FOLLOW-UP STRATEGIES FOR “FRIENDS OF HOPE” DAY

I. Basic guidelines: What will happen after the visitors’ day should not be too different from visitors’ day:
   a. Ushers are still needed at the parking lot, front door, reception area, and inside the church to make visitors feel welcome.
   b. Sabbath School teachers still welcome visitors and make them feel at home in Sabbath School class and the church.
   c. Inviting visitors to the hospitality dinner or welcoming them to members’ homes can be planned and scheduled.
   d. Every visitor will be welcomed.

II. Follow-up with the guest book:
   a. It is important to contact all visitors after they have visited the church.
   b. All visitors who are listed in the guest book need to be contacted personally as soon as possible.

III. What can be planned for follow-up programs:
   a. Plan for a time to pray for those who have visited.
   b. Organize members into visitation teams.
   c. Contact visitors, letting them know that a representative of the church would like to pray with them.
   d. During the visitation, ask about special concerns or issues for which the visitors would request prayer.
   e. Pray according to their requests.
   f. Introduce various ministries available in the church, particularly those that would appeal most directly to visitors.
   g. Invite visitors to various important events of the church (health seminars, family life seminars, revelation seminars, etc.).
   h. If the visitors have children, invite them to join Sabbath School, Pathfinders, Adventurer Club, and other activities for children and youth.
   i. Invite visitors to members’ homes.
   j. Invite visitors for Bible study.
   k. Invite them to a reaping campaign.
   l. Arrange transportation; offer to take them to and from a scheduled reaping campaign.
   m. Gently encourage them to make the right decision.

IV. Guidelines for visitation of visitors: The church should provide relevant information:
   a. Visitor contact information
   b. Map or directions as needed
   c. Church ministry brochure(s)