

HOW TO GROW A CHURCH

**Easily Effectively Economically
MANUAL**

STEP 1

**Church Assessment
Membership Assessment
Membership Paradigm Mindshift**



**GREATER HARVEST MINISTRIES
CHURCH GROWTH MINISTRY
Rev. Dr. Beverly Tillman**

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Flossmoor IL 60422

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INTRODUCTION

GREATER HARVEST MINISTRIES/CHURCH GROWTH MINISTRY

The Greater Harvest (GH) Church Growth Ministry is a ministry founded by Dr. Beverly Tillman to support Senior Leaders and their church members in growing their churches numerically. Although this process will support growth of any size church, it works most beneficially for churches of twenty to two hundred members. The GH Church Growth process does not address spiritual growth, because spiritual growth relates to the process of transformational discipleship. However, as the church adds to its numbers, there should also be a process in place in the local church that supports discipleship growth and development. This aspect is left up to the Senior Leader who is responsible for the spiritual transformation of an unsaved person into a saved person, which happens when a sinner gives their life to Christ.

GH Church Growth Ministry supports church growth by using a strategic holistic model whereby each part of the plan contributes to all things working together for the good in a process that results in growing a church. Each part of the process must be treated as “a part of the whole”. This will allow a church to be able to grow as the Body of Christ. Whenever there is an attempt to grow a church based on developing each part independent of the other parts, the Growth Ministry process will not yield as much fruit and in some cases no fruit at all.

The growth process is supported by two main scriptures: Matthew 28:18-20 and ACTS 2:42-47.

Matthew 28:18-20 - The Great Command

¹⁸ Then Jesus came to them and said, “All authority in heaven and on earth has been given to me. ¹⁹ *Therefore go and make disciples of all nations*, baptizing them in the name of the Father and of the Son and of the Holy Spirit, ²⁰ and teaching them to obey everything I have commanded you. And surely, I am with you always, to the very end of the age.”

ACTS 2:42-48 - The Fellowship of the Believers

⁴² They devoted themselves to the apostles’ teaching and to fellowship, to the breaking of bread and to prayer. ⁴³ Everyone was filled with awe at the many wonders and signs performed by the apostles. ⁴⁴ All the believers were together and had everything in common. ⁴⁵ They sold property and possessions to give to anyone who had need. ⁴⁶ Every day they continued to meet together in the temple courts. They broke bread in their homes and ate together with glad and sincere hearts, ⁴⁷ praising God and enjoying the favor of all the people. *And the Lord added to their number daily those who were being saved.*

In Matthew Jesus gives the command *therefore go and make disciples*. In growing the church numerically unsaved people are converted to Christianity thereby becoming a disciples. In making disciples, the church is fulfilling the command to evangelize and the Church, the Body of Christ, grows.

In ACTS we note that *“the Lord added to their number daily those who were being saved”*. The members listened to the Senior Leader(s), i.e., Pastors and Apostles teachings. The members socialized and fellowshiped with one another. They gave to anyone who had needs. They met frequently. They celebrated communion together. They developed glad and sincere hearts, etc. And, amazingly, the *Lord grew their number daily those being saved*.

The GH Church Growth Ministry is based on the foundation that members participate in growing their church as they participate in fellowship with Visitors. Jesus will be edified and the Body of Christ will grow as Jesus adds to the number of Visitors being saved.

The GH Church Growth Ministry applies a system or process of activities and events that engages a church’s members with the visitors in such a way that the Lord will add to their numbers as the members *continuously* engage visitors who do not know Christ but will come to know Christ through fellowship with the Believers.

This is how the GH Church Growth Ministry process works. A Systematic Holistic Plan is developed which purposely “engages” visitors into the church ministry “prior” to the visitor actually giving their life to Christ and becoming a member (Christian). In other words, a person participates in the life of the local Church before he or she actually becomes a Christian and joins. Non-members are allowed to participate in almost all aspects of the church ministry prior to joining.

It is important that members actually accept this new way of engaging visitors, i.e., visitors being able to participate in New Members classes

and also participating in the other church ministries along with the members until the visitor makes the decision to give their life to Christ or to rededicate their life to Christ and join the church.

This is how the Growth Plan is developed and implemented.

The church does three assessments:

- Church Assessment
- Community Assessment
- Children and Teen Ministry Assessment

The church membership activates the three assessments through an “Implementation” process.

The church members participate in the following implementations:

- *Membership Paradigm Shift Mindset* in which members actually become excited to engage the visitors in the life of their church.
- *Visitor Conversion Blueprint* in which visitors go through a welcoming and incorporation into the fellowship of the church.
- *Signage Attraction System* in which a “system” of signs both designates important information about the church and directs the visitor starting from outside of the church to inside the church and in some cases throughout the church.
- *Live Events Activation* where the church members invite and engage visitors mainly to non-worship fellowship events hosted by the church.
- *Community Program Implementation* in which the church becomes fully involved in the community.

The process is holistic in that all of the separate parts of the plan begin working together as the implementation process progresses.

Implementing any one part of the plan on its own individually will not have the same impact on growing the church as implementation of all the parts of the plan in sequential order. Additionally, as an enhanced effect, this church growth process and plan also leverages the skills and talents of the members and leverages the ministries and activities already in play within the church.

There are three types of Visitors:

- Non-Christians whom the members already know, i.e. family, friends, neighbors, co-workers, etc.
- Non-Christians whom members do not know. Generally coming from the community.
- Christians who rededicate their lives.

(Of course, some Visitors will always come from other churches. These individuals are not specifically sought after to grow a church, since growing the Body of Christ occurs through adding “new” converts.)

Community involvement is essential to the process of church growth. During the GH Church Growth Ministry implementation process, emphasis is also placed on the church becoming an integral part of the community.

The GH Church Growth Ministry employs a Strategic Holistic Growth plan that is a strategy engaging a “holistic” process in which each part of the plan is integral and essential to the overall success of the growth of a lively and viable organism called the Body of Christ, His Church.

This is how to use Four Steps implementation process to grow a church.

A church will experience growth within three to six months with some churches experiencing the beginning of growth right after the Back To Church Sunday Event.

- Immediately establish the Church Growth Team for an orderly process.
- **IMPORTANT:** If possible, Step 1 and Step 2 should be read, developed, and implemented within the first few months of beginning the church growth program. In order to be maximally successful these two steps should be completed and activated within the first two months of the growth program.
- Steps 3 and 4 if possible, should be completed and activated no later than six months.
- It is important that all of the Steps be completed as soon as possible for growth and if possible, should not exceed 6 months.
- This program should be completed in chronological order. Developing only one or two steps or doing the steps out of sequence may not result in maximal growth.

May God bless you and be with you as you succeed in growing your church. May Holy Spirit be your guide and teacher.

Rev. Dr. Beverly Tillman
Senior Leader, Greater Harvest Ministries

You can connect with Dr. Tillman on her private website at DrTillman360.com

HOW TO GROW A CHURCH

THE PROCESS

HOW TO USE THIS MANUAL



HOW TO USE THIS MANUAL

THE PROCESS

TO DO ACTION ITEMS

COMPLETE THE CHURCH ASSESSMENT “before” you begin the action items.

After completing the Church Assessment in Step 1 (and Children and Teen assessment) and Step 2 do these ACTION ITEMS. These items when combined with the Membership Assessment and Membership Paradigm Mindshift will greatly enhance growth of a church.

Always remember the Senior Leader(s) is the Leader in church growth. For a church to successfully grow no one else can take this responsibility.

From the leadership assessment in Step 1, choose 5 to 10 members who will officially be on the church growth team. Start your church growth leadership team/ministry as soon as you identify the members. They are to immediately develop a plan for growing the church based on the How to Grow a Church Manual Steps 1,2,3,4.

1. **ACTIVATE YOUR MEMBERS.** Refer to Step 1. This is an absolute must if you are to grow successfully. **DO NOT BEGIN** the Step process until your members are activated. You should be able to activate your members within 1 to 2 weeks.

Membership Activation is the process by which all members are acting on one accord in preparation to bring visitors into the church according to ACTS 2:42-47. This happens through many activities.

2. Signage.

Refer to Step 4 Manual that discusses signage around the church and inside of the church. Inside signage is as equally important as outside signage especially when a church is not located in a traditional church building.

3. Church entrance.

- a. Refer to Step 1 and Step 2 regarding visitors.
- b. Set this area up such that it is visitor friendly.

4. Greeters and Ushers.

- a. Refer to Step 1
- b. Ensure that their roles are interchangeable.
- c. They must be available to greet visitors whenever the church is open, even during mid-week.
- d. Use a rotation system for greeting visitors where any member will be able to pitch in and greet.

5. Visitors.

- a. Refer to the visitor section Step 2 for all aspects pertaining to the integration of visitors into the church. Remember visitors are the lifeline to growing a church. All that you do to grow your church should revolve around the visitors.
- b. Set up a Visitors center. Be sure it is always staffed with members who know your church.

- c. Establish a visitor data base.
- d. Establish visitor follow up.
- e. Complete all of the action items mentioned in the Visitor Sections.**

6. Visitor church participation.

- a. Refer to Step 1, Step 2, Step 3.
- b. Develop a list of ministries that the visitors can actively participate in on a regular bases and start including visitors.
- c. Encourage visitor's participation in ministry. Make sure visitors know they can participate prior to becoming a member.
- d. Encourage visitors to participate in New Members classes noting that they do NOT have to join your church. (Experience has shown that after a 6-to-8-week class about your church and the Christian religion most visitors give their life to Christ and will join a church).
- e. Always include the "invitation" to Christian discipleship during all events, ministries and activities where visitors are included.

7. Ministries

From Step 1 and Step 2 go through the entire ministry sections and identify ministries that will be specifically amenable to visitor participation. Encourage visitors to participate.

8. Special Days

- a. Refer to Step 1. It is strongly recommended that a church has events for “all” of the special days listed. These days are a must to encourage fellowship and participation of members with each other AND visitors.

9. Develop a Marketing plan identified under the Marketing Section in Step 1. It is important to have this plan in place in order to actively advertise and market the church events and programs.

- a. Market and advertise throughout your community and the locations you identify in the church assessment as well as the locations identified in the Step 3 Manual on Community Assessment and Implementation.
- b. Identify programs from Step 4 Live Events Activation that will be extremely important for community interaction.

10. Pictures- The pictures will be used as part of the Signage section in Step 4.

11. Establish an Outreach Ministry with at least 5 members.

- a. The ministry members are the organizers, however be active in getting as many members as possible to join in with the ministry members as they minister throughout the community or the church.
- b. Read and complete the Step 3 Book: Community Assessment and Community Implementation in order to understand and implement the Outreach Ministry. The Outreach Ministry when

done judiciously will reap inroads into community relationships and people wanting to visit your church.

12. Establish an Evangelism Ministry with at least 5 to 10 members.
 - a. Train the entire membership how to lead someone to Christ.
 - b. Establish a regular routine for community evangelism.
 - c. New members must train in the Evangelism Ministry even though they may not join the ministry.
 - d. New members must be encouraged to bring family, friends, and neighbors to church.

As you can see the entire church growth strategy encompasses developing opportunities for visitors and church members to interact in ways that will encourage and be beneficial to church growth.

As you read each section and each book activate and implement as you go along. Do not wait until you have read through all of the books before you start implementing. Get members involved in participating in the program and reading the Steps.

Jump right in and go for it! God bless you.

HOW TO GROW A CHURCH

STEP ONE

CHURCH

GROWTH

ASSESSMENT



CHURCH ASSESSMENT

PURPOSE

1. To support Senior Leaders and their members in growing their churches biblically.
2. To Support numerical growth with a “hands on” approach to church growth.
3. To empower the process of non-Christians becoming Born again Saved Christians. During the process of growing the church, Visitors who are not saved may convert to Christianity and subsequently become members of the local church.
4. To support Senior Leaders in understanding the process by which non-members will “want” to become involved in the church ministries, social opportunities, and social justice actions “prior” to becoming actual members. When given the opportunity, visitors will often want to participate in order to understand philosophy or the way of life of the local church before they join.

1. BIBLICAL SUPPORT OF CHURCH GROWTH

Matthew 28-20 - Jesus, undeterred, went right ahead and gave his charge: “God authorized and commanded me to commission you: **Go out and train everyone you meet, far and near, in this way of life (make disciples)**, marking them by baptism in the threefold name: Father, Son, and Holy Spirit. Then instruct them in the practice of all I have commanded you. I’ll be with you as you do this, day after day after day, right up to the end of the age.”

Message Bible

The Church is charged with making disciples to both save people and to “grow” the Body of Christ.

ACTS 2:43-47 - Everyone around was in awe—all those wonders and signs done through the apostles! And all the believers lived in a wonderful harmony, holding everything in common. They sold whatever they owned and pooled their resources so that each person’s need was met.⁴⁶⁻⁴⁷ They followed a daily discipline of worship in the Temple followed by meals at home, every meal a celebration, exuberant and joyful, as they praised God. People in general liked what they saw. **Every day their number grew as God added those who were being saved**”. Message Bible

Fellowship is pivotal to growing a healthy church. Watch God increase the numbers daily as local church members welcome and fellowship with the non-members attending their church.

2. VISITORS ARE THE LIFE LINE TO GROWING A CHURCH

STRATEGIC OPPORTUNITIES

1. Start a Visitors Ministry. (Often this is assigned to the Evangelism Team.)
2. Create the Church Growth Team or Ministry. create the position “Leader of the Visitors Ministry”.
3. Create opportunities for fellowship between your members between your member and Visitors.
4. Make the assumption that most Visitors want to “belong” to your church fellowship.

1. GENERAL INFORMATION ABOUT YOUR CHURCH

a. Name(s), phone numbers, emails(s) persons completing this questionnaire.

Date: _____

Name: _____

Email: _____

Phone: _____

Name: _____

Email: _____

Phone: _____

Name: _____

Email: _____

Phone: _____

Church Name: _____

Address: _____

City: _____ State: _____

Phone: _____

Please indicate affiliation: ___ Apostolic ___ Baptist

___ Denominational ___ Non-Denominational

___ Pentecostal ___ Other _____

b. Senior Leader(s) contact information.

Name: _____

Title: _____

Email: _____

Phone: _____

Name: _____

Title: _____

Email: _____

Phone: _____

Name: _____

Title: _____

Email: _____

Phone: _____

c. Church Lead Administrator or Secretary please provide title.

Name: _____

Title: _____

Email: _____

Phone: _____

d. Mission Statement:

e. Vision Statement

f. Logo – picture

g. What is the current church attendance number?

- Weekly Worship services _____
- Midweek services _____
- Other _____

h. How often and during what activities or events at your church, do you extend the invitation to Christian Discipleship or invite people to join your church?

i. What kind of music is available at your services? Check all that apply.

Choir Praise Team Prophetic Praise Band
 A-Capella CD Other _____

j. Do you or have you ever participated in National Back to Church Sunday? Yes No, if yes, what was the outcome?

k. Do you have a visitor's data base? ___Yes ___No

- What information do you collect?

l. What digital system do you use to maintain the information?

m. What position or person maintains the data base?

n. What percent of your new members are converts?

o. Church Email

p. Web-Site: <http://www.>_____

Functionality -what do you believe your website does to engage outsiders/visitors?

q. Church Phone: Is there a voice message on your church phone?

Yes No If yes, what does it say? Please write verbatim.

r. Social Media

- Are you on social media? Yes No
- Is it under the church name, senior leader or both?
 church name senior leader both

- List the social media sites/platforms.

- Does your church record Sunday and mid-week services?

Yes No

- What platform do you use for recordings?

- What other information does your church promote on social media?

- List any other information your church post on social media.

2. Church growth

a. How many people joined your church?

- Last year - 20____ Number joined _____
- This year - 20____ Number joined _____

b. How many do you anticipate will join this year? _____

c. Discuss what your church is currently doing to promote growth.

d. Discuss where you would like to be in terms of growing your church.

1. People and skills assessment

Leaders for church growth should be members identified as Leaders of people not necessarily Leaders by titles. They have the skills to work independently, develop new ideas based on the Vision, lead people, develop and teach new programs. Often, they are or have been leaders at their place of employment, community organizations, etc.

First, identify formal leaders then identify Informal leaders. Formal Leaders generally have titles and are ministry or Board leaders.

Do not forget the Pastor or Senior Leader is the leader and is responsible for the Church strategy and finalizing the Strategic Plan to grow the church. This responsibility cannot be delegated to anyone else.

1. Formal leaders that have titles

Name:

Title:

Current Responsibilities:

Name:

Title:

Current Responsibilities:

Name:

Title:

Current Responsibilities:

Name:

Title:

Current Responsibilities:

Name:

Title:

Current Responsibilities:

2. Identify informal leaders - no title. These are people in your church who informally lead or might be leaders at their place of employment. They do not have a title or lead a ministry, but could potentially be willing to lead in your church.

Name:

Name:

Name:

Name:

Name:

Name:

Name:

3. List people in your community who are NOT members of your church but have leadership skills that would be effective in your church i.e., medical, educational, legal, etc.

Name: _____
Professional Background _____
Leadership Skills _____

Name: _____
Professional Background _____
Leadership Skills _____

Name: _____
Professional Background _____
Leadership Skills _____

Name: _____
Professional Background _____
Leadership Skills _____

Name _____
Professional Background _____
Leadership Skills _____

Name _____
Professional Background _____
Leadership Skills _____

4. Church Growth Team

Refer to all the leaders you have identified: Who would you potentially identify to be the members of the Church Growth Team? They are NOT responsible for doing all the work, but are responsible for ideas, leadership of small growth teams and following through. They may be people attending or not attending your church.

Please list at least 10 people, their contact information, and leadership skills:

Name:

Title:

Email:

Phone:

Professional background:

Leadership skills:

Name:

Title:

Email:

Phone:

Professional background:

Leadership skills

Name:

Title:

Email:

Phone:

Professional background:

Leadership skills

Name:

Title:

Email:

Phone:

Professional background:

Leadership skills

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Professional background:

Leadership skills

Name:

Title:

Email:

Phone:

Professional background:

Leadership skills

Name:

Title:

Email:

Phone:

Professional background:

Leadership skills

Name:

Title:

Email:

Phone:

Professional background:

Leadership skills

a. Others you may want to include in church growth leadership

Name:
Email:
Phone:
Name:
Email:
Phone:
Name:
Email:
Phone:
Name:
Email:
Phone:

b. Where do you expect your church to be in:

- 6 months – membership _____
- 12 months – membership _____
- 18 months – membership _____

c. Outreach Ministry

- Does your church have an “active” Outreach Ministry that is active in your community? __Yes __No
- How many of your church members participate in the Outreach Ministry? _____
- Is your Outreach Ministry part of your Evangelism Ministry? __Yes __No

- Does your Outreach Ministry promote church growth?
 Yes No
- How many members participate in the Outreach Ministry?

- List the outreach activities your church is doing at this time.
 Example- visit nursing homes

5. Evangelism Ministry

- a. Do you have an “active” Evangelism Ministry?
 Yes No If yes, what does it do? How does it participate within your community events?

b. How many members participate in the Evangelism ministry?

c. How many events/activities does your Evangelism Ministry do per year? _____

d. Do you have an Evangelism budget?

Yes No What amount \$_____

e. Discuss your goals for the Evangelism Ministry for the next 12 months.

f. Discuss what you are currently doing in your church to promote church growth through Evangelism.

g. Are new members trained in Evangelism?

Yes No : If No, please discuss why not.

h. Are new members recruited to be on the Evangelism team?

Yes No How are new members recruited?

6. Signage

List all signs and their locations. Write what is written on the sign. Take pictures of all signs. Include, rest rooms, signs for all other rooms and or locations, i.e. back doors, etc.

Sign	Location	What is written on the sign

a. Are you amenable to changing your signage? Yes No

7. Church Entrance

a. Is the entrance on the front or side of the building?

Yes No

b. If your church is enclosed within a building where there are other events being held at the same time as your services, you must ensure proper signage.

c. Discuss and describe "activities" that occur in the church entrance or narthex, i.e., meeting, greeting, tables, etc.

d. Discuss what the entrance “looks” like (or what is located in the entrance), tables, signs, etc.

e. Do members and visitors use this area as a meeting place?
 Yes No

8. Greeters and Ushers

a. Are your Greeters the same as your Ushers? ___Yes ___No

b. Do Greeters and Ushers wear badges? ___Yes ___No

If Yes take a picture.

c. How many greeters/ushers do you have on your team?

Greeters' _____ Ushers _____

d. Is your Greeting Team considered a ministry? ___Yes ___No

e. Where are the greeters stationed on Sunday? (on the outside and on the inside)? Example- in front of the sanctuary door on the left side entering the church)

f. What are the Greeters and Ushers assigned to do before, during, and after services?

- g. If you have midweek service are the Greeters and /or Ushers available to serve? ___Yes ___No
- h. Would you be amenable to having the Greeters available during mid-week services? ___Yes ___No, If you responded No, please explain.

9. Visitors

- a. Do you maintain a visitor data base? ___Yes ___No , If yes, what information do you collect?

b. What is your method of collecting the data? (For example – cards, computer entry)

c. Do you have a Visitors Table or a Visitors greeting area in your church? Yes No

d. Is the visitor's area hosted by members? Yes No
If yes, what do the members do at this area?

e. Do you ask Visitors how they heard about your church?
 Yes No

f. Do you ask Visitors if they are saved? ___Yes ___No

g. How many times or how frequently do you follow up with
Visitors? ___Per week ___Per month ___Other

h. What actions do you take to invite people to come back to your
church?

i. Do members use scripts when they follow up with visitors by
Phone? ___ Yes ___No. If a script is used please attach or write it
below.

j. Do you give visitors gifts? Yes No. If yes, what do you give?

k. Is there a process by which visitors are “assimilated” into your church community? This is different from how do visitors become members. Yes No

l. Does a member from Senior Leadership Greet and Meet Visitors after service on Sundays? Yes No

m. Do you have a formal way of meeting and hosting visitors?
 Yes No

n. How and where do you meet and greet visitors before or following services?

o. Are Visitors required to acknowledge themselves during worship service? Yes No

p. Is the invitation to Christian Discipleship extended during worship service? Yes No

q. Is the invitation to Christian Discipleship extended at other times during church attendance, i.e., during bible study, other activities.

Yes No

r. Once a visitor is attending your church do you regularly ask them if they would like to become involved prior to joining?

Y N If No please explain. If Y, please refer to page 49, letter b.

s. In your opinion is it easy for a person to join your church?

Yes No Please explain.

t. If a visitor were to ask any member of your church how to join what percent of your members would be able to answer that question? ___Yes ___No What would they say?

u. Are all members aware of all of the ministries available for joining? ___Yes ___No

v. Can members start their own ministries and invite members of your church to attend? ___Yes ___No

w. Is the call to Christian Discipleship always extended in every public service or social event?_ Yes_ No, If not please explain why.

x. Do you or have you ever used any of the following for follow up?
(Check all that apply) and what was your experience using these
methods? Good, bad, neutral?

Website: opt-in

Text messaging

Live phone calling

Automated phone calling

Emailing

Other

y. Have you ever used the following (check all that apply) and if yes
what has been your experience and success rate?

Billboard

Signs on public transportation, i.e., busses, trains, etc.

Flyers/post cards – if yes then to whom did you give flyers to?

z. What information is on your printed materials?

10. Visitor Participation

a. What events at your church are openly advertised to the public and visitors? Please list (including worship and bible study).

b. Please list the Ministries that visitors are allowed to attend or be involved in before they join.

c. Are visitors allowed to participate in helping at church functions?
__ Yes __ No If yes, which activities?

11. Visitor “Meet and Greet”

a. Is there a place for visitors and members to meet and greet?
__ Yes __ No, If yes, where is it located?

- If yes, do you serve anything to eat or drink?

- If yes, what do you do at the meet and greets?

12. Children Visitors

- a. Are visiting children allowed to participate in church activities for children? Yes_ No, If yes what events do visiting children engage in?

Ministries

This next section is specifically to discuss the Ministries and programs at your church. Please answer the questions as completely as possible.

Please describe the ministry, number attending, where they meet, frequency of meeting, what they do, ministry leader's title, i.e., Minister, Laity, Deacon, etc. whether or not Visitors are allowed to attend or participate in the meetings.

1. Ministries

a. New members

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

Are visitors allowed to attend/participate? Yes No

b. Bible studies

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

Are visitors allowed to attend/participate? Yes No

c. Intercessory Prayer

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

Are visitors allowed to attend/participate? Yes No

d. Children's ministries

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

Are visitors allowed to attend/participate? Yes No

e. Married Couples

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

Are visitors allowed to attend/participate? Yes No

f. Women's ministry

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

Are visitors allowed to attend/participate? Yes No

g. Men's ministry

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

Are visitors allowed to attend/participate? Yes No

h. Teen Ministry

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

Are visitors allowed to attend/participate? Yes No

i. Young adults/ Millennials Ministry

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

Are visitors allowed to attend/participate? Yes No

j. Seniors Ministry

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

Are visitors allowed to attend/participate? Yes No

k. Outreach Ministry

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

Are visitors allowed to attend/participate? Yes No

I. Evangelism Ministry

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

Are visitors allowed to attend/participate? Yes No

m. Healing Ministry

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

Are visitors allowed to attend/participate? Yes No

n. Deliverance ministry

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

Are visitors allowed to attend/participate? Yes No

o. Prophetic ministry

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

Are visitors allowed to attend/participate? Yes No

p. Pastoral ministry

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

Are visitors allowed to attend/participate? Yes No

q. Christian Education and Bible Studies

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

Are visitors allowed to attend/participate? Yes No

r. Ministerial Meetings

This ministry is generally limited to members only. Sometimes visiting ministers are invited to attend.

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

s. Ordination Candidates Ministry

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

t. Finance committee or Ministry/ generally limited to members only.

- Who can be on this committee?

- How do you screen for members to be on this ministry?

u. Please list any other ministries of your church.

Number attending:

Where they meet and days:

Frequency of meeting:

Ministry leader's position in the church:

Agenda:

2.Special Days

Indicate what you do on special days. How well are these day attended by Visitors? Do most of the members participate in inviting their friends and family? How are these days advertised? Is food served? Are gifts given out?

3. Family Day

- a. Is this well attended by all members? ___Yes ___No
- b. Do you Invite non-members? ___Yes ___No
- c. Community? ___Yes ___No
- d. Do most of your members enjoy the event? ___Yes ___No
- e. Do members serve food and refreshments, etc.? ___Yes ___No
- f. Other information

4. Visitors / non-members Day

- a. How many visitors generally attend? _____
- b. What percent of members bring visitors? _____
- c. How are visitors invited, email, text, word of mouth, etc.?

- d. Do members serve food and refreshments? ___Yes ___No

e. Other information

5. Each - one bring 1 days

a. How many visitors generally attend? _____

b. What percent of members bring visitors? _____

c. How are visitors invited, email, text, word of mouth, etc.?

d. Do members serve food and refreshments? ___Yes ___No

e. Other information

6. Pastor's appreciation day, birthdays, etc.

- a. Is this well attended by all members? ___Yes ___No
- b. Do you Invite non-members? ___Yes ___No
- c. Do members serve food and refreshments, etc.? ___Yes ___No
- d. Other information

7. Vacation Bible school

- a. How many children attend? _____
- b. How non-members children attend? _____
- c. How many church member adults attend (who are not part of the program)? _____
- d. How many non-member adults attend? _____
- e. How many member teens attend? _____
- f. How many non-member teens attend? _____
- g. If you do not include non-members, will you invite them to the next VBS? ___Yes ___No

h. Other information

8. Christmas

a. What events do you have for Christmas?

b. How many members attend the event(s)? _____

c. How many non-members attend the event? _____

d. What percent of those attend are non-member children and teens? _____

e. Do you Invite non-members? __Yes __No

f. Do members serve food and refreshments, etc.? __Yes __No

g. Other information

9. Easter

a. Is this well attended by all members? Yes No

b. Do you directly invite non-members throughout the community?
 Yes No

c. If yes, how do you invite them, email, flyers, written invites, posters, etc.?

d. Do members serve food and refreshments, etc.? Yes No

e. Other information

10. Please list “other” events at your church. (Refer to a below)

- a. Respond to the following question for each “other” event listed.
- How many members attend? Do you Invite non-members? ___Yes
_No
 - Do members serve food and refreshments, etc.? Y/N
 - Other information

Marketing

- a. Does your church have a written marketing program?
___Yes ___No
- b. If yes, what is your budget amount? _____
- c. If yes, please email a **digital** copy to
drillman@greaterharvestministries.com
- d. Is your marketing effective? ___Yes ___No
- e. Please explain your answer

f. Describe your current marketing strategy

Live Events

Live Events are discussed in Step 4 of the Church Growth process.

LIVE EVENTS ACTIVATIONS are generally non- religious events or secular events that your church invites visitors and people who live in the community. This may involve some advertising.

- a. These events are specifically held to invite non-members or visitors mainly to non-religious events held at or by your church.

- b. List all Live Events your church **currently** does.

1. Back to School Event

a. How many members attend? _____

c. Do you Invite non-members? __Yes _____No

d. Do members serve food and refreshments, etc.? __Yes _____No

e. Other information

2. Halloween

a. Do you have an event during the Halloween season?
__Yes __No

b. Do you Invite non-members? _____Yes _____No

c. How many children members attend? _____

d. How many non-member children attend? _____

e. How many non-member adults attend? _____

f. Do members serve food and refreshments, etc.? _____Yes _____No

g. Other information

3. Thanksgiving event

a. How many members attend? _____

b. How many visitors attend? _____

c. Do you serve refreshments? ___Yes ___No

d. Other information

4. Children's overnight

a. Do you host children's "overnight" events at the church?

___Yes ___No

b. How many members attend? _____

c. Do you invite non-members? ___Yes ___No

d. How many non-members attend? _____

e. Do members do you serve food and refreshments?

Yes No

f. Other information

5. **Christmas party or event**, i.e., a play (refer to page 77)

a. How many members attend? _____

b. Do you invite non-members? Yes No

c. How many non-members attend? _____

d. Do your members serve food and refreshments, etc.?

Yes No

e. Other information

6. New Year's Eve

- a. Do you have a New Years Eve or New Years day event?
__Yes __No

- b. How many members attend? _____

- c. Do you invite non-members? ____Yes ____No

- d. How many non-members attend? _____

- e. Do your members serve food and refreshments, etc.?
__Yes __No

- f. Other information

7. Back to school / how well attended

- a. Do you have a Back to School event? ____Yes ____No

- b. How many members attend? _____

- c. Do you invite non-members? ____Yes ____No

- d. How many non-members attend? _____

- e. Do your members serve food and refreshments, etc.?
__Yes __No

f. Other information

8. Family Day

a. Do you have a Family Day event? Yes No

b. How many members attend? _____

c. Do you invite non-members? Yes No

d. How many non-members attend? _____

e. Do your members serve food and refreshments, etc.?
 Yes No

f. Other information

g. Do you hold any events specifically for non-members?
___Yes ___No

h. List these events.

To complete this questionnaire, use the blank pages at the back of
the book for additional events.

- j. Discuss why these events are the most liked among members.
This can be secular or non-secular.

10. Pictures

- a. Provide pictures of the following:

Inside pictures of your church building. Front, back hallways, doorways leading to offices, include any signage, restrooms, etc. label all pictures and include North side, South side, etc.

Outside pictures: Provide pictures of all sides of your church from a vantage point across the street from your church. Include all signage. label all pictures and include North side, South side, etc.

SUMMARY

Go back over each section and develop a blue print for what ideas you will implement in your church. Most churches are already doing most of the activities listed in this manual. So just add a few more additional events from pages 73 to 87 to total 15 or more events for your church.

1. Review People and Skills.
2. Identifying both your formal and informal leaders.
3. Set up your teams for Church Growth. Identify people from your community wherever possible.
4. Identify ministries that would be most appropriate to have visitors work with the particular ministry.
5. If they are not already activated, activate your Outreach and Evangelism ministries.
6. Teach every one how to lead someone to Christ by first praying for them and second getting the non-member to come to church. Read Resurgence of Evangelism in the Local Church. Available at www.greaterharvestministries.com in the resources or book section.
7. Purchase books for Steps 2, 3, and 4.
8. Activate your members. Read the second part of Step 1 which is Membership Paradigm Mindshift
9. Have Back to Church Sunday ASAP – As soon as possible. Most churches will start growing immediately after this event. Read more about BTCS in Step 2.

10. Don't forget signage. It is extremely important especially for churches not located in a traditional church building. Review signage for Step 4.

HOW TO GROW A CHURCH

STEP ONE

MEMBERSHIP

ASSESSMENT



MEMBERSHIP ASSESSMENT

PURPOSE

1. To assess the skills and talents of your members.
2. To allow members to choose what they would like to do in your church.
3. To decide who has the leadership skills to head up a Church Growth Team.
4. To take the opportunity to get all members involved in growing your church.
within

NOTE:

You will notice that within the Membership Assessment and the Church Assessment there are duplications in who completes the questionnaire and Assessment of the members and events. This takes into account that there may be different members working on each part of Step 1.

As a matter of fact, it would be preferable that different members are assigned to do the church Assessment and the Membership Assessment. After completion the two different groups should meet, compare responses and come up with ideas for the completion of Step 1.

Also, take into account that training members will have to take place during the implementation of step 1.

1. GENERAL INFORMATION

If you have already completed the information questions from the church assessment you may skip this section.

- a. Name(s), phone numbers, emails(s) persons completing this questionnaire.

Date: _____

Name: _____

Email: _____

Phone: _____

Name: _____

Email: _____

Phone: _____

Name: _____

Email: _____

Phone: _____

Church Name: _____

Address: _____

City: _____ State: _____

Phone: _____

Please indicate affiliation: ___ Apostolic ___ Baptist

___ Denominational ___ Non-Denominational

___ Pentecostal ___ Other _____

b. Senior Leader(s) contact information.

Name: _____

Title: _____

Email: _____

Phone: _____

Name: _____

Title: _____

Email: _____

Phone: _____

Name: _____

Title: _____

Email: _____

Phone: _____

Name: _____

Title: _____

Email: _____

Phone: _____

c. Church Mission Statement: To be used with the Membership Assessment and training.

e. Logo – picture

f. Current attendance / number of members in attendance:

- Weekly Worship services _____
- Midweek services _____
- Other weekly activities _____

g. How frequently do you extend the invitation to Christian Discipleship or invite people to join your church?

h. How many members are in each age group?

- Under 5 _____
- 6-12 _____
- 13- 18 _____
- 19- 25 _____
- 26-35 _____
- 36- 45 _____
- 46-50 _____
- 51- 60 _____
- 60-70 _____
- 71- + _____

i. How well do your members get along or interact with each other?

1- 10 (ten= exceptional) _____

j. How did you come to this conclusion?

k. Is there a “meet and greet” before, after, or both for Sunday worship or midweek programs? Yes No

l. Are refreshments provided at the “meet and greets”?

Yes No

m. Does your church have socials/fellowships? Yes No

If so when, where and frequency are they held?

n. Do members volunteer to bring food and beverages?

Or are fellowships and socials catered? Yes No

2. Ministries – for each ministry provide this information:

a. Number attending: _____

b. Frequency of gatherings: _____

c. Activities or Events:

3. Women's Ministry

a. Number attending: _____

b. Frequency of gatherings: _____

c. Activities or Events:

4. Men's Ministry

a. Number attending: _____

b. Frequency of gatherings: _____

c. Activities or Events:

5. Senior's Ministry

a. Number attending: _____

b. Frequency of gatherings: _____

c. Activities or Events:

6. Married Couples ministry

a. Number attending: _____

b. Frequency of gatherings: _____

c. Activities or Events:

7. Millennials Ministry

a. Number attending: _____

b. Frequency of gatherings: _____

c. Activities or Events:

8. Singles or Unmarried Ministry

a. Number attending: _____

b. Frequency of gatherings: _____

c. Activities or Events:

9. Children's Ministry

a. Number attending: _____

b. Frequency of gatherings: _____

c. Activities or Events:

10. Vacation Bible School

a. VBS for Children

- Number attending: _____
- Frequency of gatherings: _____
- Activities or Events:

11. VBS for Teens

- a. Number attending: _____
- b. Frequency of gatherings: _____
- c. Activities or Events:

12. VBS for Adults and Seniors

a. Number attending: _____

b. Frequency of gatherings: _____

c. Activities or Events:

13. Evangelism Ministry

a. Annual Budget:

b. Number attending: _____

c. Frequency of gatherings: _____

d. Activities or Events:

14. Outreach Ministry

a. Annual Budget:

b. Number attending: _____

c. Frequency of gatherings: _____

d. Activities or Events:

15. New Members Class/ Ministry

a. Number attending: _____

b. Frequency of gatherings: _____

c. Activities or Events:

16. Bible Study

a. Number attending: _____

b. Frequency of gatherings: _____

c. Activities or Events:

d. How many different members teach the lessons?

e. Do any of your ministries ever hold activities in the home or off the campus of the church? ___Yes ___No, If yes, where are the activities held?

f. What ministries/ activities are held?

g. Are Visitor's invited or allowed to participate in church ministries?

Yes No, If yes, list the ministries that Visitors are invited to participate.

h. Are Visitors invited to participate in New Members Class?

Yes No, Please explain your answer.

i. Discuss any other information that would be important about your membership that would be helpful in growing your church.

j. What kind of social activities outside of the church, i.e. bowling?

- General
- By age

k. How many of your members know how to lead a person to Christ for salvation?

- Would you be interested in further training?

Yes No

l. How many of your members (estimated) will be receptive to Visitors joining the ministries prior to joining the church or prior to being saved?

- Would any of your members be willing to be on the Church Growth Team? Yes No

17. Please list up to 10 of the members whom you could count on to be on the Growth Team.

Name:

Title:

Email:

Phone:

Professional background:

Leadership skills:

Name:

Title:

Email:

Phone:

Professional background:

Leadership skills

Name:

Title:

Email:

Phone:

Professional background:

Leadership skills

Name:

Title:

Email:

Phone:

Professional background:

Leadership skills:

Name:

Title:

Email:

Phone:

Professional background:

Leadership skills

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Professional background:

Leadership skills

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Title:

Email:

Phone:

Professional background:

Leadership skills

Name:

Title:

Email:

Phone:

Professional background:

Leadership skills

Name:

Title:

Email:

Phone:

Professional background:

Leadership skills

Name:

Title:

Email:

Phone:

Professional background:

Leadership skills



18. Discuss any other information that would that would be useful to know about your church.

SUMMARY

1. Decide who will head up the Church Growth Ministry. NOT the
2. Pastor or Senior Leader or even spouses!
3. Let members decide what they want to do to assist in growing the church.
4. Ask members to choose the ministry they want to be a part of based on what they consider their skills to be. Find out what members are good at and let them do it.

HOW TO GROW A CHURCH
STEP ONE

MEMBERSHIP

PARADIGM MINDSHIFT

IMPLEMENTATION



MEMBERSHIP PARADIGM MINDSHIFT IMPLEMENTATION

PURPOSE

1. To develop a membership that will accept and engage visitors as part of their fellowship “prior” to visitors actually becoming members. This is the **Paradigm Mindshift**. Most Senior Leaders and their members do not anticipate visitors becoming “one of them” or “one with them” prior to completing the New Members classes.
2. To carry out Christ mandate to “go make disciples”.
3. To introduce members to new ways of incorporating non-members into the church.
4. To make Visitors a high priority in the life of the church community.
5. To setup a process for fellowship among the members such that the members are working and socializing as a “family” of Believers who have high energy and enjoy being together. This joy and energy will make it very conducive to receiving and enjoying visitors who will eventually want to become members and give their life to Christ.

1. Senior Leader Responsibilities

a. The Senior Leader chooses the two leaders:

- **LEADER Church Growth Ministry Team.** They will actively participate with senior leadership in starting the new Church Growth Ministry.
- This leader will be responsible for the coordination of the Growth Ministry with the membership and ministry leaders. **This leader must have thorough knowledge of the a) Church Growth Assessment document b) Visitors Blue Print and c) Members Paradigm Mindshift.**
- **LEADER Visitors Team Ministry.** This leader will head up the new Visitors Ministry. This leader will be responsible for the coordination of the Greeters, Ushers, Visitor's table, helping with signage placement, etc. The Greeters and Ushers should already be in place, however, for purposes of implementation of the growth plan all leaders of these ministries must work together. **This leader must have thorough knowledge of the Visitors Blue Print Implementation section of the Church Growth plan.**
- If the church has twenty members or less, the entire membership should be on the Growth Ministry Team and some members should volunteer to be on the Visitor Ministry, Ushers, Greeters.

- Let members decide what they will do. There may already be members on these teams and ministries, however for the purposes of growing the church additional members should be encourage to volunteer to be a part of these teams.

 - **The Senior Leader meets with both leaders of the Church Growth Team and the Visitors Team prior to the start of the Church Growth program, to provide the leaders with all of the information that has been documented in the Church Growth Assessment.** Most likely one if not both of these leaders participated with the senior leader in the Church Growth Boot Camp.

 - **The Senior Leader chooses one Sunday to make the announcement** of the Church Growth Ministry: The Senior Leader should make the announcement immediately following the worship service.
- b. Two announcements are made:**
- The Senior Leader announces the church is starting a Church Growth Ministry. The scriptures ACTS 2:43-47 and Matthew 28:19:20 or other applicable scriptures should be used as the basis for church growth. Choose whatever scripture the Senior Leaders deems applicable.

 - The Senior Leader announces that the (very) next Sunday after worship service, the entire membership will meet to discuss the church’s plan for church growth and increasing membership “biblically”.

c. Church Growth Meeting

- The church growth discussion meeting should be held immediately following worship service during a very informal luncheon/meeting.
- **NOTE: It is extremely important that the growth discussion meeting be held the very next Sunday after the announcements. There should be no week in between the two Sundays.** On the Sunday “exactly” three (3) no more than four (4) weeks after the church growth luncheon the church will celebrate Back to Church Sunday, BTC, as the “Kick-Off” for growing the church.

d. IMPORTANT Order of meetings and events:

- **1st Sunday:** Announcement of Church Growth Ministry.
- **2nd Sunday:** Luncheon to discuss the Church Growth Plan strategy.
- **2nd Sunday:** set date and plans for Back to Church Sunday BTCS.
- **3rd Sunday:** solidify growth plans and further discuss who has been invited to come to BTCS.
- **4th Sunday:** Back to Church Sunday Celebration and Luncheon.

e. 2nd Sunday Meeting

The discussion topics for luncheon meeting on the 2nd Sunday:

- The Church Growth Assessment
- The Community Assessment
- Visitor Implementation which also includes the Children's Ministry.
- Membership feedback
- **Members sign up to be on church teams and ministries.**
Members should be able **to join any team(s)** they would like to be on. There may be more members needed on the Ushers and Greeters ministries teams. Members can also volunteer to be on more than one team.
 - Teams and or Ministries
 - Growth Team
 - Visitor Team – responsible for the Visitor Table
 - Ushers – responsible for greeting and ushering
 - Greeters – inside and outside of the church
 - BTCS luncheon food committee.
 - The Senior Leader, Church Growth Team and Visitors
 - Team leaders should all give input into the announcement of the Growth opportunity.

- f. **Thoroughly discuss how the Visitors will become engaged in the church ministries and activities “prior” to becoming actual members.** Let the church members provide feedback. If there is the slightest unbelief, go back to the scriptures and discuss how the disciples and apostles started and developed all the churches of the New Testament. They all started with

fellowship and teaching of the apostles resulting in people joining the church.

- Visitors will be allowed to join ministries before they join the church and or become saved.
- Visitors will be able to go to New Members Class. The new name of the class will be changed to “New Members and Visitors Class”.

g. Have fun. Get input.

h. Get ideas as to how members will participate in growing the church. **Make this Growth Ministry a church a priority** for building the church as the Body of Christ.

i. Organize sign up lists for members.

Signup lists

- **Greeters Team**
- **Ushers Team**

- **Visitor’s Greeting Table**
- **Meet and Greet Team.**
- **Other teams** that your church already has may want to be active with New Members and Visitors.
- **Callers** to follow-up for the Visitor Table.
- **Pastoral Team** – churches with 50 or more members should establish Pastoral Teams. These members do not have to be ordained Pastors but will assist the Pastor(s). They will answer questions, pray for and with Visitors.

- **Back to Church Sunday:** ask members to volunteer to help out this Sunday. You will need an all hands-on deck approach. Members can volunteer to help for this event only.

Depending on the size of your church, members of smaller churches will dedicate more members to doing multiple and different assignments.

Getting ready for BTCS will be fun.

2. EVENTS

- a. Back to Church Sunday “BTCS”
 - This is the “Kick off” event for growing your church. This event must be the first event.
- b. Create flyers for invitations.
- c. All members are to invite anyone who has “previously” attended your church to come back to celebrate “Back to Church Sunday”.
OPEN HOUSE.
- d. Members invite and pass out invitations to:
 - Everybody they know.
 - Family
 - Friends from work, school, etc.
 - Neighborhood surrounding the church.
 - People within the community

To learn more about “Back to Church Sunday” go to www.outreach.com

- e. After BTCS worship the Senior Leader(S)
- Tell the visitors the about the church's desire to grow.
 - Let visitors know they have the opportunity to join the different ministries before they decide whether or not to join.
 - Give the invitation to join the church.
 - Celebrate this day with a social such as lunch, barbecue, party, etc. hospitality is the key to this event. "We" want people to come back.
 - Prepare the Visitors Table. Be ready to pass out information about your church and collect visitor data on every visitor (even if the visitor has attended before), because now your church has small gifts to pass out and a follow up procedure in place. Assign at least two members to be at the table at all times to greet the guests, i.e. Visitors.
 - Please make a sign. Once prayer has begun and you close the sanctuary use a large sign that says "Prayer is in session. Please wait to be seated". Do not block people out of the sanctuary without telling them why they have to wait until prayer is finished.
 - Pass out information about the church. Tell people who attend that you are growing your church and welcoming friends and visitors to come know more about the church.
 - Give a special invitation to old/previous members to come back.
 - Give an invitation to all non-members to "come back".

- Organize BTCS as the key kick-off event to take place within 1 to 2 weeks after you announce the church growth program to your members. You may not have your entire growth program ready or completed, however this is the time when members are most excited to grow the church. So do not miss out on this window of opportunity to initiate the start of your church growth plan. When Back to Church Sunday takes place there is a good chance people will join on that day or within the next few weeks. Be sure to let visitors know that they can start participating right away before they consider joining the church and that the church desires to grow.
 - Set up a “Meet and Greet” Center/Area “before” and “after” worship services for members, visitors, Senior Leaders and ministry leaders so that members can meet visitors and socialize. (Even if there are no visitors at the time, socializing and fellowshiping will always turn out to be worth the effort). Always find opportunities for members to meet and great one another.
- f. **MEET AND GREET (social) after every Sunday service.** This is a must. Serve coffee, tea, soft drinks, chips, pop-corn, cookies, whether or not visitors show up. Have fun with visitors and fun with one another.
- g. Teach and train members how to lead someone to Christ. This training can take place immediately after worship service before people leave. Ministry leaders can do training right before and immediately after their ministry meetings. Be sure that all

Ministry Leaders know how to lead people to Christ and know how to teach it.

- Salvation prayer: there are many variations of this prayer however this is the easiest to remember and to teach your congregation.
- Ask if the non- Christian would like to give their life to Christ and allow the Spirit of Christ to live within their heart.
- Then have the person repeat after you.
- God forgive me of my sins.
- I turn-away from my sins.
- I believe that your son Jesus died for my sins and rose from the dead.
- Jesus comes into my heart.
- Thank you, Jesus, for saving me.

Pray, pray, and pray again for friends and family, co-workers, school students, etc. The major process for leading a person to Christ can start by asking people to come to church on Sunday AND come to non-worship events.

3. Senior Leader

- a. Keep the excitement and fun going.
- b. Keep the momentum going. Always keep the conversation going about growing the church. do not let this conversation die out. Use scripture. It is Jesus intention to grow the Body of Christ.
- c. Teach members how to lead someone to Christ.

- d. Read “The Resurgence of Evangelism in the Local Church”. This books gives many ideas for growing churches and interacting with non-members and getting them to visit your church for Sundays and surely non-worship events.
- e. Continue the “Meet and Greet” fellowship every Sunday even if there are no visitors.
- f. Involve the Visitor Ministry at all times non-member events are taking place at your church.
- Continually ask members for feedback. Make changes as needed.
 - Start a mid-week discussion groups about church growth. Use New Testament scriptures. Yes, invite non-members come.
 - Ask for feedback. Members may have new ideas.
 - Make sure to do the Live Events Activations. These live events are different from worship events. Live Events are social gatherings given by your church. Use “Resurgence of Evangelism in the Local Church” for many ideas. Refer to the Live Events section of the Church Growth Ministry Plan.

SUMMARY

- 1-** Keep the excitement and discussion going about church growth and increasing members on a biblical perspective.
- 2-** During Sunday services, New Member Classes, and all your ministry meetings “always” invite non-members to commit their life to Christ for salvation or rededicate their life to Christ. Be sure to tell visitors what this means.
- 3-** Keep the excitement going by having frequent monthly fellowship events. Refer to ‘Resurgence of Evangelism in the Local Church’ for many ideas.
- 4-** Fellowship after services every Sunday. Provide light refreshments. Always have Meet and Greet after worship services and before service if possible.
- 5-** Make sure members are always aware that visitors are a priority for church growth. The Greater Harvest Ministries Church Growth program is for “numerical” growth only. Your church has the responsibility to ensure members as well as visitors are growing spiritually and disciples are being trained.
- 6-** Always invite visitors to non-worship events so that they can be partakers in what Christ is doing in your midst.
- 7-** Always, after “any” church sponsored event, invite visitors to give their life to Christ and to join your church.
- 8-** Pastors and leaders must always be present at Meet and Greets and at all Live Events.

9- Obtain ongoing feedback from any member regarding everything pertaining to church growth.

10. Keep the Excitement going.

11. Use leverage as often as possible.

- Allow members to work in whatever ministry area of the church they feel lead to work.
- Evaluate opportunities for different ministries to work together, i.e., Outreach and Evangelism; women and men, etc.
- Evaluate and use rooms within the church for multi/other purposes, i.e., sanctuary use as a ball court, movie room.
- Allow laity to preach if they want to and the Senior Leader approves of their preaching.
- Use areas outside nearby or on the church property for multi-purposes, i.e., Live Events (refer to Step 4).
- Determine if you have community members that can share their expertise and services, property, employees, etc. with the church.
- Allow professional members as well as visitors to use their services, i.e., legal, teaching, and medical as required when opportunities present themselves.
- Allow visitors to work alongside the members in hospitality events.
- Always allow any member who is leading an event to invite visitors to give their life to Christ and to join the church. Do not wait for the Senior Leader or a Ministry Leader to make the invitation.



Rev. Dr. Beverly Tillman, Senior consultant, author, and speaker. As a Church Founder and former Pastor, she is committed to supporting Senior Leaders and their members to grow their churches. Her 25 years of experience has given her the skills required to effectively impact and train churches to grow their membership. She is passionate about growing churches through activating the Body of Christ to win souls and impact families and communities. She has her Master of Divinity and Doctor of Ministry from Fuller Theological Seminary, Pasadena, CA where she studied church planting, growth, and leadership.

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