

PROSPECTS

To be poised for growth, a church should have a ratio of one prospect for every person enrolled in Bible Study. A prospect is defined as: *Anyone who is not attending Bible Study for whom contact information is recorded.*

Ways to Discover Prospects:

- "I-Know-A-Prospect" cards
- Opinion Polls
- Discover information on new residents
- Record information from persons who attend special church events such as Fall Festival, Easter/Christmas services, VBS, camps, youth events.

When using "I-Know-A-Prospect" cards one can expect about seventy-five percent participation. These are the best prospects that you can garner because they are referrals. They are not suspects; they are prospects. Have participants return the cards immediately, even if incomplete. If additional information is needed the person giving the information can be contacted.

| |
|---|
| I HAVE A FRIEND |
| Who do you know who may want to attend Bible Study? |
| Name: _____ |
| Address: _____ |
| City & Zip: _____ |
| E-Mail: _____ |
| Age/Grade: _____ |
| My Name: _____ |

Enrolling Church Members who are not Enrolled:

1. Make a list of un-enrolled church members.
2. Tabulate these by age.
3. Divide them into groups of thirty, fewer if needed, beginning with the oldest.
4. Provide leadership, organization, and activity.
5. Start *new* adult classes with the un-enrolled church members, and almost every new class will thrive.

**Current Number
of Prospects:**

Formula Goal:
*One prospect for
every member
enrolled*
1:1

Evaluation:

A B C D F