



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)