

## *The pre-work calendar*

Success in evangelism demands a definite plan with specific goals and objectives. To accomplish this, your church needs a pre-work calendar. This simple tool will help guide the church through the process of preparing for the evangelistic meeting. Having a definite plan will go far in motivating and uniting your church for the evangelistic series — measurable results are amazingly inspirational.

When Jesus came to save sinners, He caught those sinners' attention in a variety of ways. We are told, "Christ's method alone will give true success in reaching the people. The Saviour mingled with men as one who desired their good. He showed His sympathy for them, ministered to their needs, and won their confidence. Then He bade them, 'Follow Me.'" (*The Ministry of Healing*, p. 143).

In following the example that Christ set, your church's pre-work calendar needs to have three distinct phases:

- Phase 1: Befriend those in the community (3 months before the series)
- Phase 2: Minister to their needs and win their confidence (2 months before the series)
- Phase 3: Invite them to attend the evangelistic series (1 month before series).

### **Phase 1: *Befriending those in the community (3 months before series)***

The goal of this first phase is to create opportunities for church members to interact with people of the community for the purpose of breaking down prejudice and building credibility. The church members must realize that it is their responsibility to interact with and befriend those attending these bridging events. Make sure that every special event or seminar has an opportunity for church members to mingle with guests.

During this first phase of pre-work, the church will also organize and train for outreach under the *SALT* program. The *SALT* program will be dealt with later in this module.

### **Phase 2: *Ministering to their needs and winning their confidence (2 months before the series)***

As those in the community attend these bridging events, which deal with subjects of interest such as health, family, or finance, prejudice will be broken down. During these seminars and events, each church member should select one or two visitors to personally befriend. A definite and well-organized plan needs to be implemented to ensure that each guest attending the bridging event is intentionally befriended. This will soften the visitor's heart and win their confidence.

As the *SALT* program continues, church members will begin Bible studies, visitations, and special prayer with those in the community.

**Phase 3: *Invite them to attend the evangelistic series (1 month before the evangelistic series)***

After the church members have connected with those in the community, ministered to their needs, and won their confidence, they are then to invite them to attend the evangelistic series. When inviting people to attend the series, the church member must invite them to come as their personal guest. The goal of your church's pre-work is to get the largest attendance possible for your church's evangelistic series. If each church member can bring one guest, your evangelistic series will be a success.

The Outreach Leadership Team is to decide which bridging events will best meet the needs of those in the community and create opportunities for church members to befriend those attending. The Outreach Leadership Team also needs to choose a leader who will coordinate the church's bridging events and *SALT* program.