

- Pray for the new believers
 - To understand the Gospel
 - To believe the Gospel
 - For repentance
 - For assurance of salvation
- Determine spiritual condition – ask diagnostic questions
- Share the Gospel with other family members/roommates
- Check progress in “Download” book
- Answer any questions they may have
- Invite them to Sunday School or Life Groups and church
 - Make arrangements to pick them up
 - Sit with them in Sunday School or small group & worship
- Pray for them before you leave
- E. Discipling the New Believer
 - Establish a New Believers Sunday School class or Life Group (may need to have adult and youth classes).
Topics to cover:
 - Assurance of salvation
 - Church Membership
 - Personal devotion / quiet time
 - Tithing principles
 - Church doctrine
 - Continue the discipleship process by offering courses like:
 - Experiencing God
 - Master Life
 - Evangelism Training
 - Spiritual Gifts Training
 - Assign a mentor to meet regularly with them
- F. Developing Relationships
 - Assign a pen pal to write them
 - Plan special fellowship times
 - Coffee and doughnuts before Sunday School & Church
 - Luncheon after worship
 - Covered Dish Dinner
 - Youth events, ie. Pizza party, movie night, etc.
 - Life Groups

GO TELL
AMERICA™
 WITH RICK GAGE

FOLLOW-UP TRAINING

*“Go therefore and make disciples of all the nations,
 baptizing them... teaching them to observe all things
 that I have commanded you...”.*

Matthew 28:19-20 (New King James version)

Just as a newborn baby requires love and nourishment
 in order to grow, a new believer requires
 the caring, compassionate follow-up of the local church.
 Not only does the local church have the main responsibility for
 follow-up, it is also in the best position to
 make disciples of those committing their lives to Christ.

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In follow-up, we move from obstetrics to pediatrics. The local church is a pediatric center – a spiritual nursery – that specializes in caring for the newborn. Though it may take only 30 minutes to convert a soul, it could take 30 months to grow a disciple. Maturity is not an overnight proposition.

While it is a thrill to watch a new baby, the task of rearing one can be agonizing at times because...

- Newborns are totally irresponsible.
- They don't know how to behave.
- They don't know right from wrong.
- They make messes.
- They don't know what you mean when you talk to them.
- They can't feed themselves.
- They are defenseless.

Patience and perseverance are the keys to effective follow-up. Babies left unattended will die, and the same is true for the new Christian. Churches must develop a strategy to reach those who make a decision at the Crusade and incorporate them into a church family.

DEVELOPING A FOLLOW-UP STRATEGY

1. The task of the local church follow-up includes four goals:

- Edification** – The new babe in Christ needs to be fed spiritually. The Apostle Peter writes, *“As newborn babes, desire the sincere (pure) milk of the Word, that you may grow by it”* (1 Peter 2:2). As local church leaders, you are charged with feeding the flock. (1 Peter 5:1-2) The food is the milk of the Word. Therefore, it is imperative to get new converts under the preaching of the Word.
- Establishment** – All babies need to experience bonding. The baby not only needs food but also love and acceptance as a family member. Establishment into a church family is essential. The Apostle Paul reminds the church members at Thessalonica how *“we were gentle among you as a mother nourishes her children”* (1 Thessalonians 2:7). And *“we exhorted and comforted and charged every one of you, as a father does his children”* (1 Thessalonians 2:11). Mothers are gentle and nourishing. Fathers set limitations, discipline, guide and put their arms around their sons and daughters when they fail. The purpose of this relational process is *“that ye would walk worthy of God, who hath called you unto his kingdom and glory”* (1 Thessalonians 2:12).
- Equipping** – As the new Christians grow, they should be taught to contribute to the needs and welfare of the family. In the beginning, a baby must be fed by others. Then he begins to feed himself until finally, as a mature Christian, he is able to feed others. *“And the things that you have heard from me among many witnesses, commit these to*

faithful men who will be able to teach others also” (2 Timothy 2:2). The job of the church is to equip the new believer to become a mature, reproducing member of the body.

- Evangelism** – When people reach adulthood, they usually get married and start a family of their own. Likewise, spiritual reproduction should be the natural consequence of reaching maturity in Christ. The local church should provide members with organized, intentional outreach opportunities. A convert has not been fully disciplined until he has become a soul winner himself. When he reaches this state, the evangelistic process has come full circle.

2. Formulate a Follow-Up Plan – A follow-up procedure must be in place in order to receive the decision list.

- Determine who you will follow-up on.
 - Your church preference
 - No church preference
 - Salvations, recommitments
 - All decisions
- Enlisting your phone calling team
 - Recruit and train your team before the Crusade.
 - Calls should be made within 72 hours of the decision
 - Purpose of call:
 - Congratulate their decision.
 - Encourage church attendance, working through *Download* book, Bible reading, prayer, witnessing.
 - Answer basic questions.
 - Pray with them.
 - Encourage attendance to New Believer's Class.
- Building your follow-up team
 - Laborers by praying for them.
 - Existing outreach / evangelism teams
 - Crusade Counselors
 - Pastoral staff / deacons / elders / church leaders
 - Anyone who will say, *“Here I am, Lord. Send me.”*
- Implementing your follow-up visitation.
 - Schedule special visitation times. Try to visit everyone within two weeks of the Crusade.
 - Pray for visitation teams.
 - Pray for wisdom, discernment, leading of the Holy Spirit, boldness, etc.

