



**SATELLITE EVANGELISM
FOR THE
21ST CENTURY**

***THE PROPHECY
CODE:
Bible Secrets Unlocked***

**NET 2005
Organizational Manual**

Amazing Facts, Inc.
P O Box 1058
Roseville, CA 95678-8058
Phone (916) 434-3880
Fax (916) 434-3889
www.amazingfacts.org
www.net05.org

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About Registration

Has your church registered for NET '05? If not, now is the time to do so. Make sure that you receive all of the monthly updates by registering in either of the following ways:

1. Visit the Amazing Facts website and fill out the registration form online. You can do this at any time, day or night. The website address is: <http://www.net05.org> .
1. Call Adventist Communication Network (ACN) on their toll-free line, **(800) ACN-1119**, and register by phone.



REGISTER NOW!

Do not wait until the last minute—you will miss important information designed to help you, your church, and your community prepare for this exciting series.

Chapter 1

Introduction & Overview of Evangelism Plan



INTO ALL THE WORLD

“GO YE THEREFORE AND TEACH ALL NATIONS.... AND THIS GOSPEL OF THE KINGDOM SHALL BE PREACHED IN ALL THE WORLD.... THEN SHALL THE END COME.” ~ ~ Matthew 24:14, 28:19

Amazing Facts is delighted that your church is joining us for this exciting evangelistic series to be broadcast from just outside our nation’s capital. A number of unique and dynamic components promise to make this one of the most successful events on your church calendar in the coming year. We believe that with God’s help, your church can use this event to greatly multiply its influence and effectiveness.

This evangelistic series will particularly focus on the final events of Bible prophecy. You can expect a Christ-centered and biblical approach to end-time events related with Pastor Doug’s ingenious humor and down-to-earth personable style. The Washington, D.C. area was chosen in part because Amazing Facts feels that this is the center of world attention at this volatile time in earth’s history.

Our series’ focus on the final events of Bible prophecy is well-timed. Even a casual glance at tabloid headlines indicates America’s fascination with Bible prophecy. Tim LaHaye’s *Left Behind* series is finally completed and global tensions are growing. Our series promises Bible-based hope for a world living on the edge of an era of terror.

The unique title of “*The Prophecy Code*” was chosen because of the recent emphasis on “The Bible Code” and the “Da Vinci Code,” both of which have become bestsellers. Pastor Doug will present a new and intriguing look at how Christ and the Bible itself unlock the mysterious “codes” of prophecies.

WHY SATELLITE EVANGELISM?

Satellite evangelism is an affordable way for your local church to run professional meetings with an experienced evangelist. Many churches would jump at the opportunity to have Pastor Doug present an evangelistic series at their church, and satellite evangelism makes this possible. Remote audiences

watching Pastor Doug on a screen find it easy to relate to him. His style appeals to a variety of non-Adventists, and once invited to the meetings, many will keep coming.

Although this technology has only been used for a relatively short time, over half a million people have already become Seventh-day Adventist church members via SDA satellite evangelism. Only in heaven will we know how many millions of precious souls have experienced spiritual birth and revitalization through this mighty tool.

The benefits of satellite evangelism far outweigh the difficulties. Some in your church may feel that satellite evangelism has not been successful. However, most problems, especially low attendance, can be resolved! The key is thorough preparation, since satellite evangelism is primarily a *reaping event*. The challenge is that many church members, already overwhelmed with responsibilities, are bewildered by the thought of fitting something else into their schedules.

For this reason, Amazing Facts has outlined this step-by-step program to help each church maximize its influence and opportunities. From years of expert public evangelism experience, we have compiled six resources that, carefully followed, will dramatically increase your church's evangelistic effectiveness during the 2005 satellite meetings. They are:

1. **Technical Manual** (information for technical logistics of a satellite downlink of NET05)
2. **Organizational Manual** (the one you are now reading)
3. **Pre-Work Manual** (description of tools available for pre-work, and instructions on how to use them most effectively)
4. **Bible School Manual** (how to run a Bible school in your local church available upon request)
5. **Gospel Net Action Class Materials** (set of resources to run an evangelism training program, currently only available online)
6. **Spiritual Friends Manual** (how to nurture and disciple new believers, available for purchase from Amazing Facts)

These resources will provide an easy-to-follow outline of the process of running a successful satellite evangelism meeting, from pre-work to preservation of new believers. We encourage you to read the materials carefully and adapt them to your specific needs. Prayerfully consider how God can use you to reach your community in ways that will lead others to see Jesus in you and your church.

Be sure to sign up for our email updates, and to check back regularly on www.net05.org, or call ACN at **1-800-ACN-1119**.

Important Phone Numbers and Addresses

(For complete details see Technical Manual)

1. REGISTRATION

- <http://www.net05.org>
- or Call ACN at 1-800-ACN-1119.
- Online registration, update information, and news about *The Prophecy Code Seminar* (NET '05) will be added from now through February 28, 2005.

2. MATERIALS & SUPPLIES

- **Manuals:** www.net05.org or call 1-800-ACN-1119.
 - Pre-Work
 - Organizational
 - Technical
 - Bible School
- **Advertising**
 - **Color Press** (Order form at end of manual)
1-800-222-2145 or www.adventistevangelism.com/net2005
- **All Other Materials** (Amazing Facts order forms at end of manual)
 - **Training** Order Form
 - **Pre-Work/Soup & Salvation** Order Form
 - **Study Guide** Order Form
 - **Seminar** (during) Order Form
 - **Follow-Up** Order Form
- **Satellite Equipment, or Technical Support**
Call ACN at 1-800-ACN-1119 or check one of the websites: www.acn.info or www.net05.org for more information.
- **Amazing Facts Bible School**
 - Carolyn Moxley, Amazing Facts Bible School Supervisor/Coordinator, P.O. Box 909, Roseville, CA 95678; Phone: (916) 434-3880 x 3018; Fax: (916)434-3889; **OR**
 - Kurt Johnson, Voice of Prophecy Bible School Director, Box 53055, Los Angeles, CA 90053, Phone (805) 955-7659; Fax (805) 522-1760

3. AMAZING FACTS

(Anything related to *The Prophecy Code Net '05 Seminar* will be on the registration website.
P O Box 1058, Roseville, CA 95678
Phone: (916) 434-3880 Fax: (916)434-3889
Website: www.amazingfacts.org
Email: net05@amazingfacts.org

CHURCH BOARD HANDOUT

THE NORTH AMERICAN DIVISION 2005 NET SERIES

WHO: Pastor Doug Batchelor and *Amazing Facts*

WHAT: *The Prophecy Code: Bible Secrets Unlocked.* A new Bible prophecy series for those who are alarmed by recent events in the world news. “*The Prophecy Code*” is a breathtaking exploration of the end-time events of Bible prophecy. You will glimpse Jesus throughout the Bible, unlocking its prophetic mysteries.

WHEN: March 5-26, 2005 (Mondays and Thursdays off), with Sabbath morning meetings as well as evening meetings. See website for times in your location.

WHERE: From the borders of America’s capital. Host Site: General Conference Worship Room, Silver Spring, MD.

NOTES: There are many materials available to your church to promote the series and train and motivate the members. These include series materials as well as resources for pre-work and follow-up.

AMAZING FACTS WILL WORK WITH YOU EVERY WAY WE CAN TO ENSURE AN ABUNDANT HARVEST, BOTH IN BAPTISMS AND IN SPIRITUALLY REVITALIZED MEMBERS.

FOR ADDITIONAL INFORMATION GO TO:

- **CHURCH RESOURCE SITE:** www.net05.org
- **GENERAL PUBLIC SITE:** www.prophecycode.org
- **ADVERTISING MATERIALS:** www.adventistevangelism.com/net2005

Chapter 2

Getting Ready for Your Seminar

1. VOTE IN NET '05 AT YOUR NEXT CHURCH BOARD MEETING.

We have included a church board proposal sheet that gives basic information about the meeting. People will want to know the “facts,” but also will need motivation. (A few of your church board may have had negative experiences with satellite evangelism in the past.) Please refer to the previous chapter for more information on the importance of this particular satellite event. You might not have all the information at this point, but at least get a vote to hold the meeting “in principle” while you find the information that the board requests.

2. SET UP AN EVANGELISM COMMITTEE.

This group will be the driving force behind the evangelism event. They should look over the organizational and pre-work manuals and make sure they know how to prepare for and implement this evangelistic series. Here is a list of suggested persons for that committee:

- a. Pastor and/or Assistant Pastors
- b. Personal Ministries Director
- c. Elder for Evangelism
- d. Bible Worker (or someone who is interested in evangelism in your church)
- e. Church Secretary (or someone who can keep notes and work on action items)
- f. Treasurer (when available)

3. DRAFT AND VOTE A BUDGET.

We have included a sample budget and order forms that list all the resources available for you to use during these meetings. You do not need to use all the resources listed--we've included a large variety so you can pick and choose those which will best suit your particular church. Be prepared to budget in faith, as the Lord will often move on the hearts of your members to give sacrificially to the evangelism fund (especially if you make them aware of the need).

4. ORDER YOUR ADVERTISING MATERIALS FROM COLOR PRESS AND AMAZING FACTS.

Please see the included order forms. The cheapest prices on handbills are only available until December 1, 2004. Try to decide on how many handbills you will need, and order these immediately. You can discuss specific details directly with a Color Press service agent at **1-800-222-2145**. To view other materials available, please check their website at www.adventistevangelism.com/net2005.

Amazing Facts also has radio and newspaper advertising available for use in your community. A video invitation is a great way to invite people to the meetings. Be sure to check our website for the latest advertising information: www.net05.org.

5. ORDER PRE-WORK AND SEMINAR MATERIALS FROM AMAZING FACTS.

Please see the enclosed order form. Amazing Facts has special offers related directly to this series, so don't miss out on the witnessing tools, resource books and study guide materials available. Some of these materials are essential to the success of your meetings, so please consult this manual carefully before making your order. You can order directly

from Amazing Facts at 1-800-538-7275 or through our website at www.amazingfacts.org.

6. **APPOINT COMMITTEES AND COORDINATORS.**

Any successful meeting is a team effort. Included in this manual is a breakdown of the specific duties for each team member in this evangelistic series. Start choosing these people as soon as possible, so that they have time to plan their work and family schedules around this event. In smaller churches, team members often carry more than one responsibility (be careful not to overload anyone). Your evangelism committee should make sure that each coordinator is doing their part.

7. **ORGANIZE AND IMPLEMENT AN EFFECTIVE PRE-WORK PROGRAM.**

Refer to our pre-work manual, *Preparing for the Harvest*, for more information on how to get your church ready. A church reaps what the members sow. Ignite your church's evangelistic passion and encourage members to reach out to friends and neighbors. This is the road to success because: (a) they will make contacts with other people *now* so that they have a natural way to invite them to the meetings later on, and; (b) they will get *excited* about the meetings as they tell others and therefore commit to coming themselves.

Of course, each of these steps requires prayer and the leading of the Holy Spirit. The success of these meetings is ultimately determined, not by the amount of organization behind them, but by the power of God in people's hearts. Keep your church connected to the source of its spiritual strength, and you will have great success in soulwinning.

Chapter 3

Church Board Budget and Worksheets

BUDGET CALCULATION SHEET

The following are items to consider in your planning process. (NOTE: Order forms mentioned are located at the end of this manual.)

MANUALS

- Pre-Work, Organizational, and Technical Manuals FREE

EVANGELISM TRAINING MATERIALS

- See Amazing Facts (AF) order form _____

PREWORK MATERIALS

- See AF order form _____

PREWORK EVENTS AND PROGRAMS

- See *Preparing the Harvest* Pre-Work Manual for ideas _____

ADVERTISING

- Handbills (Color Press [CP] order form) _____
- Other materials (CP order form) _____
- Radio spots _____
- Television spots _____
- Newspaper _____
- Video invitations (AF order form) _____
- Other _____

SEMINAR COSTS

- Seminar materials and giveaway books (AF order form) _____
- Venue rental (if applicable) _____
- Children’s program _____
- Other _____

FOLLOW-UP PACKAGE

- AF order form _____

OTHER

- _____

TOTAL

MINISTRY TEAM COORDINATORS

Advertising Coordinator _____

Host _____

Pre-Work Coordinator _____

Prayer Coordinator _____

Greeter Coordinator

Row Host/Usher Coordinator _____

Registration Coordinator _____

Materials Coordinator _____

Technical Coordinator _____

Visitation Coordinator _____

Children's Program Coordinator _____

Music Coordinator _____

Parking Coordinator _____

Transportation Coordinator _____

Baptism Coordinator _____

Spiritual Friends Coordinator _____

Treasurer _____

Chapter 4

Advertising

ADVERTISING (Press releases copy is online at www.net05.org)**A. Repetitive Advertising**

Advertising informs people that you are having a meeting, tells where and when it will be held, and encourages them to attend. There are several ways to advertise *The Prophecy Code Seminar* (NET '05). These include:

- Personal invitations
- Mailing and personally distributing flyers
- Showing people the video handbill
- Newspaper ads
- Posters
- Radio ads
- TV ads

Generally speaking the more effective your advertising, the better you'll attract a crowd. Remember, most people need to hear or see an ad several times before they'll act upon it. SO USE AS MANY ADVERTISING METHODS AS YOU CAN AFFORD.

B. Handbills/Flyers

Handbills, or flyers, are some of the most effective means of advertising. If you are mailing handbills to your area, they should be delivered by the postal carrier on Monday, February 28, before the meetings begin.

C. Guidelines for Successful Handbill Delivery

One of the keys to successful direct mail advertising is to “grease the skids” at the destination post office(s) of the ZIP code(s) being bulk mailed. A personal pre-delivery get-acquainted visit with the postmaster or carrier route supervisor goes far in enlisting the support of the local post office. It can prevent delivery problems before they occur. For optimal results, the process requires two visits.

1. The first visit needs to be two weeks before the meeting starts.
 - a. Visit the local post office(s) that deliver(s) to the ZIP codes to which you are mailing.
 - b. Ask to speak to the postmaster or carrier route supervisor (not the bulk mail department—they handle only locally deposited mailings).
 - c. Determine for which ZIP codes the office is responsible. (Some offices serve more than one ZIP code.)
 - d. Give them a copy of the handbill. (You will want to be sure to order abundant “personal use” handbills anyway, for your church members to use in inviting people.)

- e. Enlist their support in having an on-time delivery of this date-sensitive material, with a requested in-home date of Monday, February 28. Explain that an early delivery is not helpful to this special event.
 - f. Always express appreciation for the help of the postal service, and offer your help in answering any questions which might arise. Invite them to come as your “special guests,” since they will have such a significant role in the success of this event.
2. The second visit should occur on the day of the requested delivery—Monday, February 28—to determine that the handbills have indeed arrived. (A quick check of trash cans around the post office boxes will tell you this.)
 - a. Visit with the postmaster or carrier route supervisor to make sure all the handbills have arrived and are being delivered. In the majority of cases, every ZIP code will have full coverage of residential delivery (notwithstanding a small percentage of new deliveries, changes, etc.).
 - b. Invite the postal workers, again, to be your special guests. You might plan a few words of special welcome and appreciation opening night for all the postal personnel who have helped so much.
 - c. Should there arise any major problems that cannot be worked out with the local postmaster, please feel free to contact Color Press at 1-800-222-2145 and ask for the evangelism division.
- D. **Newspaper**
Newspaper ads should be placed Wednesday, Thursday, and Friday (March 2, 3 and 4) before the meetings begin on Friday evening. The best place for an ad is on the front or back page of a section. If you can't get this, then ask for a right-hand page on the upper and outer edge. In small-town papers, page 3 on the top right is the best location. **In any paper, avoid the religion section.**
- If you have a throw-away paper in you area, small classified ads tend to work well if you place several scattered throughout the paper in various sections.
- E. **Radio Spots**
These should be broadcast, at a minimum, on Wednesday, Thursday, and Friday before the meetings begin on Friday. Buy multiple spots on the most popular station(s) in your area during the most-listened-to time of the day. If funds permit,

saturation ads work the best. In other words, place a minimum of 12-18 spots during the hours of 6 am and 7 pm on the three days leading up to the meetings.

F. **Television**

If the professionally-produced television spot available from Amazing Facts is not an option for your church, you can find many free or inexpensive bulletin-board-type announcements on your local stations. These usually have very specific word- or character-count limits, so be sure to request the station's guidelines early. Ask the station to place your announcement beginning the Monday before opening night and continuing through Sunday of the first weekend.

SECURING TV AND RADIO ADVERTISING SPOTS

- Contact your conference or local Chamber of Commerce for a list of stations in your area.
- Call the stations asking the rates for 60- or 30-second spots. Prime-time slots will be more expensive, necessitating the shorter spot.
- For each station, find out the following information in order to determine listener demographics and coverage area. (This will assist you in deciding which stations meet your coverage and financial needs.)
 - Station call letters (for membership monitoring purposes)
 - TV channel/radio frequency
 - Major city covered--get coverage map
 - Potential audience/reach (Note that "households" = audience divided by three)
 - Sister stations or repeaters
 - Only broadcast, or airing on cable, satellite or combination of these
 - Available times with corresponding rates (determine when and where your spots are to be placed, and therefore who will be listening)
 - Number of times the spot will run
 - Dates and times the spot will run
 - What format they take the spots in: CD-WAV, CD-WMA, CD-MP3, Beta SP, DV Cam, etc. (this will enable you to decide what format your spots should be produced in)
- Attempt to get a bonus time at no cost.

NOTE: If you would like sample scripts for radio and TV public announcements, please check online in January.

Chapter 5

Broadcast Information

A. Broadcasts

If you do not live in a time zone where you can watch it live, you will need to record the program earlier in the day and then replay it later for your meeting. Adventist Communications Network (ACN), in conjunction with Adventist Television Network (ATN), will be carrying the signal. For more information, please see the technical manual for how to get downlink the program at your local site.

B. Equipment

See technical manual for details, or log on to www.acn.info.

C. Evening Broadcast Schedule

This is a brief summary. See technical manual for greater details or log on to www.acn.info.

Time Zones	Broadcast	Optional Preliminaries	Main Program : Pastor Doug Preaching
Eastern	Live	7:00-7:30 p.m.	7:30-8:30 p.m.
Mountain	Tape Eastern time	7:00-7:30 p.m.	7:30-8:30 p.m.
Pacific	Rebroadcast	7:00-7:30 p.m.	7:30-8:30 p.m.
Central	Rebroadcast	7:00-7:30 p.m.	7:30-8:30 p.m.

D. Sabbath Morning Broadcast Schedule—see technical manual for details.

If you choose not to use the satellite service for your worship service, you will want to find a suitable time to show these topics. A good option would be a Sabbath School class.

- Sabbath, March 12 “The Richest Caveman”
- Sabbath, March 19 “Deadly Delusions”
- Sabbath, March 26 “Above the Crowd”

Time Zones	Broadcast	Sabbath School Program	Main Program : Pastor Doug Preaching
Eastern	Live	Not uplinked	11:00 a.m. – 12:00 p.m.
Mountain	Rebroadcast		11:00 a.m. – 12:00 p.m.
Pacific	Rebroadcast		11:00 a.m. – 12:00 p.m.
Central	Rebroadcast		11:00 a.m. – 12:00 p.m.

E. Nightly Program

Local sites can choose to downlink the “optional preliminaries” during the first half hour of broadcast. These optional preliminaries will include a welcome, question and answer sessions with Pastor Doug, and special musical selections.

F. Special Broadcasts

1. **Pastors’ Meeting Broadcasts**—To be announced
The dates for the pastors’ meeting broadcasts will be announced through *NET News* and on the NET ’05 website (<http://www.net05.org>). These broadcasts will present important information on how to have a successful meeting.

2. **Question-and-Answer Meeting Test Broadcast**—Thursday, March 3, at 7:00 p.m., ET. This is a special broadcast to make sure your equipment is operating properly, talk about NET '05, and pray for the outpouring of God's Spirit. A special call-in line will be set up for your questions and comments. All of your seminar team members and church members should attend this meeting. **Note: This broadcast is not for the general public.**

G. Broadcast Calendar

March 2005						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Sabbath
		1	2	3 Organization and Question/Answer Meeting <i>Not for General Public</i>	4 "Prophecy's Final Countdown" (Topic-Signs of the 2 nd Coming), SG#1, Mtg 1	5 "Revelation's Rapture" (Topic-2 nd Coming) SG#8, Mtg 2
6 "The Dragon's Egg" (Topic-Origin of Evil), SG#2, Mtg 3	7	8 "Blood on the Throne" (Topic-Salvation), SG#3, Mtg 4	9 "Israel's Temple in Prophecy" (Topic-Sanctuary/490 Days), SG#17, Mtg 5	10	11 "The Two Witnesses" (Topic-Law and Grace/Judgment), SG#6, Mtg 6	12 AM "The Richest Caveman" (Topic-Doug's Testimony), Mtg 7 PM "History's Greatest Hoax" (Topic-The Sabbath) SG#7, Mtg 8
13 "Revelation Reveals the Antichrist" (Topic-The Beast) SG#15, Mtg 9	14	15 "666 and The Mark of the Beast" (Topic-The Mark), SG#20, Mtg 10	16 "The USA in Bible Prophecy" (Topic-Babylon and USA), SG#21, Mtg 11	17	18 "Drowning the Old Man" (Topic-Baptism), SG#9, Mtg 12	19 AM "Deadly Delusions" (Topic-Death), SG#10, Mtg 13 PM "The Lake of Fire" (Topic-Hell), SG#11, Mtg 14
20 "The Devil Chained" (Topic-Millennium), SG#12, Mtg 15	21	22 "God's Health Plan" (Topic-Health), SG#13, Mtg 16	23 "Clothed With Light" (Topic-True Church/Rev 12), SG#23, Mtg 17	24	25 "The Truth About Israel's 144,000" (Topic-Standards), SG#26, Mtg 18	26 AM "Above the Crowd" (Topic-Commitment), SG#27, Mtg 19 PM "The Lion and the Lamb" (Topic-Heaven), SG#4, Mtg 20

Chapter 6

Ministry Team

Evangelism is a team ministry. Your evangelism will be most effective and fulfilling if you involve a team of leaders in your effort. Committed believers who have a living and loving relationship with God make the best team members. While Pastor Doug will present Bible truth each evening, it is the relationship your members and seminar team develop with people that will help them decide to follow Jesus and join your church family.

The following ministry descriptions will need to be adapted to your local circumstances. For instance, in a large church meeting there will be several greeters, but in a home seminar, one greeter is sufficient.

Pre-Work Committee. Plans an effective friendship evangelism and outreach program prior to the meetings; seeks to both train and involve church members in Operation Andrew, the “Soup and Salvation” program, various forms of friendship and creative evangelism and in pre-registration for the meetings. See pre-work manual for more information. (See also Section B below.)

Prayer Coordinator: Has a great burden for the success of the meetings and is a great “prayer warrior” and a good organizer. See pre-work manual for more information. (Remember, this person’s ministry is the foundation of all others.) (See Section C.)

Greeters. Are pleasant and helpful; attempt to make each person feel at home, at ease and welcomed. (See Section D.)

Row Hosts/Ushers. Befriends everyone who sits in their section of pews, distributing and collecting decision cards and taking up offerings. (See Section D.)

Registration and Attendance Tracking Coordinator. Uses either registration ticket books from Color Press, or quiz envelopes, doing a nightly quiz to keep track of guests. (NO QUIZ will be broadcast by satellite, so only use the quiz envelopes if you are conducting your own quiz on a nightly basis. Otherwise, you should plan to use the ticket system to hand out prizes and keep a record of your guests. If you use tickets, you will need ticket collectors.) (See Sections E and F.)

Materials Coordinator. Has materials available at the meeting location each night. (Note: AS SOON AS YOUR MATERIALS ARRIVE, MAKE SURE THAT YOU HAVE EVERYTHING YOU NEED. ORGANIZE YOUR MATERIALS INTO STACKS BY NIGHTS—otherwise it is too easy to hand out the wrong material one night, or not have the material you need on hand. Use the master list from chapter 8 to guide you about when materials are to be distributed. Post a copy of this master list for ready reference where your materials are stored. (See Section G.)

Technical Committee/Coordinator. Ensures that sound/projector and satellite equipment is functioning correctly at all times; ensures that a trained person is available each night. (See technical manual and Section H.)

Visitation Coordinator/Committee. Organizes and leads out in the visitation of non-member participants. (Note: The pastor should be intimately involved with this. The people who do the visitation should be friendly and skilled at making friendships. Often, your greeters can do the visitation. Visitation team members will also be involved in helping people make positive decisions.) (See Chapters 9 through 11 for more information.) (See Section I.)

Children's Program Coordinator. Chooses mature and reliable helpers; engages the children in interesting activities. (Note: A variety of children's programs are available.) (See Section J.)

Music Committee/Coordinator: Chooses participants and musical selections that bring the right atmosphere to the meetings. (Note: A music committee may be unnecessary in some churches who decide to simply tune into the existing music items broadcast with the satellite meetings. However, if your church has good musical talent, adding music may help to give more of a "live" atmosphere to the evangelistic meetings.) (See Section K.)

Transportation Coordinator: Makes sure that people who need rides are picked up for the meetings. (See Section L.)

Parking Coordinator: Ensures that there are enough parking attendants to direct traffic. (This is particularly important on the opening night as many people will be unfamiliar with where to park when they get to your site.) (See Section M.)

Spiritual Friends Coordinator: Cares for and nurtures new believers; organizes church to support and get to know new believers. (Note: This is the culmination of all of the effort, and the reason for doing it all. It is vital to involve them and make them part of the family of God. This will be an ongoing job.) (See Section N.)

Baptism Coordinator: Ensures that enough baptismal packages are ordered from Amazing Facts; ensures that baptismal robes and baptism tank are ready and that there are deacons and deaconesses to assist with the baptism, as well as any emergency supplies needed. (See Section O.)

Advertising Coordinator. Oversees advertising, keeping deadlines carefully; makes sure the handbills are properly delivered and posters are put up around town; organizes video invitations for members; makes sure members are inspired and instructed to invite their contacts; places radio ads, etc. See Chapter 4 for complete details.

Host. Is officially recognized as the host of the local program; officially begins the program each night with a welcome, opening prayer, and announcements. The pastor serves in this capacity very well. See Chapter 7 for more information.

Treasurer: Oversees all financial aspects of the program; keeps track of all receipts and prepares a final report for the board.

SECTION A
EVANGELISM COMMITTEE

The evangelism committee should consist of (suggested):

- + Personal Ministries Director
- + Pastor(s)
- + Treasurer
- + Representative elder
- + Coordinators as needed

The committee is responsible to:

- + Give overall direction to the plans and preparations for the meetings.
- + Meet as possible and continue to meet on a regular basis or as needed.
- + Develop an overall evangelism plan and budget.
- + Appoint committee coordinators.

SECTION B

PRE-WORK COMMITTEE

The pre-work/preparation committee should consist of (suggested):

- ✚ Personal Ministries Director or Appointed Chairperson
- ✚ Personal Ministries Secretary
- ✚ Pastor(s)
- ✚ Bible workers
- ✚ Energetic, excited, spiritual church members who have a passion for evangelism

The committee is responsible to:

- ✚ Plan an effective friendship evangelism and outreach program prior to the meetings.
- ✚ Seek to both train and involve church members in Operation Andrew.
- ✚ Recruit, train and involve church members in “Soup and Salvation” program in various forms of friendship and creative evangelism.
- ✚ Organize and train members to pre-register guests for the meetings.
- ✚ Choose leader for “Gospel Net” Action Class.

(Please note that further information on these topics is available in the Pre-Work Manual.)

SECTION C

PRAYER COORDINATOR

The prayer coordinator is responsible to:

- ✚ Organize one or more prayer bands. Each prayer band should meet regularly to pray for the upcoming meetings, for members' contacts, and for the church's spiritual readiness.
- ✚ Give at least one short presentation on the power and necessity of prayer before the seminar begins. A bulletin insert or other presentation may be appropriate.
- ✚ Have a special prayer session before the meetings begin.
- ✚ Set up a prayer request box or other system for getting prayer requests from seminar attendees.
- ✚ During the seminar, set aside a private room and gather a group each night to pray during the meeting. (A sign-up sheet at church will probably be the easiest way to facilitate this.) Prayer requests can include the speaker, the presence and action of the Holy Spirit, the spiritual welfare of guests (including those who have attended previously), any recognized problems or blessings, and requests that have been turned in.

More information on how to organize a prayer ministry in your church is available in the Net '05 Pre-work Manual.

SECTION D

USHER/GREETER COORDINATOR

The usher/greeter coordinator is responsible to:

- ✚ Arrange for the correct number of ushers and greeters.
- ✚ Prepare a seating chart of the venue, and assign ushers on the basis of one per four or five rows of attendees.
- ✚ Provide offering containers (one per row), quiz envelopes, pens/pencils, decision cards, etc. for ushers.
- ✚ Train ushers to:
 - Help people find seats.
 - Make friends and give a good first impression.
 - Distribute and collect quiz envelopes, decision cards and pens/pencils.
 - Handle possible disturbances.
 - Take up offerings (one bucket per row, so that it will be quick).
 - Bring in extra chairs if necessary.
 - Watch for need of climate control (people putting on sweaters or fanning themselves, etc.).
- ✚ Instruct greeters about:
 - Registration process.
 - Making a good first impression.
- ✚ Arrange for someone to be at the venue each evening before the meeting in time to get temperature controls adjusted and have things unlocked (at least an hour before the meeting).
- ✚ Arrange for decision cards to be provided for ushers on evenings that Pastor Doug calls for decision cards.
- ✚ Make sure that the appropriate people are ready in the front if a call is made for people to come forward. They will need to greet them, pray for them and get their names.

SECTION E

REGISTRATION AND ATTENDANCE TRACKING COORDINATOR

It is highly recommended that churches engage in a pre-registration and registration process to track their visitors. This process has been used very successfully by Amazing Facts to help create and maintain high attendance, and to facilitate effective follow-up. Amazing Facts will supply free software for those able to track attendance with a computer.

The registration and attendance tracking coordinator is responsible to:

- ✚ Print or order pre-registration cards for the congregation.
- ✚ Order ticket/registration books for the meetings.
- ✚ Train registration team beforehand on registration process.
- ✚ Be at church an hour early on opening night, and at least forty-five minutes early on following nights.
- ✚ Oversee efficient and organized registration on opening night.
- ✚ Ensure that tickets are collected at the door and put into the computer or recorded each night.
- ✚ Print out lists of registration and attendance for the visitation teams.

SECTION F

TICKET COLLECTION COORDINATOR

The ticket collection coordinator is responsible to:

- ✚ Recruit enough ticket collectors/literature distributors to have one, or preferably two, people beside each door, making sure no one goes by without registering or giving their ticket on the way in.
- ✚ Train especially in how to pleasantly insist that everyone register, both members and visitors. (If they refuse to register, of course, let them in anyway.)

(Please note that further information on these responsibilities is available elsewhere in this manual.)

SECTION G

MATERIALS COORDINATOR

The materials coordinator is responsible to:

- ✚ Be sure Amazing Facts prophecy seminar sign is set up in front of venue, and location is well marked.
- ✚ Order materials to be handed out to attendees (study guides, decision cards, offering envelopes, tickets, gift books/tapes/CDs/DVDs, etc. (See meeting order form.)
- ✚ Buy pens/pencils for ushers.
- ✚ Organize volunteers to put together literature sets for each evening.
- ✚ Double-check to make sure materials to be handed out match each night's topic.
- ✚ Appoint people to stand at each door to gather tickets as people come in. Make sure they understand how important it is to get all the tickets possible, and yet not to push or demand.
- ✚ Appoint people to stand at each door and pass out materials when attendees leave.
- ✚ Make sure materials from past nights are available each night.

See Chapter Eight of the Organizational Manual for more information on when to distribute materials.

SECTION H

TECHNICAL COORDINATOR

The technical coordinator is responsible to:

- ✚ Ensure that projector is functioning and has a spare bulb.
- ✚ Ensure that equipment is operational at least a week prior to beginning of meetings.
- ✚ Arrive at venue at least an hour early on opening night, and at least thirty minutes early on following nights.
- ✚ Ensure that sound is correctly relayed through the sound system each night.
- ✚ Check and adjust satellite equipment so that it can receive the correct incoming signal.
- ✚ Make sure that the equipment can record and play videos in case of a signal failure or delayed broadcast.
- ✚ Make sure that a screen is available and in place for projecting against each night.
- ✚ Monitor the quality of sound for distortion, feedback and loudness.

More information is available in the Technical Manual.

SECTION I

VISITATION TEAM

The visitation team should consist of (suggested):

- ✚ Pastor(s)
- ✚ Personal Ministries Director
- ✚ Elders
- ✚ Bible worker(s)
- ✚ Willing church members

RESPONSIBILITIES

The visitation team will be responsible for reaching out to seminar attendees in a personal way so as to help absent attendees to return, answer objections and clear people for baptism.

1. Invite people from the church's interest list to the meetings
2. First week of the meetings: Follow-up on those who have stopped attending meetings after the first weekend. The first visit should be both informal and brief. You will want to leave the material from the night that they've missed and invite them to come to the next meeting.
3. Second week of the meetings: Follow-up on those who have stopped attending after the first week either by phone or in person. Be prepared to answer objections on the Sabbath as well as other doctrinal issues. Also follow-up on those who have indicated an interest in baptism.
4. Third week of the meetings: Begin the clearing process for those who have been filling out decision cards. Answer objections.
5. Continue to visit good interests and baptismal candidates following the meetings.

Specific information on how to visit and what to do each week of the meetings is given in chapters nine to eleven of the Organizational Manual.

SECTION J

CHILDREN'S PROGRAM COORDINATOR

Many families simply cannot attend evangelistic meetings if there is no children's program. Children who are excited about the children's programs also tend to bring their parents back to the meetings. And children's hearts are perfect ground for sowing the seeds of the kingdom. For these reasons and more, the children's meeting coordinator is vital to the success of the overall evangelistic meeting.

The child care coordinator is responsible to:

- ✚ Organize child care for ages 0-8. If possible, have at least two separate programs, one for younger children and one for older.
- ✚ Plan an effective program either using the suggested children's program resources or your own. If possible, this should include:
 - Music
 - PowerPoint or video for children
 - Crafts
 - Activities
- ✚ Recruit at least two staff members for each childcare program each night. Make sure they will:
 - Be there at least an hour early on opening night, and at least 30 minutes early on all other nights.
 - Be able to stay until all children have been picked up. (Sometimes parents need time to ask questions after the meeting.)
 - Provide a sign-in sheet where parents sign their children's names and their own names. Be sure that the same person who signed the child in is the one who signs him or her out.
 - If possible, have training in emergency lifesaving procedures. If this is not possible, ensure that emergency instructions on dealing with choking using the Heimlich maneuver (for children) are reviewed and are prominently posted for reference in emergency.
- ✚ Organize follow-up for children who make decisions to follow Jesus. This might include offering rides for them to come to church if their parents/guardians do not object, etc.
- ✚ **Make sure you order your children's materials well in advance**

SECTION K

MUSIC COORDINATOR (optional)

In churches that decide to simply tune in to the optional preliminaries being broadcast along with the satellite meetings, a music coordinator may not be necessary. However, if your church is full of musical talent, adding music may help to enhance the “live” atmosphere for the evangelistic meetings. The music coordinator is responsible to:

- ✚ Select the participants for the pre-satellite music selections which will be presented to the local audience each night prior to satellite uplink.
- ✚ Arrange a music schedule in coordination with the pastor/platform chairperson.
- ✚ Arrange for instrumentalists/pianists to accompany or perform special music.
- ✚ Possibly plan a “music fest” of praise and worship at the end of the satellite meetings.

SECTION L

TRANSPORTATION COORDINATOR

The transportation coordinator is responsible to:

- ✚ Have phone number or contact details listed in the bulletin a few weeks in advance so that they can be contacted by any church members who are aware of people who need rides.
- ✚ If possible, make a map of locations where church members live and work, in order to find convenient rides for contacts.
- ✚ Either provide rides personally or get people's names and phone numbers, and tell them you will organize a ride for them. Call them back and let them know the arrangements you have made.
(IMPORTANT: DON'T COUNT ON SOMEONE ELSE TO CALL THEM—DO IT YOURSELF.)
- ✚ Give address or directions to homes, as well as names and phone numbers, to those who are giving rides to others.
- ✚ If using church van or other such transportation, as far as possible be sure it is in good working condition and has enough gas to get to and from the meetings each night.

SECTION M

PARKING COORDINATOR

The parking coordinator is responsible to:

- ✚ Organize adequate help to direct traffic and help with parking on opening night and following nights if needed.
- ✚ Provide umbrellas for rainy nights.
- ✚ Assign someone to check parking lot EACH NIGHT for literature placed on cars, and to remove anything unwanted.

SECTION N

SPIRITUAL FRIENDS COORDINATOR

The *Spiritual Friends* coordinator is responsible to:

- ✚ Prepare a welcoming gift for new members.
- ✚ If desired, order *Spiritual Friends* manuals from Amazing Facts.
- ✚ Match each new member or church attendee with a spiritual friend who can build personal contact and encourage them. If possible, maximize on already-built friendships and/or commonalities.
- ✚ Involve new members in evangelism and church activities.

SECTION O

BAPTISM COORDINATOR

To make sure that this is a beautiful and unforgettable experience for each person baptized, the baptism coordinator is responsible to:

- ✚ Ensure the baptismal tank is in good working condition, with no leaks, and that paint is not chipping or peeling .
- ✚ If available, make sure the heater is working.
- ✚ Clean tank.
- ✚ Ensure that baptismal robes are clean and pressed.
- ✚ Ensure that there are enough baptismal robes of various sizes to accommodate all individuals.
- ✚ Provide handkerchiefs and/or washcloths to put over baptismal candidates' faces so that they don't get water up their noses, etc.
- ✚ Ensure that changing facilities are clean and privacy is available for changing clothes. (This may necessitate spreading plastic down a hallway to a bathroom.)
- ✚ Ensure that there are extra towels in case anyone forgets to bring their own.
- ✚ Enlist a couple of deacons or deaconesses to assist candidates getting in and out of baptismal tank, as well as drying and dressing if needed.
- ✚ Purchase a gift for each person being baptized. A card, rose or other symbolic memento may be appropriate.

Chapter 7

How to Host a Successful Meeting

On each night, the host should:

1. Make sure the satellite series sign or banner is posted, identifying the meeting location.
2. Turn on inside and outside lights at least 45 minutes before starting time.
3. Either:
 - a. Option #1 - Supervise a live local program 30 minutes before the sermon time if you are not downlinking the optional preliminaries, or
 - b. Option #2 – Supervise downlink of the entire program, including the optional preliminaries.
4. Share the basic schedule with members:
 - a. Local welcome and announcements, offering (if desired) and prayer.
 - b. 30 minutes – (optional quiz), music and question and answer time.
 - b. 60 minutes—main program with Doug Batchelor
 - c. Close with a “Thank you and good night.”
5. If possible, arrange the meeting room with fewer chairs than people expected, but leave space to add more chairs as necessary. (Empty chairs can be discouraging.)
6. Have Bibles on hand in case people don’t have Bibles or forget to bring theirs.
7. Each evening have the suggested lesson guides and recommended materials ready to distribute to people as outlined in Chapter 8.
8. Help ensure that greeters:
 - a. Warmly welcome *everyone* as people arrive. (Encourage all church members to show a natural friendliness to all your participants.)
 - b. Ask each new person to register and sign the *Registration Survey Sheet* (copies available with your registration ticket books, or look for a sample online at www.net05.org).
 - c. Assist in making each visitor relaxed and comfortable.
 - d. Direct to locations of restrooms, drinking water and coat racks, if applicable.
9. *Be attentive to special instructions by Doug Batchelor during appeals.* (For example, in an altar call the host should immediately move forward and stand beside the television or screen facing the audience, to receive those who feel the desire to respond.)
14. Thank the audience for coming. Encourage them to return on the next meeting date. Remind them of the topic, particularly if it has not been covered by Pastor Doug, keeping closing remarks gracious but to a minimum.
15. *Never* make any church announcements during your closing remarks, as this is often confusing to your guests.
16. Visit with people as they leave.

Chapter 8

Distribution of Materials

List of Nightly Topics

Since not all of the topics are listed on the handbill, you will want to hand people a list of the upcoming topics as they leave **after the opening night's presentation**. The final copy of the nightly topics can be found online at www.net05.org. (In case of last-minute changes, please double-check just prior to the meetings.) If you do not have access to the Internet, please contact ACN at 1-800-1119 for the nightly schedule. Letterhead paper for photocopying the schedule is available from Color Press.

Quiz Envelopes (if you are using this system):

As visitors enter, pass out quiz envelopes. (NOTE: Pastor Doug **will not** be giving a quiz; however, sample quizzes will be available online during the meetings. The pastor/host at **your site** will give the quiz based on the previous night's presentation.) Quiz envelopes will be collected immediately after the quiz, and the gift drawing can be made from either these or the previous night's quiz envelopes. The envelopes will enable you to keep a record of your attendance.

Gift Books

Gift books should be distributed nightly at the meetings.

Handouts and Study Guides

As people leave each night, they should receive that night's handouts and study guides. (Amazing Facts also offers supplemental booklets that your church can order to help answer questions on difficult topics.)

It is vital to organize and label your materials according to nights needed, so they will be easily accessible during the meetings. Nightly handouts will need to be printed from the Internet and photocopied. These handouts will be available at www.net05.org in February, 2005. If you do not have access to the Internet, please contact ACN at 1-800-1119 for a complete set of the nightly handouts.

Pocket and Reference Books

In addition to the nightly handouts and study guides, you may want to invest in reasonably priced pocket and reference books that you can give to your guests to answer any questions that they have about a particular topic. If your church can afford it, we recommend handing out pocket books to your audience as they leave so that they can study the message more fully for themselves.

Visitation Books

In addition to nightly handouts, you will need to have the following books available for the *visitation team* (please see chapter nine for more information). These books will not be handed out in the evenings, but will be personally delivered by the visitation team.

March 8	<i>The Drummer Boy's Prayer</i>
March 12	<i>Deathwatch in Siberia</i>
March 18	<i>Remember Lot's Wife</i>

Nightly Handout Guide

March 4 – 26, 2005

No.	Date	Topic	Title	Study Guide Handout	Extra Resources
1	Fri 4	Signs of SC Bible	Prophecy's Final Countdown	Is There Anything Left You Can Trust? SG#1	Faithful Witness The Two Witnesses
2	Sat 5	Second Coming	Revelation's Rapture	Ultimate Deliverance SG#8	Vanishing Saints Anything But Secret
3	Sun 6	Origin of Evil	The Dragon's Egg	God Create the Devil? SG#2	CD-Final Events
4	Tue 8	Salvation	Blood on The Throne	Rescue From Above SG#3	Can a Saved Man Choose to Be Lost
5	Wed 9	Sanctuary/ 490 Days?	Israel's Temple In Prophecy	God Drew the Plans SG#17 Right on Time SG#18	Pending Your Case Blood Behind the Veil
6	Fri 11	Law & Grace /Judgment	The Two Witnesses	Written in Stone SG#6 Is Obedience Legalism SG#14	God's Law & God's Grace Does God's Grace Blot out the Law
7	Sat 12 am	Doug B. Testimony	The Richest Caveman		Richest Caveman
8	Sat 12 pm	The Sabbath	History's Greatest Hoax	The Lost Day of History SG#7	Truth About the Sabbath God Said Remember Is Sunday Really Sacred
9	Sun 13	The Beast	Revelation Reveals The Antichrist	Antichrist is Alive Today SG#15	Scarlet Woman Beast, Dragon and the Woman
10	Tues 15	The Mark	666 and The Mark of the Beast	Mark of the Beast SG#20	Beast Who Will Worship It
11	Weds 16	Babylon and USA	The USA in Bible Prophecy	USA in Bible Prophecy SG#21 The "Other" Woman SG#22	America & the Ten Commandments
12	Fri 18	Baptism	Drowning The Old Man	Purity and Power SG#9	Is Baptism Really Necessary
13	Sat 19 am	Death	Deadly Delusions	Are the Dead Really Dead? SG#10	Absent From the Body Grave Errors About Death Rich Man & Lazarus Spirits of the Dead
14	Sat 19 pm	Hell	The Lake Of Fire	Is the Devil in Charge of Hell? SG#11	Hell Fire
15	Sun 20	Millennium	The Devil Chained	1000 Years of Peace SG#12	Satan in Chains
16	Tues 22	Health	God's Health Plan	God's Free Health Plan SG#13	Hogs & Other Hazards Death in the Kitchen
17	Weds 23	True Church Rev 12	Clothed With Light?	The Bride of Christ SG#23	Search For the True Church
18	Fri 25	Standards	The Truth About Israel's 144,000	A Love That Transforms SG#26	Christian and Alcohol Who Will Sing the Song? Jewelry, How Much?
19	Sat 26 am	Commitment	Above The Crowd	No Turning Back SG#27	Point of No Return
20	Sat 26	Heaven	The Lion And Lamb	A Colossal City in Space #4	Heaven Is It For Real?

Chapter 9

Visitation Schedule & Approaches

If possible, each attendee should be visited at least three specific times during the series. Pastor Doug will offer your guests special gift books, and if they are interested, they will indicate this on their decision cards. **The next day or two following the offer, they should be visited and given their book. THIS VISIT IS VERY IMPORTANT!** It may be helpful to read Chapter 11 on *How to Help People Make Positive Decisions* before you make these visits. Row hosts are sometimes the best people to make these visits, since they know the attendees. If they cannot, however, your visitation team, greeters or the pastor are the next best. In either case, it is good to have the pastor along if at all possible since he will be crucial in the decision-getting process.

I. Home Visitation

A. March 4-7

1. Visit those who have missed two nights in a row. Take them the written material they have missed, and invite them back. If possible, have door hanger bags in which to leave material if they are not at home.

B. March 8-11

1. On March 8, Pastor Doug will offer the guests a special gift book, *The Drummer Boy's Prayer*. (Note: Do **not** give out the book on this night.) The next day, personally deliver the gift book to their homes. When they answer the door, introduce yourself as a representative of *The Prophecy Code Seminar*, and assure them that you just want to deliver their free gift book. Tell them how the book has blessed you, and visit for a moment on the doorstep. (It is best not to go into the house on this visit.) (An alternative approach to the in-home visit is given at the end of this section.)

Sample conversation: "Hello, Mrs. Jones. My name is _____. I'm with *The Prophecy Code Seminar* that you have been attending. I just want to drop off your free gift-book that Pastor Doug offered the other night. (Hand the book to them.) I couldn't put it down when I read it. Well, I must go. It's been very nice having you attend the Seminar. I trust it's been a blessing to you. I'll see you at the next meeting."

If you are invited in, it is best to kindly decline the offer on this visit. "Thank you so much for the invitation, but I have other homes to visit to deliver their books. Do you have any prayer requests before I go?" The purpose of this visit is a brief, friendly contact.

Hand-deliver materials (from nights missed) to the homes of those who have missed two nights in a row, and invite them back. Be alert to any sign that they've stopped attending due to doctrinal issues. If you sense this is their problem, then try to get them to talk about it. Listen carefully

to what they say and make sure that you do not get into an argument over the particular topic. You may want to have a gift book on the rapture to leave with them, since this is probably the first doctrinal struggle they will have to face.

C. March 12-17

1. On March 12, Pastor Doug will offer the guests another special gift book, *Deathwatch in Siberia*. (Note: Do **not** give the book out this night.) The next day, personally deliver this book to their homes. If you are invited into the home during this visit, accept the invitation.

The purpose of this visit is to make friends with people, to discover if they understand what they've been learning, and to see if they understand the Sabbath. Do not be concerned if they have not made a decision for the Sabbath yet. At this stage, you simply want to make sure they understand the topic. **DO NOT URGE A DECISION FOR THE SABBATH DURING THIS VISIT.**

Key questions to ask during this visit:

- How have you been enjoying the meetings?
- Do you have any questions about what you've learned?
- Is it clear to you that the Bible Sabbath is Saturday?

If there are questions that you are not prepared to answer, you can say, "That is a good question. I'm not completely sure of the answer. Maybe we can ask Pastor Doug." You can submit questions online so that Pastor Doug can answer them during his question and answer sessions.

NEVER argue with a person about his or her opinion or beliefs. Let the Holy Spirit convict and convert them. Read Chapter 11 on *How to Help People Make Positive Decisions* before making this visit.

2. Again, visit those who have missed two nights in a row. Take them the written material they've missed and invite them back.

D. March 18-26

1. On March 18, Pastor Doug will offer the book *Remember Lot's Wife*. (Note: Do **not** give the book out this night.) The next day, personally deliver this book to interested visitors' homes.

The purpose of this visit is to ascertain if the person is accepting truth or needs any questions answered, and to encourage them to follow Jesus by faith.

Depending upon how frequently they have attended, by this time attendees likely have heard most of the seminar messages and are being convicted by the voice of the Spirit. During your visit, you will want to learn how they are responding to conviction and encourage them to trust and obey Jesus.

Key questions:

- Have they marked a decision card for baptism or church membership? If so, work on setting a date for their baptism or profession of faith.
- Do they have any special circumstances that need to be resolved if they plan to keep the Sabbath, be baptized, etc.?

Be sure to visit those who have missed two nights in a row and bring them the written material they've missed. Help them with any questions they might have.

2. This week you will need to work very closely with the people who have attended regularly. Encourage them to trust and obey God. Use the material in Chapter 11 on *How to Help People Make Positive Decisions*.

3. **If possible, schedule people to be baptized the following Sabbath, March 26.** For those who are not ready, continue to work with them and encourage them to be baptized the Sabbath after that.

II. On-Site Visitation

A. Alternative approaches for city and other locations where visitation may not be practical

1. Visitation leaders or pastors should call those individuals who have indicated on their envelope that they want the free gift. The purpose of the call is to set up an appointment with them at the meeting site to deliver their book. This will provide an opportunity to put names with faces, get

acquainted, answer questions, etc. Avoid a mass distribution of the books; maximize the potential of establishing relationships.

2. In very large churches, row hosts (church members with good people skills and a love for personal evangelism) are assigned specific rows to host. They get acquainted with those who sit in the areas, answer questions, and provide for any needs. They hand out free gift books after the meeting to those who desire them, taking a few minutes to enhance relationships and answer questions.

Chapter 10

How to Help People Make Positive Decisions

(Amazing Facts extends special thanks to Mark Finley and HART Research Center for permission to use the material in this chapter.)

**HART Research Center
P.O. Box 2377
Fallbrook, CA 92088**

I. Introduction.

A. Expect Decisions!

1. Helping people decide to do something about the truths they have been studying and accepting is often the most difficult part of soul-winning. Many individuals are led to study God's Word and believe the truths that are presented, but never take any action to bring their lives into conformity to these teachings.
2. Leading people to decide for something that is often unpopular, out of step with society, and threatening to their financial well-being is not an easy task. It is, indeed, a science and a most vital part of soul-winning. The principles and techniques of this science are discussed in this section.
3. Here is our Lord's promise:
"When we give ourselves wholly to God, and in our work follow His directions, He makes Himself responsible for its accomplishment." *Christ's Object Lessons*, p. 363.

II. Practical Principles

A. Inspired secrets to success

1. "There is need of coming close to the people by personal effort. If less time were given to sermonizing and more time were spent in personal ministry, greater results would be seen. Accompanied by the ...
 - power of persuasion
 - power of prayer
 - power and love of God... this work will not, cannot, be without fruit." *The Ministry of Healing*, p. 143, 144.
2. "There are great laws that govern the world of nature, and spiritual things are controlled by principles equally certain. The means for an end must be employed if the desired results are to be attained." *Testimonies for the Church*, Vol. 9, p. 222.

III. Techniques and Approaches for Leading People to a Decision

A. Principles for Gaining Decisions

1. Be agreeable. Discuss those features of truth on which you can agree.
 - a. “If the worker keeps his heart uplifted in prayer, God will help him to speak the right word at the right time.” *Gospel Workers*, p. 120.
 - b. “Agree with the people on every point where you can consistently do so.” *Evangelism*, p. 141.
2. Be alert. Watch for indications that reveal the trend of the thoughts. Help the individual to develop his own conclusions. Remember—you are building a bridge, so drive down one pile at a time.
 - a. “The sacred responsibility rests upon the minister to watch for souls as one that must give an account. He must interest himself in the souls for whom he labors, finding out all that perplexes and troubles them and hinders them from walking in the light of the truth.” *Gospel Workers*, p. 190, 191.
3. Be direct. Move straight on to your objective. Avoid getting sidetracked. Keep the person’s thought progression toward the goal, but do not go too fast.
 - a. “The secret of our success and power as a people advocating advanced truth will be found in the making of direct, personal appeals to those who are interested.” E.G.W., *Advent Review & Sabbath Herald*, August 30, 1892.
 - b. “Many times minds are impressed with tenfold more force by personal appeals than by any other kind of labor.” E.G.W., Letter 95, 1896.
4. Be kind and courteous. Remember that Jesus was always courteous. He never spoke an unkind word. Every morning He was given the tongue of the learned (Isaiah 50:4).

- a. “He knew ‘how to speak a word in season to him that is weary’; for grace was poured upon His lips, that He might convey to men in the most attractive way the treasures of truth.” *The Desire of Ages*, p. 254.
 - b. “Into what you say put the spirit and life of Christ.” *Evangelism*, p. 175.
 - c. “Put all the Christ-like tenderness and love possible into the voice.” *Evangelism*, p. 174.
5. Never argue. It is possible to win the argument and lose the man. A good soul-winner never argues.
- a. “Satan is constantly seeking to produce effects by rude and violent thrusts; but Jesus found access to minds by the pathway of their most familiar associations. He disturbed as little as possible their accustomed train of thought.” *Evangelism*, p. 140.
6. Meet objections with Scriptures. Jesus met arguments of the Pharisees and the temptations of the devil by quoting from the Word of God. To every fresh challenge He could reply, “It is written.” And we will find our strength where the Saviour found His.
- a. “Objections can each be met with a ‘Thus saith the Lord.’” E.G.W., Letter 95, 1896.
- B. The Time for Decision is Now!
1. “Bring them to the point to decide. Show them the importance of the truth; it is life or death. With becoming zeal pull souls out of the fire.” *Testimonies for the Church*, Vol. 1, p. 152.
 2. “Many are convicted of sin, and feel their need of a sin-pardoning Saviour ... if words are not spoken at the right moment, calling for decision from the weight of evidence already presented, the convicted ones pass on without identifying themselves with Christ, the golden opportunity passes, and they have not yielded, and they go farther and farther away from the truth.” *Evangelism*, p. 283.
 3. Salvation is in the present tense.
 - a. “Today if ye will hear His voice harden not your hearts.” Hebrews 3:15.

- b. “Behold, now is the accepted time; behold, now is the day of salvation.” 2 Corinthians 6:2.
 - c. “Many will be lost while hoping and desiring to be Christians. They do not come to the point of yielding the will to God. They do not now choose to be Christians.” *Steps to Christ*, p. 48.
 4. Recognize the time factor involved in calling for a decision.
 - a. Decisions must be called for when conviction comes.
 - b. “When persons who are under conviction are not brought to make a decision at the earliest period possible, there is danger that the conviction will gradually wear away.” *Evangelism*, p. 298.
 - c. Not everyone comes under conviction at the same point.
 5. Present Jesus as the One who is calling for their decision.
 - a. “Talk to souls in peril and get them to behold Jesus upon the cross dying to make it possible for Him to pardon us.” *Testimonies for the Church*, Vol. 6, p. 67.
 - b. Acceptance of Christ is essential to all other major decisions.
 - c. Avoid presenting the church or yourself as calling for decision.
 6. Employ Scripture as a basis for all appeals.
 - a. “Be very careful how you handle the Word, because that Word is to make the decisions with the people. Let the Word cut and not your words.” *Evangelism*, p. 300.
 - b. Clear Scripture appeals carry tremendous force.
 7. Employ prayer as a means of calling for decision.
 - a. Pray for the person to have courage to make a decision.
 - b. “Pray with these souls, by faith bringing them to the foot of the cross. Carry their minds with your mind and fix the eye

of faith where you look upon Jesus, the sin bearer. Get them to look from their poor sinful selves to the Saviour and the victory is won.” *Testimonies for the Church*, Vol. 6, p. 67.

- c. Ask them to pray, if appropriate.
8. Never close the door on a soul’s salvation.
- a. The Holy Spirit may wait to bring conviction under more favorable circumstances.
 - b. The individual may not understand the point at issue.
 - c. Make friends for God, not enemies.

IV. The Science of Securing Decisions

A. A Study of How the Mind Works

- 1. Every gospel worker needs to understand clearly how the human mind works in making a favorable decision. This is basic in securing decisions. This has been pointed out in the instruction from the Spirit of Prophecy.
- 2. In order to win souls to Jesus there must be “a study of the human mind.” *Testimonies for the Church*, Vol. 4, p. 67.
- 3. “There are great laws that govern the world of nature, and spiritual things are controlled by principles equally certain. The means for an end must be employed, if the desired results are to be attained.” *Testimonies for the Church*, Vol. 9, p. 221.

B. Knowledge, Conviction, and Desire Lead to Decisions

- 1. Decisions stem out of the interplay of knowledge, conviction, and desire in a person’s mind. This is true according to Scripture and science. When a person’s knowledge, conviction, and desire in reference to a given subject reach a certain intensity, the mind moves into decision and action in regard to it.
- 2. Since knowledge, conviction, and desire lead to decision, the sermons, the Bible studies, and the personal talks should be an artful interweaving of the factors of desire and conviction in respect to the given subject. This is needed for bringing about the

requisite interplay of knowledge, conviction, and desire that will result in acceptance, decision, and action.

3. As we analyze certain Bible texts, we discover that some are especially designed to bring knowledge, others to bring conviction, and still others to bring desire. And often the same text has in it the elements of all three. We need to focus on these texts that will implant conviction and at the same time arouse desire for accepting and following God's great principles as we present them in our Bible studies to the student.

C. The Direct Personal Appeal in Conjunction with Knowledge, Conviction, and Desire

1. Effective personal work is based on an adherence to a cluster of God-ordained principles, or spiritual laws. One of the most important is the use of the direct, personal appeal. It is the secret of success in dealing with interested people.
2. "The secret of our success and power as a people advocating advanced truth will be found in making direct, personal appeals to those who are interested, having unwavering reliance upon the Most High." *Advent Review & Sabbath Herald*, August 30, 1892.

D. Paul Used the Direct Personal Appeal

1. One of the best illustrations of the principles involved in this direct, personal appeal is Paul's appeal to Agrippa, as recorded in Acts 26:22-28.
2. Use of the Knowledge of the Word
 - A. Paul prepared the way for making the personal appeal by an effective use of the Word. His appeal was based on the teachings of the Scriptures (Acts 26:22, 23).
3. Personal Experience Creating Desire
 - A. The appeal should be connected with, or grow out of, the person's own experience and knowledge. Paul used his own testimony as to how he found Christ and what He was to him. What was the reaction to Paul's testimony?
 - B. "The whole company had listened spellbound to Paul's account of his wonderful experiences. The apostle was

dwelling upon his favorite theme. None who heard him could doubt his sincerity.” *Acts of the Apostles*, p. 437.

4. Appeal Directed to Agrippa’s Convictions
 - A. Paul directed his appeal to Agrippa’s convictions, taking the form of a question. He designed to bring home to Agrippa a realization of his personal responsibility (Acts 26:27, first part).
 5. Bringing the Mind to the Desired Conclusion
 - A. Paul’s appeal is concluded by expecting that Agrippa will respond (Acts 26:27, last part). It was an appeal at an opportune moment. Was Agrippa moved?
 - B. “Deeply affected, Agrippa for the moment lost sight of his surroundings and the dignity of his position. Conscious only of the truths which he had heard, seeing only the humble prisoner standing before him as God’s ambassador, he answered involuntarily, ‘Almost thou persuaded me to be a Christian.’” *Acts of the Apostles*, p. 438.
- E. Using Bible Texts as Direct Personal Appeals
1. We should use those texts that are best designed for securing the desired results. We are to become scientific workers in the matter of reaching people with the truth of God. See *Testimonies for the Church*, Vol. 4, p. 93.
 2. Examples of how certain Bible texts can be used in direct personal appeals.
 - a. For decision to become a Christian:
 - 1) “I would like to have you notice what Jesus says to you in Revelation 3:20. ‘Behold I stand at the door and knock: if any man hear my voice, and open the door, I will come in to him, and will sup with him, and he with me.’ Jesus wants to come into your heart and make your life what it ought to be. You want Him to do this, don’t you? You are ready now to open the door and let Him in, aren’t you?

- 2) Texts for desire to accept Christ: Isaiah 1:18; Matthew 11:28; Hebrews 7:25; Psalm 34:8; Romans 5:1; John 1:12; 2 Corinthians 5:21.
- 3) Texts for conviction to accept Christ: Acts 16:30, 31; John 3:16; Isaiah 53:6; Matthew 16:26; John 8:24; Acts 4:12.

b. For decision to keep the Sabbath:

- 1) Is your objective to get a decision for keeping the Sabbath? Then focus on the conviction that the seventh day should be kept holy, and at the same time arouse a desire for doing it.
- 2) Texts for conviction to keep the Sabbath: Exodus 20:8-11; James 2:10; Luke 6:46; Matthew 15:9; 1 Peter 2:21; Mark 2:27; 1 John 2:3, 4.
- 3) Texts for desire to keep the Sabbath: Hebrews 5:9; John 15:14; Revelation 22:14; Isaiah 48:18; Isaiah 58:13, 14; Isaiah 56:1-6; Ezekiel 20:12; Psalm 40:8.
- 4) Example: “When you think how Jesus gave Himself for you on the cross, you can’t help loving Him. I know that you love Jesus. Here in John 14:15, Jesus says to you, ‘If you love Me, keep My commandments.’ Now that you see that one of His commandments is to keep the seventh day of the week, or Saturday, you are going to start keeping it because you love Him, aren’t you?”

c. For decision to unite with God’s remnant:

- 1) Texts for decision to unite with God’s remnant: Revelation 18:4; John 10:26, 27; 2 Corinthians 8:12; Luke 14:33.
- 2) Example: “The Bible foretold that in the last days the Lord will gather out a special people to keep His commandments. In Isaiah 27:12, God declares that He will gather them one by one. Don’t you want to be one of those whom the Lord is gathering for His kingdom?”

F. Failure to Use the Direct Personal Appeal

1. “General invitations are given; but not enough definite and personal invitations. If more personal calls were made, more decided movements would be made to follow Christ.” *Advent Review & Sabbath Herald*, August 15, 1899.
- G. Build on Their Responses
1. Watch for the opportunity to build on the responses and admissions of your student as you study from the Bible. We should endeavor to turn their admissions and acknowledgments into steps that will lead them to make a decision. This is a case of utilizing the principle of bringing a person’s mind to the desired conclusion by building successively on his own responses and admissions, as you and he talk back and forth. Often while studying with a person, he will of his own accord state that the teaching is true and that it is right.
 2. Example:
 - a. He may say, “You folks certainly have the Bible on your side for keeping the seventh day.” This is your opportunity to reply, “I am glad you see the truth about the right day to keep. It’s fine to know the real truth about the right day to keep. Do you know what is the next thing the Lord wants you to do?” Then turn to Luke 11:28, “But he said, Yea rather blessed are they that hear the Word of God, and keep it.” Then say, “Notice Jesus pronounces His blessing on those who hear His Word and keep it, or obey it. So now that you see that the seventh day is Christ’s day, the next thing is to keep it for Jesus.”
- H. Illustrations, Incidents, and Narratives from the Bible for Decisions
1. The Bible contains many illustrations, incidents, and narratives that can be made the basis for powerful, direct appeals to interested people whose cases or situations are parallel to the experiences set forth in the Bible.
 2. Some illustrations of this principle:
 - a. Israelites crossing the Jordan (Joshua 3). Use in relation to the person who is willing to begin to keep the Sabbath if God will open the way in his home or work.
 - b. The two builders (Luke 6:46-49). Use in relation to those who admit that the Sabbath is right, but make no move to keep it.
 - c. The prodigal (Luke 15). Use in relation to the backslider who feels he has gone too far for the Lord to receive him back.
- I. Miscellaneous Texts for Certain Situations

1. For not allowing family or friends from keeping one to obey present truth: Matthew 10:37, 39; Luke 12:51-53; Galatians 1:10; Ezekiel 14:20.
2. For encouragement in the trials one may have in coming to Christ: Acts 14:22; John 15:18-20; 1 Peter 4:12-16; Luke 6:22, 23; Isaiah 41:10.
3. For full surrender: Luke 14:33; 2 Corinthians 8:9; Numbers 32:11, 12.
4. For those who are striving to overcome evil habits: Jude 24; 1 John 5:14; James 4:7; Philippians 4:13.
5. "In working for the victims of evil habits, instead of pointing them to the despair and ruin toward which they are hastening, turn their eyes away to Jesus. Fix them upon the glories of the heavenly. This will do more for the saving of body and soul than will all the terrors of the grave when kept before the helpless and apparently hopeless." *The Ministry of Healing*, p. 62, 63.

V. Removing Obstacles to Decision

A. What Can Be Done If a Person ...

1. Cannot or will not decide
 - a. The person must not be left offended or unapproachable.
 - b. We must remember that we are only instruments. The Holy Spirit leads people to make decisions.
2. Is indifferent and seems to have no convictions
 - a. We must be in earnest and make scriptural calls for a decision.
 - b. If unable to get response, leave in the Lord's hands.
3. Feels self-righteous and that he treats his neighbors right
 - a. Use mainly scriptural appeals, waiting for his response before you proceed.
 - b. Isaiah 6:1-5; Romans 3:10; 5:19.
4. Thinks it unnecessary to join a church
 - a. God's purpose in ordaining the church on earth
 - 1) Hebrews 12:23—general assembly, church of the firstborn
 - 2) 1 Timothy 3:15—church of the living God (duty of the church to protect truth)
 - 3) Malachi 3:10—bring the tithe into the storehouse.
 - b. Advantages of church membership
 - 1) 1 Corinthians 1:2, 10—brings out unity
 - 2) 1 Corinthians 11:18—speaks about coming together in church.
 - 3) Acts 12:1-5—strength in unity

- 4) Ephesians 1:22, 23—Christ is the head of the church (Colossians 1:18)
- 5) 1 Corinthians 12:18, 25—comparison carried further
- 6) 1 Corinthians 12:12, 13—baptized into one body
- 7) Mark 16:15, 16—membership very essential
- 8) Matthew 18:17, 18—what we bind on earth
- 9) John 15:4—Ye abide in Me
- 10) Revelation 22:16—Jesus speaks to the churches
- 11) Acts 2:37, 38, 47—added to the church daily

VI. Four Basic Appeals

- A. Picture the love of God and the death of Christ for the individual. Love—Romans 5:6, 7.
- B. Stress the influence of a decision on loved ones and friends. Example—Romans 14:7.
- C. Impress the thought that there will be only two classes at the end of the world, the saved and the unsaved. Choice of life or death—Matthew 7:13, 14.
- D. Show the danger of delay and the closing of opportunity to be saved. Don't delay—Matthew 25:10; 2 Corinthians 6:2.

VII. Dealing With Objections

- A. **Objections Give Insight**
Throughout the evangelistic series, people will raise questions regarding the new truths they are learning. Sometimes their objections may be extremely strong. This does not mean they are not interested. It may mean the Holy Spirit is deeply convicting them and they are confused. Deal with them kindly, lovingly, and positively. Listen to their objections, seek God for wisdom, and kindly answer their questions from the Bible.

Very few people make up their minds to unite with the church without a struggle. We are asking them to make a major decision that will have personal, economic, and social consequences. They need help to decide correctly. They are constantly considering the consequences they will or might experience if they do what Jesus wants them to do. Since they must make a personal evaluation of these consequences, only they know what is really hindering them. Some of their reasons are nonexistent in reality. Some can be overcome through action based on faith in God. Some are definite, tangible problems with which they will need practical help. Your student does not know this, and only as you get him to express himself will you know how to help him make the right decision.

- B. **Discovering the Obstacles or Problems**

1. “The sacred responsibility rests upon the minister to watch for souls as one that must give an account. He must interest himself in the souls for whom he labors, finding out all that perplexes and troubles them and hinders them from walking in the light of truth.” *Advent Review & Sabbath Herald*, August 30, 1892.
2. “The minister must know the nature of the difficulties in the minds of the people, that he may know how to give every man his portion of meat in due season.” MS, 4/1893.
 - a. If you do not know what is holding a person back from accepting Christ, keeping the Sabbath, attending church, receiving baptism, etc., you can visit endlessly and never help the person decide to take his stand and unite with the family of God. You must find the obstacle and then find a way to help the student solve the problem or bring tests to bear upon his problems.
 - b. “Many a laborer fails in his work because he does not come close to those who most need his help. With the Bible in hand, he should seek in a courteous manner to learn the objections which exist in the minds of those who are beginning to inquire, ‘What is truth?’ Carefully and tenderly should he lead and educate them, as pupils in a school.” *Gospel Workers*, p. 190.
 - c. “Your success will not depend so much upon your knowledge and accomplishments, as upon your ability to find your way to the heart.” *Gospel Workers*, p. 193.
 - 1) By coming close to your student and winning his confidence, he will feel safe in expressing his feelings and problems to you. Encourage a give-and-take dialogue. Listen to what the student is saying. Encourage him to express his opinions on the topic being discussed. Even if his ideas are preposterous, listen kindly while asking tactful questions. You might say, “I’m glad you expressed yourself.” Or, “I know that God has the answer; let’s just pray and ask God to help us find a solution.” This puts you in a different light; it isn’t you on one side and the student on the other. You are on his side asking God for the answer.
 - d. If the student says he does not agree with some point of truth, you might say, “I’m glad you expressed yourself. Let’s discuss whatever section you didn’t quite agree with. Perhaps I can help you.” NEVER ARGUE. You may win the argument, but lose the person. Dwell on the affirmative, not the negative points.

- e. “If the worker keeps his heart uplifted in prayer, God will help him to speak the right word at the right time.” *Gospel Workers*, p. 120.

C. Heading Off Objections

1. The most desirable plan is to answer objections before they are raised because once an individual has made a statement or offered an objection, he likes to defend that point.
2. Anticipate an objection by posing it as a question (before they do) and then answer it with Scripture.

D. When Objections Do Arise

1. Often it is a request for more information.
2. Give short, concise answers, asking if the answer clears up the issue.

E. The Most Effective Way to Answer Objections—FFF

1. Feel—“I understand how you feel.”
2. Felt—“Many others in your present situation have felt exactly the same way.”
3. Found—“But, they have found...”

F. How to Find the Open Door in an Objection

1. An objection contains an open door to decision that you should not ignore.
2. You can turn every objection into a decided advantage.
3. There is a definite technique for discovering the open door and passing right through it to a favorable decision.
4. Here is the procedure:
 - a. Listen carefully to the objection.
 - b. Make sure you have an objection and not an excuse by asking if that is the only reason for not deciding. Often I will ask, “If this issue was cleared up, would you then see your way clear to accept Christ ... keep the Sabbath ... be baptized, etc.? Is this the only thing that holds you back?”
 - c. Ask the student’s reason for the objection.
 - d. Show the student you understand the objection by repeating it in your own words. Examples:
 - 1) Do I understand that the issue which is really holding you back is the opposition of your husband?

- 2) Do I have it correctly that what really is concerning you is that you feel too weak to be a Christian? You feel that you are not good enough?
- 3) Do I sense your concern adequately that if you keep the Sabbath you will lose your job?
- e. Get a commitment that if the objection could be removed, he would decide immediately.
- f. Answer the objection.
- g. Get the decision.
5. Some have asked me what happens when a student says, "That is not my only reason." When that happens, find out what the other reasons are. The last reason given is almost always the important one and is the one you should answer. The first reason is usually an excuse, and you should remember the rule that you should never spend time answering excuses.
6. When I am convinced that the person is not ready to make a decision this time, I always leave the person approachable for next time. My final question is: "Would you like me to pray and ask God to show you the right thing to do and to help you do it?"

G. Answering Objections with Texts

1. It isn't possible to know beforehand what particular objection, excuse, or hindrance to decision you will have to meet with your student, but there are a few general or familiar ones:
2. Job
 - a. "I'll lose my job."
 - b. "I can't support my family if I don't work on Saturday."
 - c. "I can't find another job."
 - d. Texts: Matthew 6:30-33; Psalm 37:3, 25; Isaiah 65:13, 14; 1:19, 20; actual, personal testimony good to use here.
3. Business
 - a. "Saturday is my best day for business."
 - b. "My business will be ruined if I close Saturdays."
 - c. "I'm in debt. I need all the money I can make."
 - d. "I'll never get ahead in the business world."
 - e. Texts: Matthew 16:26; Psalm 37:16; Mark 16:8; 8:35; John 6:27; Isaiah 56:2-5; Luke 12:19, 20; sharing your personal experience is always helpful.
4. Unpopular day to keep
 - a. "It's so inconvenient to keep a different day."
 - b. "I'll be out of step with the rest of the world."
 - c. "So few keep Saturday. Majority keep Sunday."
 - d. "I'll lose my friends."
 - e. "People will ridicule me if I keep Saturday."
 - f. "I'll lose my social standing. They'll think I'm a fanatic."

- g. Texts: Galatians 1:10; John 15:14; Luke 6:22, 23, 26; Proverbs 29:25; Philippians 3:8; Matthew 10:37; John 15:19; use a personal testimony.
- 5. Miscellaneous objections to Sabbathkeeping
 - a. “My pastor and friends advise me against doing it.”
 - b. Texts: Isaiah 8:20; 1 Kings 13:1-26; Acts 4:19.
 - c. “If it’s right, why don’t other great ministers and learned people keep it?”
 - d. Texts: 1 Corinthians 11:1; 1 Corinthians 1:26-29; Matthew 11:25.
 - e. “My mother and father kept Sunday. Why can’t I be saved by doing the same?”
 - f. Texts: John 9:41; Ezekiel 18:20; Romans 14:12; John 21:22.
 - g. “Sunday seems right to me.”
 - h. Texts: Proverbs 16:25.
 - i. “I have a railroad job and work has to go on every day.”
 - j. Texts: Exodus 34:21.
 - k. “God doesn’t care which day I keep, so long as I keep one in seven.”
 - l. Texts: Exodus 20:8-11; Romans 6:16; Leviticus 10:1, 2; Deuteronomy 4:2.
 - m. “God is merciful. He’ll save me if I do the best I can in keeping Sunday.”
 - n. Texts: Genesis 4:1-7; James 4:17; Hebrews 10:26; 1 Samuel 15:22.
 - o. “I believe that once I am sincere, I will be saved in any church.”
 - p. Texts: Sincerity is not enough (John 4:23). What else does God want you to do (Revelation 18:4)? “Since you are one of God’s people, you cannot stay where you are when He calls you out. God’s people always respond to His call, and I know you will respond also. What else can you do?”
 - q. “There are too many hypocrites in the church.”
 - r. Texts: “Where else do you expect to find hypocrites but in the church? Jesus had twelve disciples and one was Judas. The other disciples did not forsake Jesus because of him. In fact, the more hypocrites there are, the greater the need for people like you to live for Jesus and show to the world what a true follower is like. At the end of the world, hypocrites will be outside of God’s kingdom with the rest of the unconverted. You don’t want to be among them, do you?”
- H. Meeting Hindrances to a Decision to Unite with Adventist Church

1. Cutting old ties
 - a. “I can’t leave my church.”
 - b. “I promised my husband to stay in his church.”
 - c. “I intend to keep the Sabbath and stay in my own church.”
 - d. “Surely God will not reject me if I stay in my own church.”
 - e. Texts: Revelation 18:4; John 10:26, 27; 12:42, 43; Acts 4:19; John 1:35-40.
2. Family opposition
 - a. “My husband will leave me.”
 - b. “If I join, my decision will bring division and discord into my home.”
 - c. “My relatives will disown me.”
 - d. “My children are bitterly opposed.”
 - e. Texts: Psalm 27:10; Matthew 10:36, 37; Galatians 1:10; Luke 14:25-27; Isaiah 41:10; Mark 10:29, 30.
3. Too much to give up
 - a. “You require too much of people in your church.”
 - b. “I can’t give up: smoking, dancing, coffee, pork, etc.”
 - c. Texts: 2 Corinthians 8:9; Matthew 13:45, 46; Luke 14:33; 1 John 5:4; Philippians 4:13; 2 Corinthians 5:17.
4. A more convenient time
 - a. “I intend to do it later.”
 - b. “In another six months my pension will come through.”
 - c. “I’ll feel better in a few months.”
 - d. “I want to wait for my husband.”
 - e. “I’m too old to change my ways now.”
 - f. “I want to wait until the Spirit moves me.”
 - g. Texts: Proverbs 27:1; 2 Corinthians 6:2; Hebrews 4:7; 3:13; Isaiah 55:6; Genesis 6:3; Psalm 18:44; 119:60; Matthew 25:1-13.
5. “Joining the church will not save me anyway.” Read Acts 2:47. Meet objections in the spirit of Christ. The Holy Spirit will take your words, apply them to hearts, and convict them of the truth. Jesus is the only One who can lead men and women to Himself. All we can really do is provide the clearest information possible, answer questions, and appeal for decisions.

I. Meeting Some of the Common Objections to Decision

1. “I can’t leave my church.”—Revelation 18:4; John 10:26, 27; Revelation 12:42, 43; Matthew 76:21-23.
2. “It’s too hard to keep the Sabbath.”—James 4:17; 2:10-12; Matthew 7:21-23; 19:16, 17; 1 John 2:3, 4.
3. “I can’t make a living if I keep the Sabbath.”—Matthew 6:33; Psalm 27:3; Isaiah 65:13, 14; Matthew 16:25, 26; 1 Timothy 4:8.

4. “It is inconvenient to keep the seventh day and follow this doctrine.”—Matthew 16:24; 10:38.
5. “I am too great a sinner.”—1 Timothy 1:15; Hebrews 7:25; Isaiah 1:18.
6. “I’m afraid I can’t hold out and live up to the truth.”—Jude 24; 1 Corinthians 10:13; John 1:12; 1 Corinthians 12:9.
7. “I’m not good enough.”—2 Corinthians 8:12.
8. “My friends would ridicule me.”—John 15:19; Mark 8:34; James 4:4.
9. “My husband, wife, father, mother, brothers, and sisters will oppose me.”—Matthew 10:36, 37; Luke 14:26, 27.
10. “My preacher and my friends advise me against this.”—1 Kings 13:1-26; Acts 4:19; Acts 5:29.
11. “It will cause trouble and division in my home if I take my stand for this teaching.”—Luke 12:49-53; 1 Kings 18:17.
12. “What about movies, rings, tobacco, etc.”—Matthew 19:16-22; Matthew 6:24; Luke 14:33; Matthew 13:45, 46.
13. “No, not now.”—Proverbs 27:1; 2 Corinthians 6:2; Hebrews 3:13; Isaiah 55:6; Genesis 6:3.
14. “I am waiting for my husband or wife or friend so we can accept it together.”—Ezekiel 14:20; Romans 14:12; Galatians 6:5.
15. “I will wait until I have the right kind of feeling.”—Isaiah 48:18; 1 John 2:3.
16. “My mother kept Sunday.”—John 9:41; 12:47-50.
17. “Learned men keep Sunday.”—Ezekiel 22:26-28; Isaiah 56:10-12; Hosea 10:13; Proverbs 19:27.
18. “I don’t see that it makes any difference what day you keep as long as you keep one.”—Genesis 2:2, 3; Exodus 3:1-5; 1 John 2:3-6; Luke 4:16.

Chapter 11

Preparing People for Baptism

Baptism Arrangements

Before a person is baptized, he or she needs to understand and be committed to the truths of the Bible as emphasized by the Seventh-day Adventist Church. Therefore, it is important that baptismal candidates have: a) attended the majority of the presentations or have completed the lessons of those lectures they have missed, and b) watched Pastor Doug's baptismal preparation video.

During the last week of the series we recommend that the pastor have an appointment with each baptismal interest. During this visit, the pastor will confirm the person's desire to be baptized and review the teachings they've learned during the meetings. The meeting will end with affirming their baptismal decision and scheduling a firm date for their baptism.

Most seminar sites will schedule a baptism for **Sabbath, March 26**. If the person is not fully ready, they may want to choose the following Sabbath, April 2. If a person needs more information or time, you can set a later date in cooperation with them.

During this visit, the person should receive a *Baptismal Package* (see Amazing Facts Order Form). Explain to them what they need to bring to the baptism, and that they can bring it in their baptismal bag (part of the Baptismal Package). This also provides them a way to carry their wet clothing back home after the baptism.

The normal arrangements for filling the baptism font, scheduling assistants to help, cleaning the baptism robes, having a welcome reception, etc. will need to be made before the baptism.

There are several ways that you can make this baptism special for the new believer. Feel free to use any of the suggestions below:

1. Appoint someone to interview the candidates and take a picture of them. This person can then write a brief sketch of each candidate and include it with his or her photo on a bulletin board.
2. Ask each candidate to choose a verse that is special to him or her and read that verse before he or she is baptized.
3. Ask each candidate to choose a song that is special to him or her and have the congregation sing a verse of that hymn/chorus before and after he or she is baptized.
4. Mention to the candidate that immediately after Jesus came up out of the water, the Holy Spirit descended on Him. Tell them to pause as they come up out of the water and experience the peace and blessing of the Holy Spirit. If they are from a Pentecostal background, you may need to explain what this means.
5. Have a "dedication to service" prayer at the end of the baptism service. Have your pastor(s) and elders surround the new members and lay hands on them, dedicating them to a life of service in God's kingdom and for His church.

Chapter 12

Follow-Up

(Some of the material in this chapter is adapted from Mark Finley and HART Research Center.)

Free Welcome Packet

Amazing Facts would like to send a welcome packet of free materials to each of your new members to help them become established in their newfound faith. If you have been using our data entry program, simply send in your database, and Amazing Facts will mail the welcome gifts to your new members. If you are not using the database, send in the names and full addresses of those baptized. To avoid confusion, please state clearly that this is a list of those baptized during the Net '05 series.

Nurturing New Converts

As we all know, baptism is not a magic formula to solve all spiritual problems, nor a panacea to deliver people from difficulties. Baptism is the beginning of a new life of growth in fellowship with Christ in the context of His church.

Often, immediately after baptism, the new believer is faced with some of their most serious challenges. The devil zeroes in on new believers, seeking to sever their relationship with the body of Christ. He knows that, in order to “grow up in Christ,” new believers need nurturing.

Probably some of your new believers will become discouraged shortly after baptism. Tolerance of mistakes, conscious effort to integrate them into the social network of the church, and carefully planned nurturing and encouragement are essential. Baptism is a symbol of the new birth, not a graduation to full maturity. As a neglected baby will die, so a spiritual “babe” will not survive. It is the responsibility of the church to help each new member develop a deep, abiding relationship with Christ and a secure bond with His church.

Below is outlined a two-pronged approach for preserving new converts: repetition and friendship visitation.

Repeat the Message

Do not assume that because a new convert heard the message once, they fully understand it. How many of us remember everything we have heard once? To repeat the message a second time anchors new believers' faith and provides them with an excellent opportunity to invite friends and family.

“When the arguments for present truth are presented for the first time, it is difficult to fasten the points upon the mind. And although some may see sufficiently to decide, yet for all this, there is need of going all over the very same ground again, and giving another course of lectures....After the first efforts have been made in a place by giving a course of lectures, there is really greater necessity for a second course than for the first. The truth is new and startling, and the people need to have the same truth presented the second time, to get the points distinct and the ideas fixed in the mind.” *Evangelism*, p. 334.

To “fasten the truth” upon the mind, we recommend Amazing Facts’ *Millennium of Prophecy* series with Doug Batchelor. This VHS or DVD video series features Pastor Doug using the *Storacles of Prophecy* lessons, and is being offered at a reduced price for follow-up. The class can also be taught by a church member using *Storacles* lessons. (See Amazing Facts order form at end of manual.)

The *Storacles* are designed to be done at home and reviewed together in class. Pre-enroll attendees the last weekend of the evangelistic series, and give out the first lesson on the last night of *The Prophecy Code Seminar*. This will help maximize your attendance. (We have provided a sign-up sheet for your pre-enrollment ease.)

We recommend conducting this class twice a week. Tuesday or Wednesday evenings and Sabbath mornings (as a pastor’s Bible class) work well. After an intense evangelistic series, only one night per week seems easy. This program also helps to solidify Sabbath morning attendance.

MILLENNIUM OF PROPHECY SCHEDULE

WEEK	DAYS	TAPE NO.	MILLENNIUM OF PROPHECY Title of Video Tape	SUBJECT	STORACLES OF PROPHECY - LESSON NUMBER
Week 1	Tues/Wed	1	The Millennial Man	Daniel 2	Lesson 1
	Sabbath		Back to Jerusalem	Bible & Prophecy	Lesson 2
Week 2	Tues/Wed	2	The Coming King	Second Coming	Lesson 3
	Sabbath		The Rebellious Prince	Origin of Evil	Lesson 4
Week 3	Tues/Wed	3	The Supreme Sacrifice	Salvation	Lesson 5
	Sabbath		The Law of the King	The Moral Law	Lesson 6
Week 4	Tues/Wed	4	Bricks Without Straw	Test of Loyalty	Lesson 7
	Sabbath		The Glorious Kingdom	Heaven	Lesson 8
Week 5	Tues/Wed	5	The Witch of Endor	Death	Number 9
	Sabbath		Cities of Ash	Hell	Number 10
Week 6	Tues/Wed	6	A River of Life	Baptism	Number 11
	Sabbath		Resting the Land	Millennium	Number 12
Week 7	Tues/Wed	7	Bowing to Babylon	The Beast	Number 13
	Sabbath		The Mark of Cain	The Mark of the Beast	Number 14
Week 8	Tues/Wed	8	A Heavenly Model	Sanctuary	Number 15
	Sabbath		Cleansing the Temple	490 & 2300 Day Prophecies	Number 16
Week 9	Tues/Wed	9	A Tale of Two Women	God's Church	Number 17
	Sabbath		Windows of Heaven	Windows of Heaven	Number 18
Week 10	Tues/Wed	10	The Daughter's Dance	Babylon	Number 19
	Sabbath		Ten Times Wiser	Health	Number 20
Week 11	Tues/Wed	11	Voice in the Wilderness	Joyful Living	Number 21
	Sabbath		Proving the Prophets	True & False Prophets	Number 22
Week 12	Tues/Wed	12	A Jar of Oil	Holy Spirit & Tongues	Number 23
	Sabbath		Above the Crowd	Commitment	Number 24
Week 13	Tues/Wed	13	The Richest Caveman	Pastor Doug's Testimony	None
	Sabbath		The Unsinkable Ship	Surrender	None

Millennium of Prophecy Seminar Class Sign-up Sheet

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Follow-Up Visitation

If new members are to grow in Christ and feel at home in the church, they must be visited. New converts may be doctrinally convinced, but if they are not socially integrated into the church, they will remain uncomfortable outsiders. A brief visit, a note, a casual phone call, a warm handshake, or an invitation to dinner may mean the difference between their feeling nurtured or ignored. Church members **must** demonstrate genuine friendship to new members.

“Those who have newly come to the faith should be patiently and tenderly dealt with, and it is the duty of the older members of the church to devise ways and means to provide help and sympathy and instruction for those who have conscientiously withdrawn from other churches for the truth’s sake, and thus cut themselves off from the pastoral labor to which they have been accustomed. The church has a special responsibility laid upon her to attend to these souls who have followed the first rays of light they have received; and if the members of the church neglect this duty, they will be unfaithful to the trust that God has given them.” *Evangelism*, p. 351.

Immediately following the evangelistic meetings, we suggest that each pastor organize visitation teams to visit the new converts. It is generally best to visit them every other week for the first 12 weeks. During the 12-week process, rotate the new member’s names so different people are visiting them. This provides an opportunity to bond with several church members.

Suggested visitation schedule:

- Week 1: Each new convert is visited by a member of the visitation team and given a copy of *Answers to Difficult Bible Texts* (available from Amazing Facts). The theme of the visit is how to lovingly share your faith with others. This book will be a priceless tool to help them answer Bible questions that may be thrown at them.
- Week 3: Each new convert is visited by a member of the visitation team and given a personal invitation to dinner. The theme of the visit, based on Genesis 2:1-3, is the joy of Sabbathkeeping.
- Week 5: Each new convert is visited by a member of the visitation team and given a gift book, plus invited to a fellowship dinner the next Sabbath at church. The theme of the visit is to welcome them as new friends.
- Week 7: Each new convert is visited by a member of the visitation team and given the Sabbath School lesson quarterly for the coming quarter, as well as an invitation to the fellowship dinner at the church the next Sabbath.
- Week 9: Each new convert is visited by a member of the visitation team and given a copy of *The Desire of Ages*. The theme of the visit is knowing Christ through personal devotions.

Week 11: Each new convert receives a visit by a member of the visitation team and is given a copy of the *Adventist Review*, *Signs of the Times*, and the union paper. The theme of the visit is the international, worldwide nature of the Adventist church (Matthew 24:14; Revelation 14:6, 7).

This follow-up strategy blends continuing doctrinal Bible studies, personal devotions, and social fellowship, and provides opportunities for the new convert to share challenges and prayer requests.

The Holy Spirit will help your church members, both new and seasoned, to grow into stronger disciples for Christ. New converts will mature into solid Christians. Some will become leaders in your church. Many will actively and more wisely share their faith with their relatives and friends.

As a rock thrown into a pond sends its ripples across the water, the influence of this cultivation program will have a ripple effect on scores of lives. Only eternity will reveal its lasting influence.

Spiritual Friends

It is an established fact that new believers often do not stay in a church if they do not have six friends within six months. To help make this a reality, it is helpful to appoint “spiritual friends” for each person baptized. The spiritual friend will keep regular contact with the new believer, giving them books, inviting them to meals, calling them occasionally, etc. This helps prevent new believers from drifting out the back door of the church. More information on how to be a spiritual friend is available in the *Spiritual Friends Manual* on the *Amazing Facts Order Form*.

Resources

Order Forms

