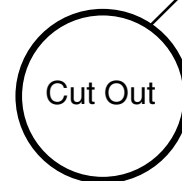
\_\_\_\_\_  
Name of person completing this card:

\_\_\_\_\_  
Address

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Do you have a need that our prayer ministry can remember to God? Please list need(s).

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



# THANK YOU!

Are you and your family active members of a local church or religious group?

yes  no

If you could find a church that does the kinds of things you checked on this card, would you be interested in knowing more about that church?

yes  no

Would you be willing for someone from our church to call and to make an appointment for a brief visit to share more information about our church or about other spiritual matters?

yes  no

(If "yes,") When is the best time to call?

\_\_\_\_\_  
Name of person completing this card:

\_\_\_\_\_  
Address

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Do you have a need that our prayer ministry can remember to God? Please list need(s).

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## TELEPHONE SURVEY FORM

Family name \_\_\_\_\_ Telephone \_\_\_\_\_

Address \_\_\_\_\_ Best time \_\_\_\_\_

Call before visiting?  Y  N

(Say) "Hello, I'm \_\_\_ and I am calling for \_\_\_ Church. Our church is trying to discover how we can minister more effectively to our community. May I ask you a couple of simple questions?"

**Question 1:** "In your personal opinion, what do you think is the greatest need in our community?"

**Question 2:** "Are you and others who live here actively involved in a local church or religious group?"

(If **yes**, say) "Thank you for your answer. If our church can ever be of service to you, please call us."

(If **no**, ask question 3.)

**Question 3:** "Could someone from our church stop by for a brief visit and share how we are seeking to meet the needs of our community and talk about spiritual issues relevant for today?"

(If **yes**, ask) "When would be the best time for someone from our church to visit? Would you like for us to call before coming?" (Record this information.) To verify the name and address, say, "To whom am I speaking?" "Is your address still (*Read address from cross reference*)?" To end the call say, "Thank you so much for your time. Someone from our church will contact you soon."

(If **no**, say) "Thank you so much for your time. We would like to invite you to attend our church." (If you have a special event planned, invite them to attend.)

## APPENDIX F

**Baptist State Convention Offices****Alabama Baptist State Convention**

P. O. Box 11870  
 Montgomery, AL 36116-0870  
 (334) 288-2460  
 FAX (334) 288-2693

**Alaska Baptist Convention**

1750 O'Malley Road  
 Anchorage, AK 99516-1303  
 (907) 344-9627  
 FAX (907) 344-7044

**Arizona State Mission Board**

4520 N. Central Avenue #570  
 Phoenix, AZ 85012-1835  
 (602) 240-3290 ext. 61  
 FAX (602) 264-7057

**Arkansas Baptist State Convention**

P. O. Box 552  
 Little Rock, AR 72203-0552  
 (501) 376-4791  
 FAX (501) 374-2754

**California Southern Baptist Convention**

678 East Shaw Avenue  
 Fresno, CA 93710-7704  
 (559) 229-9533 ext. 244  
 FAX (559) 229-2824

**Canadian Convention of Southern Baptists**

Postal Bag 300  
 Cochrane, Alberta T0L 0W0  
 CANADA  
 (403) 932-5688  
 FAX (403) 932-4937

**Colorado Baptist General Convention**

7393 S. Alton Way  
 Englewood, CO 80112-2372  
 (303) 771-2480 ext. 236  
 FAX (303) 771-6272

**Dakota Southern Baptist Fellowship**

P. O. Box 7187  
 Bismarck, ND 58504-6737  
 (701) 255-3765  
 FAX (701) 222-4069

**District Of Columbia Baptist Convention**

1628 16<sup>th</sup> St., NW  
 Washington, DC 20009-3029  
 (202) 265-1526  
 FAX (202) 667-8258

**Florida Baptist Convention**

1230 Hendricks Avenue  
 Jacksonville, FL 32207-8619  
 (904) 396-2351 ext. 8261  
 FAX (904) 396-6470

**Georgia Baptist Convention**

2930 Flowers Road, South  
 Atlanta, GA 30341-5562  
 (770) 936-5232  
 FAX (770) 452-6579

**Hawaii Pacific Baptist Convention**

2042 Vancouver Drive  
 Honolulu, HI 96822-2491  
 (808) 946-9581  
 FAX (808) 941-2309

**Illinois Baptist State Association**

P. O. Box 19247  
 Springfield, IL 62703-4440  
 (217) 786-2600  
 FAX (217) 585-0352

**State Convention of Baptists in Indiana**

P. O. Box 24189  
 Indianapolis, IN 46224-0189  
 (317) 241-9317 ext. 274  
 FAX (317) 241-9875

**The Baptist Convention of Iowa**

2400 86<sup>th</sup> Street, Suite 27  
 Des Moines, IA 50322-4300  
 (515) 278-1566  
 FAX (515) 278-0875

**Kansas-Nebraska Convention of Southern Baptists**

Box 1549  
 Garden City, KS 67846  
 (316) 275-7223  
 FAX (316) 275-1727

**Kansas-Nebraska Convention of Southern Baptists**

5410 West Seventh Street  
 Topeka, KS 66606-2398  
 (785) 273-4880  
 FAX (785) 273-4992

**Kentucky Baptist Convention**

P. O. Box 43433  
 Louisville, KY 40253-0433  
 (502) 245-4101  
 FAX (502) 244-6469

**Louisiana Baptist Convention**

P. O. Box 311  
 Alexandria, LA 71309-0311  
 (318) 448-3402 ext. 246  
 FAX (318) 445-0055

**Baptist Convention of Maryland-Delaware**

10255 Old Columbia Road  
 Columbia, MD 21046-1716  
 (410) 290-5290 ext. 223  
 FAX (410) 290-7040

**Baptist State Convention of Michigan**

15635 West Twelve Mile Road  
 Southfield, MI 48076-3091  
 (248) 557-4200  
 FAX (248) 557-7667

**Minnesota-Wisconsin Baptist Convention  
 Director of Church Extension and Evangelism**

519 16<sup>th</sup> Street, SE  
 Rochester, MN 55904-5234  
 (507) 282-3636  
 FAX (507) 282-3922

**Mississippi Baptist Convention Board**

P. O. Box 530  
 Jackson, MS 39205-0530  
 (601) 968-3800  
 FAX (601) 968-3928

**Missouri Baptist Convention**

400 East High Street  
 Jefferson City, MO 65101-3215  
 (573) 635-7931  
 FAX (573) 659-7436

**Montana Southern Baptist Convention**

P. O. Box 99  
 Billings, MT 59103-0099  
 (406) 252-7537  
 FAX (406) 252-0196

**Nevada Baptist Convention**

406 California Avenue  
 Reno, NV 89509  
 (775) 786-0406  
 FAX (702) 786-0700

**Baptist Convention of New England**

5 Oak Avenue  
 Northborough, MA 01532  
 (508) 393-6013 ext. 223  
 FAX (508) 393-6016

**Baptist Convention of New Mexico**

P. O. Box 485  
 Albuquerque, NM 87103-0485  
 (505) 924-2325 ext. 334  
 FAX (505) 924-2323

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