

JULY 19
Hardin
Owensboro

JULY 20
Glasgow
Bardstown

JULY 21
Dry Ridge

JULY 22
Campton
Somerset

RESET

EVANGELISM STRATEGY





Family:

- Joni
- Elijah
- Levi
- Silas
- Joel Boone

Churches Served



**Bethlehem
Baptist
Church
2005-2007
Wickliffe,
KY**



**Pleasant
Ridge
Baptist
Church
2009-2011
Harrisonville,
MO**



**Beulah
Baptist
Church
2011-2021**

**Fancy
Farm, KY**



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Cell: 270-562-1196

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RESET

EVANGELISM TRAINING

**Helping your
church RESET a
church
evangelism
strategy, with an
emphasis on
follow-up.**

***A VISION FOR AN
“EVANGELISTIC”
RESET STRATEGY***



PSALM 76:1
but the horns of the
righteous will be lifted
up.^a
Psalm 76
For the director of music. With
stringed instruments. A psalm of
Asaph. A song.
76:1
76:2
76:3
76:4
76:5
76:6
76:7
76:8
76:9
76:10
76:11
76:12

662
Psalm 77
For the director of music. For
Jehothan. Of Asaph. A psalm.
77:1
77:2
77:3
77:4
77:5
77:6
77:7
77:8
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77:99
77:100

663
What god is so great as our
God?^a
77:41
77:42
77:43
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77:95
77:96
77:97
77:98
77:99
77:100

PSALM 78:13
we will tell the next
generation
the praiseworthy deeds^a of the
Lord:
his power, and the wonders
he has done.
77:41
77:42
77:43
77:44
77:45
77:46
77:47
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77:100

Quotes to Inspire

- Ethiopian Proverb states, *“If you are planning to travel where corn grows, you should take a sickle with you.”*
- George Patton said, *“A good plan today is better than a perfect plan tomorrow.”*
- Proverbs 16:9 asserts, *“A man’s heart plans his way, but the Lord directs his steps.”*

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EVANGELISM TRAINING



4 Fields of Kingdom Growth

- Material under this title of Listening Guide is adapted from *TFT: A Discipleship Re-Revolution* by Steve Smith with Ying Kai and *The Four Fields of Kingdom Growth Training Manual* by Nathan and Kari Shank. Resources adapted from and readily available at <https://t4tonline.org/>, www.4fields.net, <https://e3partners.org/training/>, <https://www.movements.net/4fields>.
- This is a process for discipleship that focuses on multiplication! I will pull out some of the principles used in this book to serve as an evaluation of our GTEH process and/or implementation. This will serve as a “vision” for the strategy.

T4T
A Discipleship *Re*Revolution

Steve Smith
with Ying Kai

The story behind the world's fastest
growing Church Planting Movement and
how it can happen in your community!

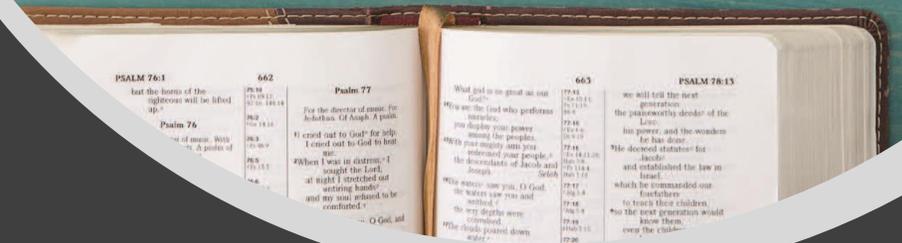
Foreword by
David Garrison

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Parable of the Growing Seed

Mark 4:26-29—And He said, “The kingdom of God is as if a man should scatter seed on the ground, and should sleep by night and rise by day, and the seed should sprout and grow, he himself does not know how. For the earth yields crops by itself: first the blade, then the head, after that the full grain in the head. But when the grain ripens, immediately he puts in the sickle, because the harvest has come.”

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Parable of the Growing Seed observations:

1. Sowers – men and women willing to cast the seed.
2. Seed – the word of God cast from the hand of the sower.
3. Soil – the hearts of the lost in which seed is cast.

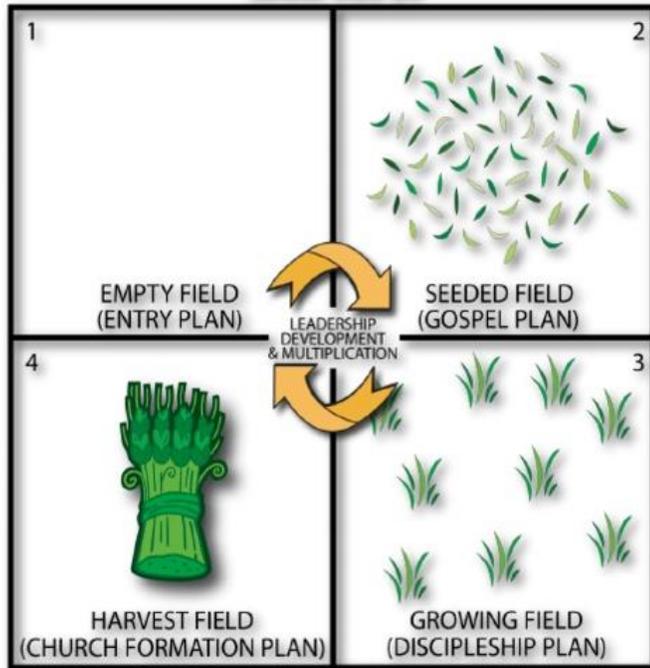
FOLLOW-UP

4. Season – commitment to the harvest.
5. Sickle – mobilized labor in the harvest field.



Four Fields of Kingdom Growth

Starting and Releasing Healthy Churches



By Nathan and Kari Shank – 2007
Revised - 2014

Reference:
www.4fields.net

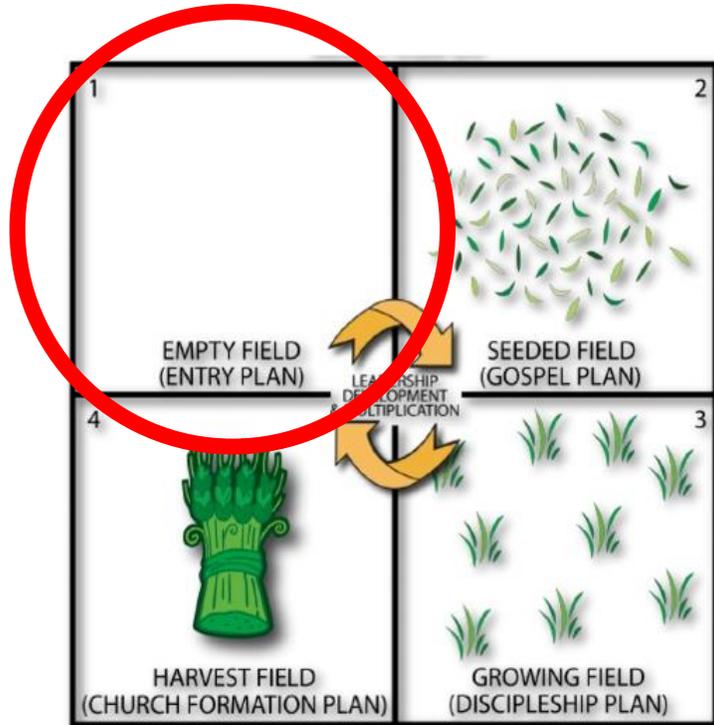
4 Fields of Kingdom Growth, GTEH edition

1. Empty Field = Entry Plan
 - Laboring with a burden
 2. Seeded Field = Gospel Plan
 - Sowing the gospel liberally
 3. Growing Field = Discipleship Plan
 - Helping new/young/immature believers grow
 4. Harvest Field = Assimilation Plan
 - Incorporating into the church
- MULTIPLICATION PLAN
- *Disciples making disciples*

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Four Fields of Kingdom Growth

Starting and Releasing Healthy Churches



By Nathan and Kari Shank – 2007
Revised - 2014

EMPTY FIELD

“What have you observed in your field?”

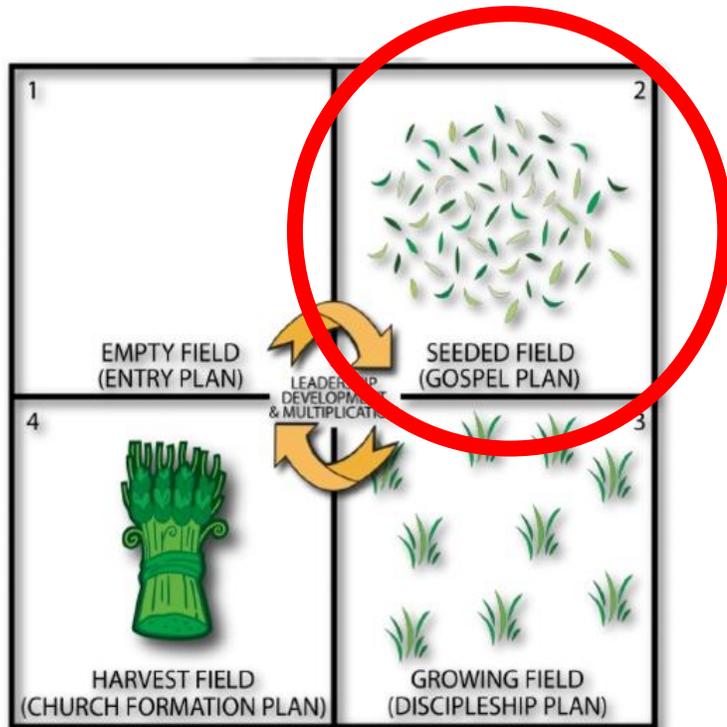
- **Stats:**
 - Current population in KY: 4,484,047
 - Unchurched: 3,587,237 (80%)
 - Best estimates of lostness are 61-64% (Combined sources of Pew Research, Lifeway Research & SWBTS project)
 - 2,735,268 (61%)
- God has sovereignly placed YOU in HIS field.

RESET your heart on the burden for people within the fields of our associations and churches!

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Four Fields of Kingdom Growth

Starting and Releasing Healthy Churches



By Nathan and Kari Shank – 2007
Revised - 2014

SEEDED FIELD

“Where are you in GTEH?”

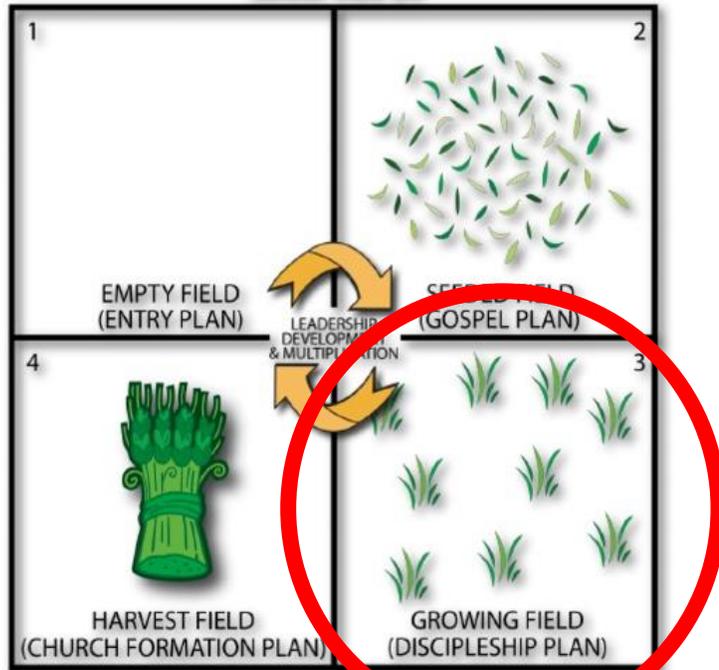
- Simple logic: THE MORE YOU SCATTER, THE MORE YOU GATHER!
- What have been some notable gospel conversations?
- Are there any areas that you have missed? Need coverage? Provide assistance to sister church?
- BE ENCOURAGED: The Holy Spirit of God is working even now in homes across the Commonwealth!
 - 1 Peter 1:23- “having been born again, not of corruptible seed but incorruptible, through the word of God which lives and abides forever,”

RESET your ministry to pray for the seeds that have been scattered in the field and commit to 100% coverage!

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Four Fields of Kingdom Growth

Starting and Releasing Healthy Churches



By Nathan and Kari Shank – 2007
Revised - 2014

GROWING FIELD

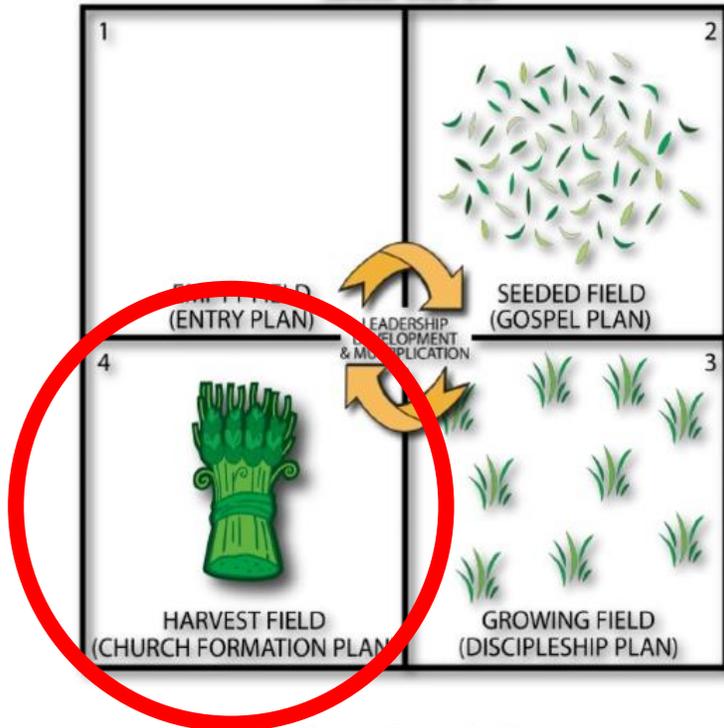
“What next steps should your church take in the field?”

- *YOU MUST VISIT THE FIELDS OFTEN TO CHECK ON THE CROP!*
- Who was saved? Who needs to be RE-engaged? Are there any new movers you found? Is there anyone hurting in your field? Who needs more attention? Did you offer to pray for any needs? What is the status with them?

RESET your resolve and commitment to lead your church to look upon the fields where you have already planted the seed! We must labor until the Lord comes.

Four Fields of Kingdom Growth

Starting and Releasing Healthy Churches



By Nathan and Kari Shank – 2007
Revised - 2014

HARVEST FIELD

“How do you assimilate into the church?”

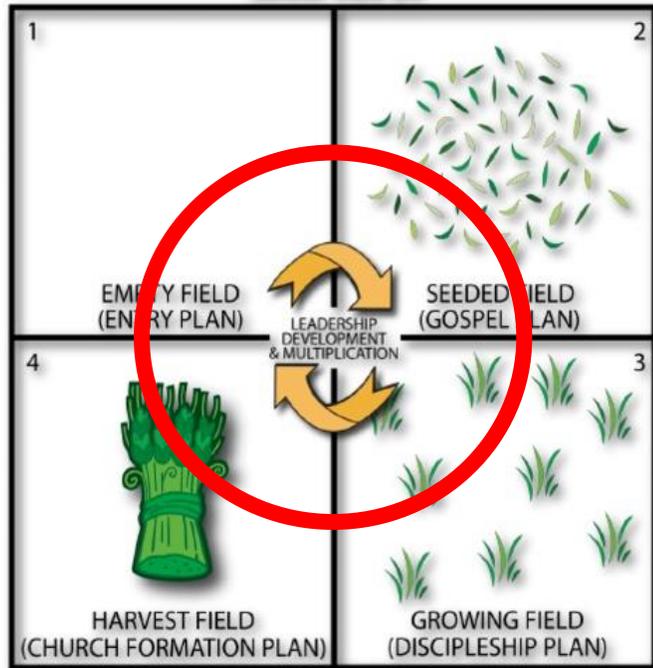
- *Farming is a work of perseverance; Evangelism is a work of perseverance.*
- Do you have new members classes in place?
- Do you prepare your sermons with the expectations that those you visited will attend?
- What makes your church a welcoming church?...Thank like a visitor...

RESET your approach from the parking lot...to the pew...to the pulpit!

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Four Fields of Kingdom Growth

Starting and Releasing Healthy Churches



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Revised - 2014

MULTIPLICATION

“Are you raising leaders who will develop leaders?”

- 2 Timothy 2:2
- THE GOAL: Those who were the harvest, now labor in the harvest field!
- D-GROUPS

RESET your expectations of leadership to be laborers in the harvest field and multiply the impact and influence within your church and community!

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Questions for Consideration:

- Where is your church at in the GTEH?
- What commitments do you need to make to accomplish progress?
- What hinders you within each of these fields?
- What field challenges you the most when you consider the large scope and work of GTEH?

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TRAINING**

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**Helping your
church RESET a
church
evangelism
strategy, with an
emphasis on
follow-up.**

***Practical Ways of
Capturing
Information at the
Door***



Take-Away

Capturing information is the vital link between door-to-door outreach and follow-up.

*CAPTURING
INFORMATION*



Door-to-Door

Follow-Up

Why should you capture information at the front door?

- Because writing it down is most effective for memory
- Because it creates a point of reference for future ministry



Why should you capture information at the front door? (cont.)

- Because it informs the pastoral leadership how to strategize
- Because it is the BRIDGE to FOLLOW-UP
 - *Follow-up evangelism is the work of the local church in protecting, training, and guiding a “babe in Christ” in order that he may develop into a growing, useful, victorious Christian in every area of life.”* Follow Up Evangelism, W. Hal Brooks, pg.21

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How do you capture information at the door?

- Make it priority!
- Make it personal!
 - THESE FIRST TWO ARE IMPORTANT BECAUSE THEY ANSWER THE “*WHY*”
- Make it planned!



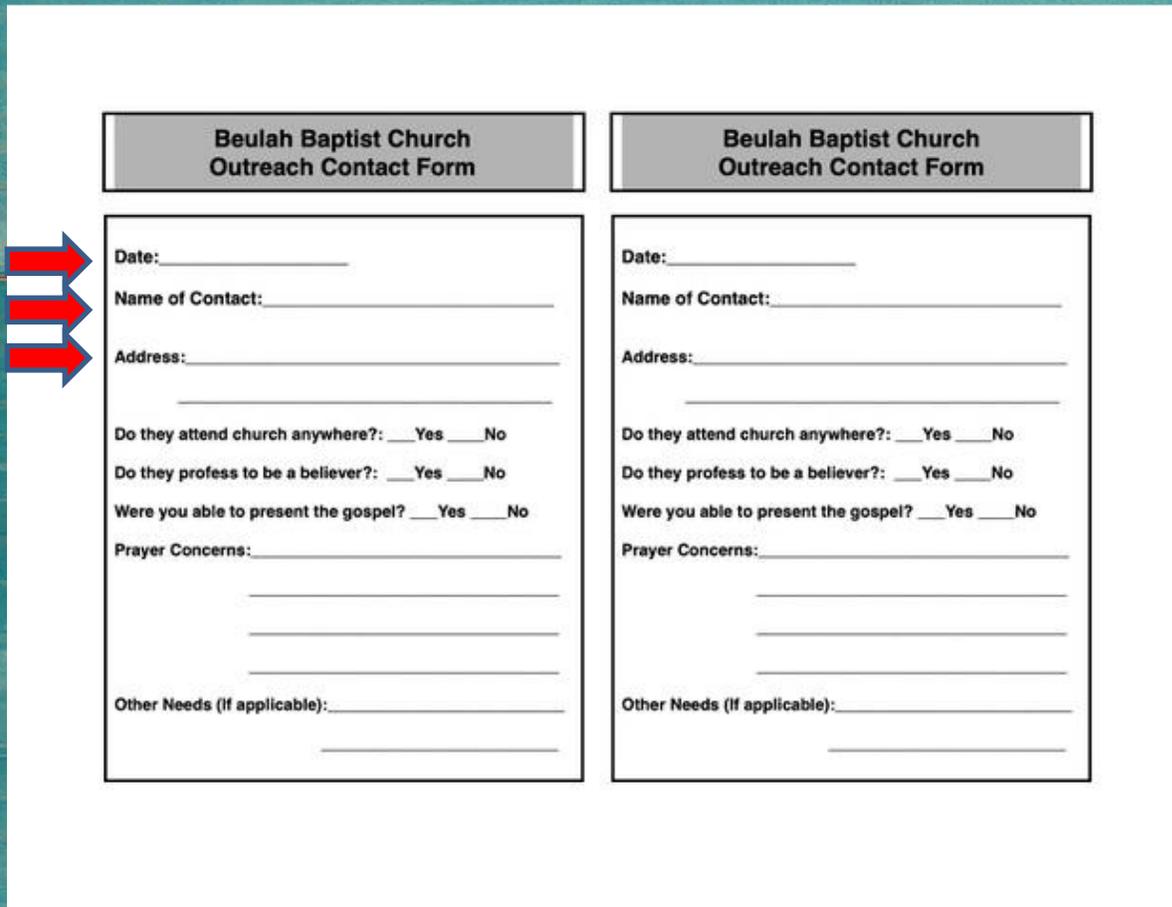
What resource(s) do you need to capture information at the door?

- Contact Form
- Writing instrument
- Clipboard/Hard surface
- Listening ears



What information should you capture at the door?

Example of form used at Beulah Baptist Church



Beulah Baptist Church Outreach Contact Form

Date: _____

Name of Contact: _____

Address: _____

Do they attend church anywhere?: Yes No

Do they profess to be a believer?: Yes No

Were you able to present the gospel? Yes No

Prayer Concerns: _____

Other Needs (if applicable): _____

1. Basic Information

2. Strategic Information

What information should you capture at the door?

*Example of form used at
Beulah Baptist Church*

**Beulah Baptist Church
Outreach Contact Form**

Date: _____

Name of Contact: _____

Address: _____

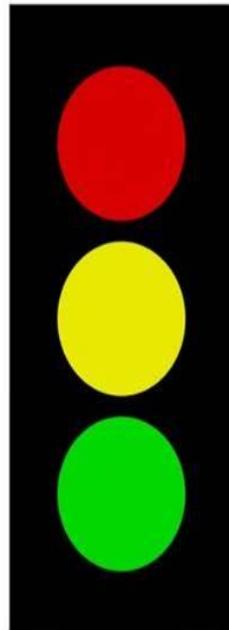
Do they attend church anywhere?: Yes No

Do they profess to be a believer?: Yes No

Were you able to present the gospel? Yes No

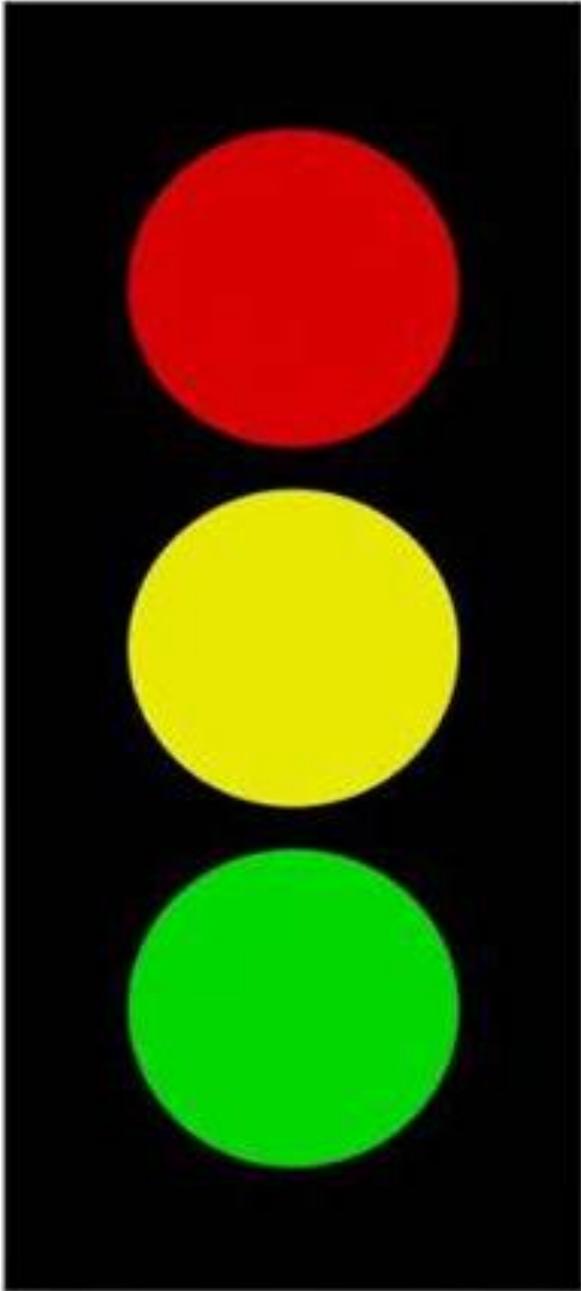
Prayer Concerns: _____

Other Needs (if applicable): _____



1. Basic Information

2. Strategic Information



What information should you capture at the door? (*cont.*)

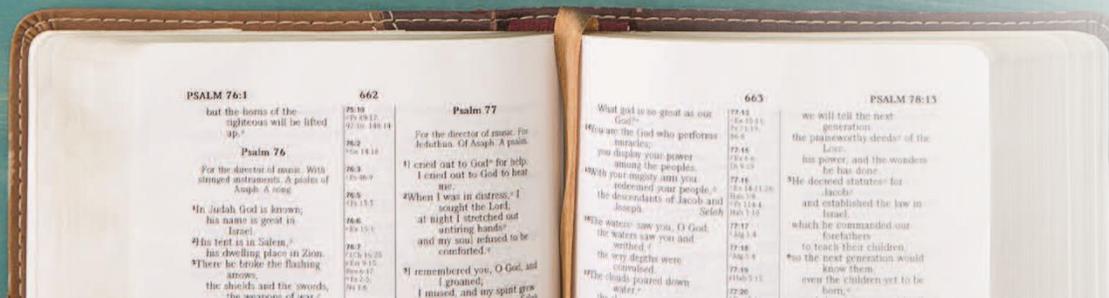
- QUESTION TO CONSIDER: *Could another team member pick up your contact sheet and interpret what happened at the visit?*
- ONE OPTION: Include a way to document “next steps.” (Example: Stoplight)
 - Red Light: No Follow Up
 - Yellow Light: Follow Up Cautiously
 - Green Light: Follow Up ASAP

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EVANGELISM TRAINING

Helping your church RESET a church evangelism strategy, with an emphasis on follow-up.

Practical Ways you Church can accomplish follow-up



Take-Away

Follow-Up is the
Follow-Through of
Evangelism.

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Questions for Considerations:

- Do you have a plan in place for what comes after GTEH initial door knocking?
- Have you struggled with follow-up in the past?



Questions for Considerations:

- How are you currently struggling in the area of follow-up?
- What about follow-up seems to be the most frustrating?



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**EVANGELISM
TRAINING**

Defining the terms

- Follow-up is the conservation, maturation, and multiplication of the fruit of evangelism (Waylon Moore)
- Scriptural evangelism and follow-up are God's means for keeping, developing, and multiplying the church membership (Waylon Moore)



Defining the terms

- Evangelism and Follow-up are the two rails of a train track; a break in either stops forward progress. Like the sowing, watering, and reaping of evangelism, follow-up takes time; it is not an act, but a process. There is no quick way to spiritual maturity and Christlikeness (Waylon Moore)
- The true test of evangelism is not how many come into the church to worship, but how many go out from the church to serve (R.A. Anderson)



1. Cast Vision for a Follow-up Team

- W. Hal Brooks gives 3 Reasons as to WHY we do follow-up, which serve as vision:
 1. We must obey Christ
 2. An outlet to display our love
 - i. Love for Christ
 - ii. Love for Neighbor
 3. World Evangelization
- Make it PERSONAL.
 - Personal Contact
 - Personal Prayer
 - Personal Representative
 - Personal Correspondence

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2. Pray and Ask the Lord for obedience and protection

- The Lord used prayer as
His primary means for
follow-up!

- Luke 22:31-32

- John 17



3. Empower a Follow-Up Team

- Empower this team with encouragement from within your existing outreach team...or all-together develop a new team allowing different gifts within the church. Select leader.
 - DOES NOT HAVE TO BE ANYTHING NEW; WORK WITH WHAT YOU HAVE.
- Empower this team by giving them options for personable follow-up. Here are some considerations:
 - Card Writing Team
 - Phone Calling Team
 - Visiting Team
 - Text messaging team
- Empower this team by offering them some short training.
 - Give them a sample guide of things they can say on a visit, over the phone, in a handwritten card, or within a text message.



4. Create and Adapt a Follow-Up Form

1. Name of team member
2. Name of prospect
3. Date
4. Checkbox of method used:
 - i. Visit
 - ii. Phone
 - iii. Text
 - iv. Email
 - v. Letter



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5. Develop and Distribute Appropriate Resources

- Vital Church Information (Share how service times left off)
 - Website
 - Social Media
 - Service Times
 - How do they join the church?
- New Believers Manual
- Discipleship Pipeline
 - What are the next steps for them to take in your congregation for connectivity?



6. Create and Maintain a Database

- Google Docs
- Excel/Numbers Document
- Planning Center
- Hard Copy file system
 - Appoint Leadership to administrate



7. Communicate and Inform Church

- Communication is critical; what is celebrated in the pulpit will be championed in the pew

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TRAINING**

8. Persevere!

- DO NOT GIVE UP!
 - Galatians 6:9
- Follow-up is evangelistic endurance.

PERSEVERE!
EVANGELISM
TRAINING



Questions to Consider:

- Do you have a plan in place for what comes after GTEH initial door knocking?
- Have you struggled with follow-up in the past?
- How are you currently struggling in the area of follow-up?
- What about follow-up seems to be the most frustrating?



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**EVANGELISM
TRAINING**

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EVANGELISM TRAINING

Helping your church RESET a church evangelism strategy, with an emphasis on follow-up.

Practical Ways your Church can pull off Evangelistic Harvest Events



Take-Away

The (SHORT-TERM PLANNING) of evangelistic harvest events will ultimately alter the (LONG-TERM EVANGELISTIC CULTURE) in your church.





Why should a church utilize Harvest Events, especially within the shadow of GTEH?

- You are already in the community
- Your church is conditioned
- You have momentum as a leader
- You can draw the net like no other time
- You influence the church to begin thinking evangelistically



What are some possibilities to consider for Harvest Events?

- Special Emphasis
 - Community Events
 - Block Parties
 - BTS Youth Night
- Affinity Evangelism
 - BEAST FEAST; UPWARD; AWANA; CRAFT NIGHT
- Harvest Events are *GREAT* discovery events
 - Goes well beyond known decisions made that night
 - Cultivate Conversations that will deepen with time

How important is planning for Harvest Events?

- You offer less than your best in your stewardship toward God!
- Create the plan and work the plan
- At MINIMUM, 6-month planning time
 - Meet with Leadership Team (not everyone)
 - Secure evangelist
 - Begin Promotion (can not be 6 months)

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Who are the key people involved in Harvest Events?

- Leadership Team
- Evangelist
 - Ephesians 4:11-16
- The Church

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TRAINING**

What are some non-negotiables for pulling off a Harvest Event?

- Intercession (Looking up)
- Information (Pushing out)
- Invitation (Drawing in)

Entry Card 

Name _____

Street Address _____

City/State/Zip _____

Phone Number _____

Email _____

15 And Under

16-17

18+

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What information should you acquire at a Harvest Event?

- Name
- Address
- Phone
- Email

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What is involved after the Harvest Event?

- REST!
- Follow-Up
 - Distribute contact information of those who made a decision to church members.
 - Equip your team with a step-by-step conversation as they visit
- Meet with Leadership Team for evaluation of event



JULY 19
Hardin
Owensboro

JULY 20
Glasgow
Bardstown

JULY 21
Dry Ridge

JULY 22
Campton
Somerset

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EVANGELISM STRATEGY



