



# The Orlando Institute for Leadership of Ministry

## How to Do Follow Up – from Make Your Mark\*

There are many ways to follow up a new believer. One way to ensure that you are covering material essential to his growth is by using the "New Life in Christ" booklet. This booklet was designed to take the believer through five important concepts in a logical manner: assurance of salvation, God's forgiveness, the filling of the Holy Spirit, Bible study and prayer.

By using this booklet, you can be sure of covering enough material to teach the new Christian how to grow. Yet you will not give him so much material that he does not know where to begin.

We begin with the person who has just accepted Christ. Take him through initial assurance by going all the way through the "Knowing God Personally" booklet immediately after he has accepted Christ. Also, if you have one with you, give him a copy of the follow-up booklet, "New Life in Christ." Encourage him to read the scripture passages in the first study. If you don't have the booklet with you, plan to give it to him on the first follow-up appointment.

### I. How to conduct a series of follow-up appointments.

#### 1. First meeting - Your New Life in Christ

After someone has trusted Christ, you should meet with him again within the next 48 hours. Ask him if he has had a chance to start reading the booklet. If he did, ask him if he has any questions concerning what he read. Make sure that you have read the relevant section and can answer questions he has about the passage. If you are not able to complete the entire session in the first appointment, feel free to complete it during the second appointment. Our objective is not just to get through a booklet, but to help the new believer have assurance of his salvation and understand how to grow.

NOTE: You may be able to answer most or all of his questions. However, if you cannot answer a particular question, don't bluff your way through it! Tell him that you are not able to answer his question adequately right now but that you will do some study and get back to him.

#### 2. Second Meeting - Your New Life in God's Love

In the second session cover the basis of forgiveness and discuss how to experience God's love and forgiveness. At this point, you should be thinking ahead and acquainting the new believer with the idea of sharing his faith.

Begin to look for natural opportunities to talk about witnessing experiences you have had. Be enthusiastic and positive as you talk about how God has given you opportunities to tell others how they can have a relationship with Jesus Christ.

#### 3. Third Meeting - Your New Life in the Spirit

This session should be an amplification of the Holy Spirit booklet and gives the new Christian an opportunity to pray and be filled with the Spirit. Following this appointment you should plan to take the new believer witnessing. Continue to communicate enthusiasm as you invite him to go with you to tell others about Christ. If possible, it is best to set up an evangelistic appointment before you take him with you. Put the new believer at ease by telling him that you want him only to watch you and pray for you as you witness to the other person. He doesn't have to say a thing.

After the sharing time, discuss what he observed and learned. Regardless of the outcome of the witnessing time, be positive about the fact that God is pleased with our obedience and emphasize that the results are in the Holy Spirit's control, not ours.

#### 4. Fourth Meeting - Growing in Your New Life

In the fourth appointment begin to cover some of the principles of Christian growth. The new believer becomes acquainted with the importance of the Bible. This lesson also covers guidelines on how to study the Bible. Share with him how you study the Bible. Emphasize that he is studying the Scriptures to get to know God; he is not merely studying to learn about God.

### II. Follow-up appointments for the more mature Christian.

#### 1. Initial meeting

- a. Give him a copy of "New Life in Christ."
- b. Exchange names and phone numbers.
- c. Make an appointment within 48 hours.
- d. Explain that you'd like to meet and talk about some things that you feel he would appreciate knowing. Add that you would like to try and answer any questions he might have about his relationship with Christ.

#### 2. Next meeting

- a. Be friendly.
- b. Help him answer his own questions from the Bible.
- c. Discuss assurance of salvation. Many Christians simply do not know for sure that Christ is in their lives and that they have eternal life and will go to heaven.
- d. Close in prayer. If appropriate, suggest that each of you pray briefly.

#### 3. Later meetings

Depending upon his maturity level, challenge him to be in a discovery group or a discipleship group. Advantages of placing him in a small group:

- Overcomes Satan's attempt to make him feel isolated.
- Demonstrates to him that there are other Christians around.
- Provides an informal, relaxed environment for growth.
- Exposes him to others who are applying Scripture to their lives.

### III. Follow-up through specific activities.

Follow-up is best achieved through individual relationships and one-time appointments.

However, there will be times when you are unable to follow up each person individually.

When you have a major evangelistic event, there will be many people to follow up. The following means are available when it is not possible, because of time or manpower, to follow up each person individually.

All who accept Christ can be followed up through the following means: Bible studies, small fellowship groups, meetings, literature, tapes, church.

1. Introduce them to other believers, especially those who live near them or whom they are likely to meet in everyday life.
2. Tell them what Christian fellowship is available locally and offer to take them whenever possible.
3. Begin to spend time with them personally, letting them see you in everyday situations. For example, eat a meal with them or attend a sporting function together.
4. Remember to listen. Sometimes people will be more honest about their Christian lives in circumstances outside of times of "spiritual" discussion. Let them talk about how they are doing, and make sure you have really listened before trying to give an answer to any problem they discuss.
5. Don't discuss their spiritual struggles with other people who can't be involved in helping them.

### IV. How to follow up long-distance.

1. Correspond by letter or email.
2. Phone every so often.
3. If possible, have other Christian friends from that area contact them.
4. Pray for them regularly
5. Take them to web sites which help answer their questions

#### IV. Practical Helps in Follow-Up

Be a friend to the new believer. Call over to his place. Don't always expect him to come to you. Learn to ask questions to see if he is grasping the main truths. "Does this make sense?" "Do you have any questions about this?" Ask questions as you discuss spiritual things; avoid lecturing,

Never do the thinking for him. You don't want him to become dependent on you. As he learns to evaluate and think through information and draw conclusions on his own, he will grow in his understanding of scriptural truths.

Pray together if the believer is comfortable. Be sensitive. You can initiate prayer by saying: "This has been a good talk. Why don't we thank God for this time together before we leave. I'll say a few words (be brief!) and then you can feel free to add anything if you want to." Approach follow-up as a time of sharing rather than of teaching (Philippians 2:3,4; 2 Timothy 2:24). Cover only what he can digest in one session. We can't eat six meals all at once. Stick with one main idea each session. Don't be afraid to admit you do not know all the answers.

Communicate a vision to him about the significance of his potential to be used of God, recognizing that Christ never called His men on the basis of what they were but rather what they could become.

\* [http://www.greatcom.org/resources/make\\_your\\_mark/default.htm](http://www.greatcom.org/resources/make_your_mark/default.htm) The booklet can be purchased on this site.

For online follow-up lessons, see also:

<http://www.tenbasicsteps.org/english/christianadventure/step113.htm>

When the new believer completes this series challenge him to go through the Transferable Concepts with you. [www.transferableconcepts.org](http://www.transferableconcepts.org)

First two follow-up studies:

<http://www.cru.org/train-and-grow/transferable-concepts/you-can-be-sure-you-are-a-christian.html>

<http://www.cru.org/train-and-grow/transferable-concepts/experience-gods-love-and-forgiveness.html>

Then for ongoing discipleship training begin the Evangelism class at [www.toi.edu/trainingmaterials](http://www.toi.edu/trainingmaterials)