

# GET READY FOR COMPANY

by Gary L. McIntosh



**How to welcome guests to your church and develop a  
follow-up program to keep them coming back**





**This PDF may be viewed on any electronic device, saved and printed for use by the original purchaser and their ministry.**

**This PDF may not be shared or posted for use beyond the original purchaser and their ministry.**

**If you would like to purchase your own copy,  
PLEASE CLICK HERE**

**Copyright © 2018 ChurchGrowth.org  
ISBN 9781570522444**

**Developed by  
The Church Growth Network  
San Bernadino, California 92404  
for Church Growth Institute.  
Copyright 1997, Church Growth Institute  
Forest, Virginia  
First Printing: April 1997  
Second Printing: February 1998  
Printed in the United States of America  
All Rights Reserved  
ISBN 1-57052-070-4**

## GET READY FOR COMPANY SEMINAR OVERVIEW

### **SESSION ONE: How to Prepare for Company.....4**

In this foundation-setting session we will develop vital skills for becoming a “friendly” church, learn seven ways to be a good host, and five percentages of a successful church.

### **SESSION TWO: How to Develop Guest Eyes.....6**

This fascinating session will focus on discovering how people think about our church. You will test your church against the Eleven Moments of Truth and use the circle of Seasons of Service.

### **SESSION THREE: How to Attract Guests to Church.....8**

Session three shows how the “Pride Factor” determines our effectiveness, introduces the principles of notching up, and provides insights from the 3-33 Rule to build good rumors about our church.

### **SESSION FOUR: How to Welcome Guests Graciously.....10**

Session four assists you in “Guesturizing” your local church, i. e. how to make your church more responsive to guests.

### **SESSION FIVE: How to Follow-up Guests Appropriately.....11**

This session will sharpen your understanding of “Suspects & Prospects” and improve your follow-up by suggesting a Four-Step Plan. Using the Five Principles of Follow-Up will help rejuvenate your follow-up.

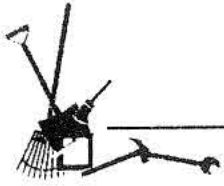
### **SESSION SIX: How to Build Pathways of Belonging.....13**

Session six will clarify how people enter a church, introduce the Six Pathways of Belonging, and help you construct a system for helping guests stay in your church.

### **SESSION SEVEN: How to Get the Most From This Seminar.....14**

Session seven provides Five Approaches to using the ideas from this seminar and tips on what you must do to be successful, *Get Ready for Company!*

### **ANSWERS.....15**



## HOW TO PREPARE FOR COMPANY

1. All churches believe they are \_\_\_\_\_  
\_\_\_\_\_.

Notes

**A RULE OF THUMB**

If guests to our church don't think  
we're friendly, we aren't.

2. Terms create powerful \_\_\_\_\_.

3. Hospitality means \_\_\_\_\_  
\_\_\_\_\_.

a. Do not \_\_\_\_\_  
\_\_\_\_\_.

b. Treat guests \_\_\_\_\_  
\_\_\_\_\_.

c. Love guests \_\_\_\_\_  
\_\_\_\_\_.

d. Remember: \_\_\_\_\_  
\_\_\_\_\_.

4. Without guests a church cannot \_\_\_\_\_  
\_\_\_\_\_.

**Five Percentages of Effective Assimilation**

a. 60% \_\_\_\_\_  
\_\_\_\_\_.

b. 50% \_\_\_\_\_  
\_\_\_\_\_.

c. 10% \_\_\_\_\_  
\_\_\_\_\_.

d. 16% \_\_\_\_\_  
\_\_\_\_\_.

e. 85% \_\_\_\_\_  
\_\_\_\_\_.

5. Seven ways to be a good host.

**Notes**

a. Invite your \_\_\_\_\_ with a personal invitation.

\_\_\_\_\_  
\_\_\_\_\_

b. Arrive \_\_\_\_\_ to make sure everything is ready for your guest's arrival.

\_\_\_\_\_  
\_\_\_\_\_

c. Greet guests warmly at the \_\_\_\_\_ and escort them to their seats.

\_\_\_\_\_  
\_\_\_\_\_

d. Assist guests to \_\_\_\_\_ what is taking place.

\_\_\_\_\_  
\_\_\_\_\_

e. Anticipate and answer as many \_\_\_\_\_ as possible in advance so guests do not have to ask.

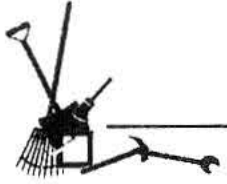
\_\_\_\_\_  
\_\_\_\_\_

f. Do something \_\_\_\_\_ to make guests' visit special.

\_\_\_\_\_  
\_\_\_\_\_

g. Walk guests to the \_\_\_\_\_ and invite them back.

\_\_\_\_\_  
\_\_\_\_\_



## HOW TO DEVELOP GUEST EYES

1. Four important facts about church guests.

Fact #1: People seldom think about our \_\_\_\_\_.

Fact #2: People think about us only when they \_\_\_\_\_.

Fact #3: People extend their \_\_\_\_\_  
to our entire church.

Fact #4: People's contact results in a \_\_\_\_\_  
\_\_\_\_\_ about our church.

2. Eleven "Moments of Truth."

MOT 1: Receiving an \_\_\_\_\_  
to church.

MOT 2: Driving by the church \_\_\_\_\_  
\_\_\_\_\_.

MOT 3: Walking to the \_\_\_\_\_.

MOT 4: Entering the \_\_\_\_\_.

MOT 5: Meeting \_\_\_\_\_.

MOT 6: Experiencing \_\_\_\_\_  
and \_\_\_\_\_.

MOT 7: Entering the \_\_\_\_\_.

MOT 8: Participating in the \_\_\_\_\_  
\_\_\_\_\_.

MOT 9: Exiting the \_\_\_\_\_.

MOT 10: Contacting people the \_\_\_\_\_  
\_\_\_\_\_.

MOT 11: Contacts in the \_\_\_\_\_.

**Notes**

### 3. Understanding "Seasons of Service"

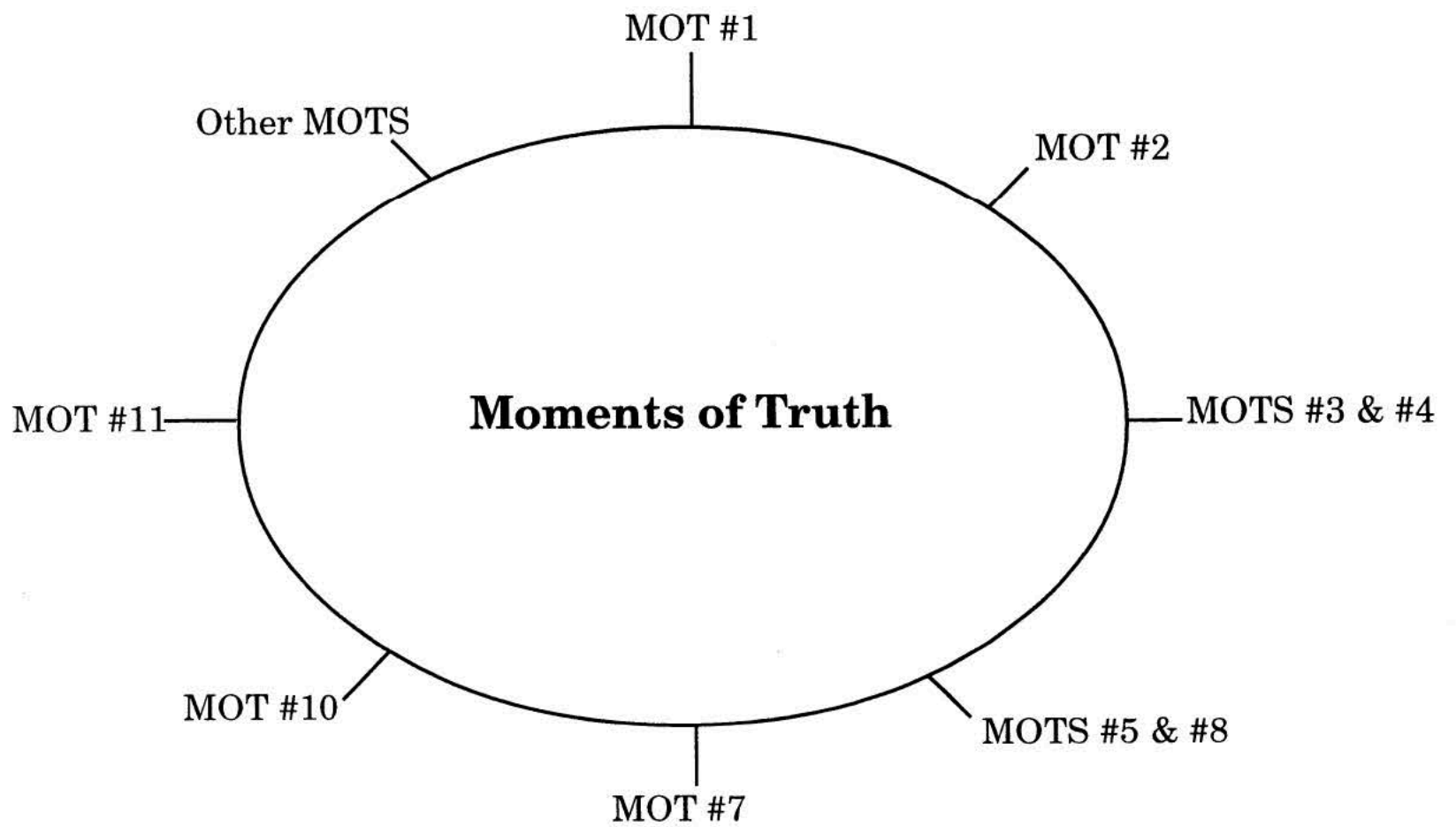
## SEASONS OF SERVICE

#### Fourth Season

- Future mailings
- Future invitations
- Future visits
- Future ministry

#### First Season

- Initial invitations
- Contact with members
- Drive by facilities
- Advertising received



#### Third Season

- Refreshments
- Invitation to return
- Follow-up

#### Second Season

- First visit to church
- First worship service
- First ministry participation