

# CONGREGATIONAL TRAINING

## RESOURCE 3.5




## Come and See Invitation Campaign

1. Come and See Campaign for Invitation
  - a. The Come and See moments in scripture are our foundation and model for an invitation ministry.
2. How to be Part of the Come and See Campaign
  - a. Identify an invitee.
  - b. Commit to a conversation through the commitment certificate.
  - c. Have a conversation of invitation. We will be demonstrating this with role-play in just a few minutes.
  - d. Companion your invited guest.
  - e. Call the night before.
  - f. Meet them in the parking lot or carpool.
  - g. Show them around the church.
  - h. Introduce them to people you know have common interests.
  - i. Explain what the event is and how it ties in with church life.
  - j. Escort them to their car.
  - k. Follow up the next day to see how they are doing.
  - l. Send a thank you note for the meeting.
3. Role-Play Scenarios: “How the Invitation Might Go” – The Invitation Committee Members
  - a. Church resistance: Yes – “I’m not interested in organized religion and have been hurt in the past. Well, I felt the same way, but this is different; think of it as decentralized religion. I’ve been shocked at the lack of judgmentalism and the invitation to conversation and debate.”
    - i. I am sorry you have been hurt by past experiences with religion.
    - ii. This invitation is simply one in which I am inviting you to come and see something I love and which has made a difference in my life.
    - iii. Perhaps just coming to see our church might offer you a different, and more positive view on religion.
    - iv. I once ate a meal which made me sick with food poisoning, however, I have found that I have had many meals since which were wonderful, so I am glad I did not stop eating.
    - v. Will you join me just this once to see what our church is about? It might change your views on religion.
  - b. Church resistance, No – “I’ve had terrible experiences and won’t even step foot in a church.” (demonstrate exit strategies)
    - i. I am so sorry you have had these experiences, and I am glad you were able to be honest with me.

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## RESOURCE 3.5 (CONT'D.)

- ii. You are my friend and of course I will honor your feelings, but I am glad you gave me the chance to tell you how much I love my church and am glad you can feel what you feel and still be in relationship with me.
    - iii. Thank you for telling me how you feel.
  - c. Because you asked me: Yes – “Much like the “Pippin” metaphor – I’m really not interested in what Christianity has to offer, but I’m interested in seeing what you find so fascinating.”
    - i. Thank you for being willing to risk this time you are willing to offer to this experience.
    - ii. This friendship is important to me and this church is as well. I am glad for the opportunity to introduce you to this group of people I care about and am glad you are willing to come on the strength of our friendship.
    - iii. It may be that you like what you see and experience when you visit the \_\_\_\_\_ and it may be that you do not, but I am grateful for your willingness to give it a try. Thank you.
  - d. Heard great things about your church: Yes - “I’ve heard about great events and things at Christ Church and I just didn’t know how to walk in. I’m so glad you asked me and will be there to answer my questions.”
    - i. An invitation is so important and I am glad you are willing to accept mine.
    - ii. This church is a wonderful place and yet it is big and has dramatic architecture so I understand that it might be hard to approach, which is why I wanted to invite you personally and see if I could just show you as you visit this one thing we do to see what it is all about.
    - iii. The way this invitation works is that I will meet you in the parking lot, and I will be with you the entire time so that I can introduce you to people and show you where things are and how things work. I will act as a sort of human nametag.
- 4. Closing comments
  - a. How “Come and See” integrates with the other ministries of the Church.
  - b. Emphasize this is an invitation to any event, not just formal services.
  - c. Choose your invitees with discernment, because you want to offer them something, not because you need to invite someone.
  - d. This is an ongoing evolutionary process. Success is measured in baby steps, not leaps and bounds.

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- e. What is success? Giving someone you care about a positive, fun, and enlightening experience... that is it.
  - f. Open the floor for Questions & Answers.
5. Growth by pledging conversations:
- a. Training of the church to turn outward.
  - b. The realities of church membership decline over the past decade and the trajectories for the next three decades unless we actively invite.
  - c. Training of the individual evangelists in speaking to potential visitors.
  - d. Training of the church in providing that to which visitors “come and see.”
  - e. Measurable outcomes
    - i. Number of pledges of invitation conversations by congregants.
    - ii. Number of pledged conversations on cards.
    - iii. Number of conversations held.
    - iv. Number of visitors in the “come and see” program.
    - v. Number of visitors who returned to become members.
    - vi. Number of new “come and see” members who pledge.
    - vii. Money raised from new pledges, pledged by new members.
6. Closing meditation: Jesus’ model as the inviter-of-people; our call to do likewise.