

MAKING THE FIRST CALL

BEFORE THE CALL

1. Pray!
2. Refresh memory on the event the contact attended.
3. Write down some points you will cover (or have this guide before you).

DURING THE CALL

1. Show concern.
 - Check in on how everything has been going.
2. Address how you are connected to the contact.
 - Re-affirm salvation (if saved).
E.g. "Congrats on making this decision to know Jesus. This is more than a one-time choice, and there's so much more to knowing Jesus!"
 - Touch on the event the contact attended.
3. Offer help and encouragement.
 - Tell them you have been thinking and praying for them.
 - Ask if there are any ways you can help them (e.g. practical help, encouragement, prayer).
 - Pray for their needs.
 - Write down their needs so you can remember to pray for and check in on them later.
4. Arrange a meet-up to introduce them to Next Step.
E.g. "I'd like to catch up with you sometime soon! I would love to help you get to know who God is and what He has in store for you."
 - Set a date as much as possible over the call.
 - If he/she is unwilling to meet, enlist the help of the person that invited them.

AFTER THE CALL

1. Review any points taken.
 - Does his/her prayer request require urgent follow up?
 - Do his/her needs require any help which you may need to seek counsel for?
 - What specific areas can you be praying for before meeting him/her?
2. Update the consolidation sheet.
3. Set a reminder to check in or remind him/her of your meet-up date.

