

Spiritual Life Survey Procedures and Do's and Don'ts

Procedures

1. Move through the questions quickly and indicate the prospect's response by circling his/her answer or writing it in. Avoid the temptation to get away from these questions.
2. While you are doing the inquiry, make very few additional comments unless you find it necessary to do so briefly for additional rapport. Do not react negatively to the answers you receive.
3. If the prospect will not or cannot answer a question, move quickly and graciously to the next question. Always remember, however, that he/she must answer question five. Somehow you must help them to make a response which indicates why they feel that they would go to heaven.
4. Do not worry about getting the person's name until after the first five questions of the survey are completed. Try to get their name as soon as possible after this first portion of the survey.
5. Begin the conversation by personally introducing yourself and the other team members. Here's a sample: *"Hi, I'm Leonard. This is Bill and Carol. We're visiting you today from the [name of church]."*
6. If you do not receive cooperation, smile, and say to the prospect, *"We don't want you to think we are being pushy. Jesus Christ, who is God in human form and who died for our sins, said, 'I stand at the door and know. If any man hear my voice, and open the door, I will come in to him.' The latch to the door of your heart is on the inside. Jesus is knocking and He waits to be invited into our hearts by faith and by trusting in Him alone for salvation. No one can force Him into your life."* Leave an invitational flyer and tract if possible.
7. After asking the questions, try to get inside the home and make a presentation of the gospel.

Do's

1. Know your church benefits
2. Know your church community
3. Talk to your prospect and not to everybody
4. Make an honest promise to your prospect: only five questions, only short time
5. Get to the point right away
6. Be specific and germane
7. Be brief and concise
8. Be logical and smooth
9. Be enthusiastic about the new church that is starting
10. Be complete
11. Avoid the razzle dazzle
12. Empathize with your prospects
13. Have only two responses in mind: (a) receive Christ (b) visit new church
14. Major on your church's benefits, not gimmicks
15. Ask them to visit soon

Don'ts

1. Don't stare at the prospect
2. Don't use two teams on the same street (the people will think "invasion.")
3. Don't feel that you have to share the gospel outline with everyone. Let the Holy Spirit guide you. Some will need prayer and an invitation to attend church.
4. Don't be surprised at any answer or response
5. Don't be discouraged by a negative answer; always remember that someone else is waiting at another house in the community.
6. Don't forget to fill out the follow-up form on the last panel of the survey form. Especially note those who will need a follow-up visit.