

## Why Visit During a Campaign?

- Makes campaign more personal
- Answers people's questions/ clarify truth
- Overcomes prejudice
- Helps understand people's feelings, concerns, challenges, etc.
- Helps achieve greater success



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## Four Principles for Evangelistic Workers

1. Spiritual fruit ripens at different stages. Pick the ripe ones first. 'Ripe' people
  - a) SDA young people
  - b) Spouses of SDAs
  - c) Relatives of SDAs
  - d) Visitors to Adventist churches
  - e) Previous contacts from seminars / events



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## Four Principles for Evangelistic Workers

2. Ripe fruit not picked rots on the vine
  - People must act upon truth they are convicted of
  - Felix: “Go away for now; when I have a convenient time I will call for you” (Acts 24:25)



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## Four Principles for Evangelistic Workers

2. Ripe fruit not picked rots on the vine
  - Work with the best interests:
    - Regular attendees
    - Those who request literature on response card
    - Those who make significant decisions on response card
    - Those enrolled in the Bible school



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## Four Principles for Evangelistic Workers

2. Ripe fruit not picked rots on the vine
  - Distinguish between an interest and a prospect
    - Interest: Make changes in their lives, hunger after truth
    - Prospect: Debates, not really interested
  - Maintain interest by visiting
  - Cultivate interest through giving out books, DVDs, etc.



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## Four Principles for Evangelistic Workers

3. Spiritual fruit tends to ripen quickly under the right conditions
  - Expect God to work miracles in the lives of people coming to the meetings
4. Some spiritual fruit ripens more slowly but don't lose heart



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## Visitation During a Campaign

- If people came to the evangelistic meetings because of a brochure or radio advert, and ARE attending the meetings regularly, do NOT visit them the first week, unless they miss 2 consecutive meetings. They may feel like you want to convert them.



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## Visitation During a Campaign

- During the visit you can ask: How did you learn about the meetings? Ask non-threatening questions like: 'How did you find Friday evening's presentation?' A *threatening* question is: 'Where were you last night?' or 'Why didn't you attend the opening night.'



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## Visitation During a Campaign

- The key time generally to visit people is 5-7pm. It is okay to visit from 3pm onwards – you may miss many people but at least can find out where they stay, which assists you when you visit that home the next time



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## Visitation During a Campaign

- Visit only the non-SDAs that attend the series
- A list of non-SDAs is generated for visitation. Each name is allocated to someone in the following priority:
  - People who are known by the workers (pastors, Bible workers, etc).
  - If no one is known to the workers (i.e. names that come from brochures or media sources) that name is allocated geographically, ie. to the pastors or workers closest to that interest's residence.

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## Visitation During a Campaign

- When you visit someone who missed 2 consecutive mtgs, create a warm environment, give a magazine (Signs of the Times) and the handbill with the next few scheduled topics...



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## Visitation During a Campaign

- Then ask a non-threatening question like, 'John do you think it might be possible to make it for Friday night's meeting.'
- Visit the person who may keep you the longest, last. Try to finish your last visit at about 8pm.



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## Visitation During a Campaign

- It may be wise to plot your visitation names on a map. Go in a circle when you visit. If you do not find someone on your first round before 3pm, go around a second time in a circle from 3-5pm



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## Visitation During a Campaign

- Identify people you have visited at the campaign venue. It is important to bond as much with people during the meetings.
- For the evangelist it may sometimes be best to schedule visits at the venue during the campaign.



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## Visitation During a Campaign

- First visits should be about 3-4 min long.
- From week 2 everyone on the interest list can be visited.
- In the first week usually a decision for Christ will be called for. Every person who ticked a card to accept Christ will be visited with books like *Steps to Christ* or *Christ's Object Lessons*



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## Visitation During a Campaign

- There should be 1 visit in the home before the Sabbath doctrine is preached. You are at a disadvantage when you get into a home after the testing truths are given.



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## Visitation During a Campaign

- From week 2, anyone can be visited:
  - When you visit, put a gift in their hands in first 2 sentences. State who you are, where you are from [name of the campaign series], why you are there [I came to drop something off on behalf of (evangelist's name)] and how long you will be there [only a few moments]. Then you can say, 'By the way, how are you enjoying the meetings AND / OR Do you have any questions about the meetings? Before you leave you can say something like, 'Have you been brought up in a Christian home? Answer: Yes

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## Visitation During a Campaign

Your response: I am glad to have met someone like you who loves the Lord. Bill, as I leave, I would like to share a text that I have really found to be of blessing to me. It is in John 14:6 (open your Bible to read it even though you may know it by memory). It says of Jesus: I am the way, the Truth and the Life. Jesus is our *Way* to forgiveness, happiness, joy and release from guilt. He is also *The Truth* – ie. He wants you to be anchored on what is true from His Word...

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## Visitation During a Campaign

... As we follow His Truth, we will receive *Life*. I want to know what is Truth and I am sure you want know it too. Let us have a short word of prayer. (The verse from John 14 is used to prepare the person for the Sabbath doctrine that the person will be hear the following week. It helps the person follow truth in the context of Jesus who is Truth.)

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## Visitation During a Campaign

If person says NO to the question, 'Have you been brought up in a Christian home?' you could say, 'Tell me about your spiritual journey? Would you like me to share with you how to become a Christian?' Then you can go into the gospel presentation.



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## Visitation During a Campaign

- When a person ticks for baptism, visit them in the next 48 hours.
- After the sermon on the subject of the *Sabbath*, the visitation team goes out and invites people to attend church the next Sabbath service.
- The goal is to visit each attendee at least twice during the campaign

