### Summary

Can you reach others for Christ by being yourself? Yes, you can. Just put into effect the principles taught in TEAM Evangelism and TEAM Mate.

Get those unnecessary presuppositions (barriers) out of your mind. You do not have to become like someone else to reach people for Christ. Just be yourself. Realize that as you live the Christian life and use your God-given spiritual gift you can make a difference in the lives of others. You can leave an impression on your prospects — your friends, neighbors, family, and so on.

Pay attention to the way you react in difficult situations. Your appearance and attitude in daily living is often noticed by the unchurched. You can influence them for good or bad – you are a witness, like it or not.

Pray for your prospects. The Holy Spirit will guide you as you stair-step them to church and Christ. Use *The 7 Touches and The 3 Hearings* in reaching out to others.

Always be prepared to give your own personal testimony and presentation of the Gospel to your prospects. Although you may not be with them the moment they are saved, you will play a very important role in leading them to Christ and bonding them to the church. Just be yourself, use your own spiritual gift, and use your TEAM Mate book daily to keep track of your prospects and to help you remember to pray for them and their needs.

You can be a part of God's TEAM in carrying out the Great Commission.

**TEAM Mate** is the application of *TEAM Evangelism*. Additional resources are available to help further your understanding of these principles and to aid in teaching and implementing this philosophy in your church. Contact Church Growth Institute for more information or to order.

Call: 1-800-553-GROW Visit Website: http://www.churchgrowth.org

> Author: Larry Gilbert Editor: Cindy Spear Designer: Carolyn Reichard

TEAM Mate © 1991 Church Growth Institute Forest, Virginia ISBN 0-941005-28-3

Stair-stepping, Principle of:
Teaching, Gift of:
Team:
Team Evangelism:
Team Gifts:
Team Ministry:
Theo-methodologist:
Three Hearings, Principle of:
Work-force economics:

#### Introduction

Would you be a witness for Christ if you did not have to participate in an intense, prolonged training program first? Would you be a witness if you did not have to be pushy? Would you be a witness if you did not have to pressure someone into making a decision or become a dynamic, outgoing evangelist, skillfully able to meet total strangers and lead them to Christ? Would you be a witness if you could use any presentation of the Gospel you desired? Would you be a witness if you could just be yourself?

TEAM Evangelism is a method of reaching others for Christ by allowing you to be yourself, using your own Godgiven spiritual gifts. Even the most timid Christian can be part of the evangelism process without the pressure, guilt, or embarrassment that some outreach programs place upon them.

TEAM Evangelism helps people without the gift of evangelism become good witnesses and the kind of evangelists God wants them to be. It helps achieve a balance between Confrontational Evangelism and Lifestyle Evangelism. Church members learn how to fulfill the Great Commission as they work as a team to bond the unchurched to Christ and the local church where they can develop into mature Christians.

If you want to reach others for Christ by just being yourself, then *TEAM Evangelism* is for you. This pocket-size *TEAM Mate* booklet will help organize you to meet that objective.

26.	Ministering Gifts:
27.	Pastor/Shepherd, Gift of:
28.	Pay and Pray, Principle of:
29.	Personal Ministry:
30.	Potts Principle:
31.	Prayer, Principle of:
32.	Presuppositions:
33.	Prophecy, Gift of:
34.	Prospects/Suspects:

#### How to Use TEAM Mate

Your TEAM Mate booklet is designed to help you apply the principles of TEAM Evangelism with a minimum of effort and confusion. Each member of your team – fellow church members – should carry and use TEAM Mate. This handy, pocket-size booklet is easy to store in your pocket or purse and can, and should, go with you everywhere. It is a convenient method of organizing and reminding yourself to pray for your personal prospects (those friends and relatives you wish to see led to Christ) and of keeping up with their progress.

Be sure to use *TEAM Mate* daily and continually update your personal prospect information on pages 24 through 37. Every year you will need to reevaluate your list. Some prospects may have accepted Christ as Saviour and joined the church, others may not have responded at all or have become unreceptive. You will need to determine who to delete from your list and who to add. Your list should always include unsaved and unchurched people with whom you have the closest relationships, people you care for most and who need to become active church members. These people are the most receptive to becoming members of your church. Meanwhile, review the principles given in *TEAM Evangelism* and use them to draw the unchurched into church and to stair-step them to Christ and Christian maturity.

Wherever Instructions are offered in this booklet, this bold type style will be used to help you distinguish the instructions from the content.

### **Understanding the Task**

Go ye therefore and teach all nations, baptizing them in the name of the Father and of the Son and of the Holy Ghost, teaching them to observe all things whatsoever I have commanded you: And, lo, I am with you alway, even until the end of the world (Matt. 28:19-20).

For years we have accepted the Great Commission as our marching order to evangelize the world — to seek and to save. But salvation of others is only part of the Great Commission. Let's examine the process of the Great Commission.

Go ye therefore and teach. Here teach or mathetevo (Gk.) literally means to make disciples of. Today when a person gets saved we call him or her a Christian. When the individual matures and attempts to accomplish something out of the ordinary for Christ we recognize him or her as a disciple. However, in New Testament times when someone accepted the teaching of Christ and became a follower, that person became a disciple. The name Christian was given later when disciples were first called Christians in Antioch, after they had become imitators or Christlike. This shows that we are to reach people and lead them to become disciples, then teach them to become Christians.

All nations. These two words give us an insight as to whom Jesus was giving the Great Commission – the church as a corporate body, for it would be impossible for an individual to reach all nations.

Baptizing them in the name of the Father, and of the Son, and of the Holy Ghost. This is the second part of the

#### The Principles of TEAM Evangelism

If you are using TEAM Evangelism as a church program, the pastor or leader will instruct you as to how to use this section. If you are using TEAM Evangelism independent of a church program, this section may be used as a review of the principles in the TEAM Evangelism and TEAM Ministry texts.

Baptism:	
	are for Training Christians
Bonding, Princip	ple of:
Burden:	
	l Evangelism:
Diminishing Pro	ospects, Principle of:

### **Understanding the Method**

The Great Commission gives us a mandate of *what* we should do (lead people to salvation in Christ, get them churched, and train them to be Christlike) and *who* should do it (the church), but not a method of *how* to do it.

Most books on personal evangelism teach us *methods*. All methods today are based on two basic philosophies: Confrontational Evangelism and Lifestyle Evangelism. The ultimate goal of both methods is to present the Gospel. However, one says "Hit 'em between the eyes and do it right now!" while the other says "Sneak in the back door and wait for an opening." Each position fits the gifts, personalities, motivations, temperaments, character strengths and weaknesses of their own group, therefore demanding that we recognize each position as a *method*, not a scriptural mandate.

TEAM Evangelism fits Scripture as well as the personalities of all Christians, not just one group. It recognizes that there are some individuals who are fearlessly able to use any methods, under any situation, and win anyone to Christ. It also recognizes that most Christians are timid and that Confrontational Evangelism does not fit their spiritual gifts or their personalities. Although every Christian has a responsibility to be a witness, everyone does not have to use the same method.

In fact, the churches that are most effective in involving their laypeople in outreach use several, not one, evangelism programs. This allows laypeople to adopt a program that fits them best.

# My Personal Presentation of the Gospel

Every Christian should be able to give a reason for the hope that lies within him or her.

ould still b which you ed the op	J would	be comfo	rtable pr	esenting	i ma it if
					_

## **Understanding the Tools**

The most important thing you need to know to reach someone for Christ is *yourself*. Understanding your spiritual gift is possibly the easiest way to understand yourself and God's calling on your life.

The gift of evangelism is needed for outreach, but there are nine church-growth gifts not just one. Spiritual gifts are the tools for carrying out the Great Commission. Remember the process of evangelism does not just require getting a decision from an individual. It requires bringing him from a state of where, in many cases, he has only a superficial awareness of God to the point of becoming a mature Christian. This process of maturity requires a variety of gifts and a team effort.

Spiritual gifts are the tools for doing the work of the ministry. If God gives you a hammer, what does He want you to do? Dig holes, saw boards, lay cement block? No. Obviously, if He gives you a hammer, He wants you to drive nails. Determine what tools God has given you—what your spiritual gift is—then you can determine your place on His team. You will then know where God wants you to serve. When you use the gift God has given you, you will receive maximum fulfillment with minimum frustration.

Beside each of the following brief gift descriptions are lines on which to write the names of some of your team members who have the particular gift. As you read through the descriptions, put their names by the appropriate gifts.

On page 15 fill in "The TEAM versus the Lost" chart as your leader reviews it with you. The chart shows the relationship between man's needs and your church team's individual spiritual difts.

Write in your dominant spiritual gift on page 16. Read the pledge and if you agree to it, sign your name.

### **The Principle of Readiness**

Though most Christians (about 90%) do not have the gift of evangelism, all Christians should be prepared to give reason for that hope that lies within them — to give reason for their faith. In fact, the Bible instructs us to be prepared. "But sanctify the Lord God in your hearts: and be ready always to give an answer to every man that asketh you a reason of the hope that is in you with meekness and fear" (1 Peter 3:15).

Every Christian has a personal testimony of how God saved him or her. One testimony may not be as dramatic as another, but we all have a testimony. Besides our salvation experience, our testimony can include what God has done for us since we accepted Christ as Saviour or tell of special occasions when God has answered prayer, met a need, or brought us through difficult times. We may tell how God has changed our lives. Be prepared to share whatever you think will demonstrate the love and grace of God and show your personal prospect why you have faith in God.

Page 40 has a place for you to compose your own testimony. Take your time. Write it in pencil so you can make changes as you read it over. Once you have come up with a clear testimony with which you are comfortable in presenting to other people, become familiar with it. Be prepared to share it with others when the opportunity arises.

To go along with that testimony, we need our own personal presentation of the Gospel. No one presentation is the right one. As long as it clearly reveals the death, burial, and Resurrection of Jesus Christ, it is acceptable. You may be comfortable with *The Romans Road, The Four* 



Man Ne	eeds God Provide	es
1	2	
3	4	
5	l6	
7	8	
9		
11		
13		
15		
17	18	
19		
22		
2	4	

<sup>\*</sup> This page is designed for interactive group study. Answers may also be found in the TEAM Evangelism text.

Add City Pho Chi	y_ on ild	e	Bi	irt.	hd	lay	y_						_	_						at	e_	_			_	_
City Pho Chi Hob	y_ on ild	e	Bi	irt.	hd	lay	y_						_	_									_	_	_	
City Pho Chi Hob	y_ on ild	e	S_	me)														_		_	_	_				
City Pho Chi Hob	y_ on ild	e	(ho	me)									_													Π
Pho Chi Hob	ld	e	(ho	me)								~						_				-				_
Chi Hob	ld																									
Chi Hob	ld												_	(w	ork	(;)										
Hob																										Π
	h													_	- 1							_				
	h			_	_	_	_	_	_		_	_	_	_			_			_		_	_	_	_	_
		ie	s:																							
Em																										
Em																			-	-	-	-	-	_	_	-
Spe	ci	al	N	ot	es	:_																				
Pra	-																							_		
Jan	1	2	3	4 5	6	7	8	9	10 1	112	13	14	151	61	7 18	19	20	212	222	3 24	25	26	27	28 29	30	31
Feb	Н	Н	+	+	Н		+	+	+	H	Н		+	+	+	Н	Н	+	$^{+}$	t	H	Н	Н	+	050	200
Mar		П			Н	Н	1	1	+	t	Н		Ħ	1	t	Н	П	1	t	t		П	H	$^{+}$	Service Co.	1
Apr							T	1						Ť	1	П	П	1	T	T	Т	П	П			d
May				I				I						Ι												Γ
Jun							1	1	1					1												H
Jul		Ш	4	+	L		1	1	1	L	Ш		4	1	+	Ш		1	1	L			Ц	1		L
Aug	H		-	+	H	Н	4	4	+	-	Н		4	4	+	Н	Н	+	+	╄			Н	+		
Sep	Н	Н	+	+	Н	-	+	+	+	H	Н	-	+	+	+	Н	Н	+	+	╀	H		H	+	-	90
Nov		Н	+	+	Н		+	+	+	H	Н	-	+	+	+	Н	Н	+	+	₽	H		Н	+	-	12
Dec	Н	Н	+	+	Н		+	+	+	+	Н		+	+	+	Н	Н	+	+	╁	+	Н	Н	+	H	100
	-			-	-	-	-	-	-	-	-	-	-	-	-	-		-	-	-	-	-	-	1	_	_
Sta	ir	-{	šte	e)	R	/ha	it s	te	p is er s	yo	ur ati	fri	m	l o	n? not	al	wa	ys	be	in	the	c	ent	er.		
1	2		3	4		5	6		7		S		8		9	10	)	11	19	2	13		14	15	1	6

# The Principle of the Extended Church

Research has proven that by reaching out to those with whom we have existing relationships, rather than to strangers, we get much better results. These relationships make them the most responsive, receptive people we can reach. It is easier to bond these people to the church.

The principle of the extended church states that everyone has relationships with at least seven people who are prospects. These prospects are people we know – relatives, coworkers, friends, baby-sitters, neighbors; possibly the mail carrier, hairdresser, service station attendant, or someone we meet and talk with regularly at the laundromat, as we go jogging, or at the physical fitness club. This list goes on and on.

The results of a national survey show that 86 percent of the people interviewed credit friends and relatives with influencing them to salvation. Bear this in mind with another survey showing that most people come to church looking for fellowship. This means we need to major on building good relationships with others. Good relationships help us draw the unchurched into the church network through event evangelism – by using the principles of The 7 Touches and The 3 Hearings (page 25). Good relationships bond people to the church as they learn about Christian living and biblical principles. This is one little step, one portion, of fulfilling the Great Commission.

On a separate sheet of paper, or in the *TEAM Evangelism* text, list as many unsaved and unchurched people you know. Prioritize the list according to their importance to you. Then select the top seven personal prospects and list them, one per page, on pages 24-36.

### The Principle of Prayer

For whom do we pray? We are taught that Christians should care for and pray for everyone, but in reality the majority of us pray only for the people we care about most. This includes our fellow church members and our prospects – friends, relatives, coworkers, neighbors, and so on. A smaller group of Christians have a special ministry of prayer. They spend time in sincere prayer for anyone – strangers included – and for any need or problem, even if it does not directly affect them.

James 5:16 tells us that "The effectual fervent prayer of a righteous man availeth much." Let's dissect this verse. First of all, what is prayer? Supplication: a petition, appeal, or request. So we go to God in prayer when we take our petitions and requests to Him. What does fervent mean? It means: earnest, sincere, zealous, eager, enthusiastic, to stretch. Who is a righteous man? A Christian man or woman. We are made righteous through faith in Christ. Finally, what is the meaning of availeth? Effective, profitable, capable of producing results. So, in summary, when we petition God in sincerity and are willing to stretch ourselves in prayer for people, that prayer is capable of producing results. Prayer is a major, integral part of any successful evangelism program.

Let's harness those results by turning to page 19. Read the pledge. If you agree to it, sign your name. It's a pledge between you and God only. Next, turn to page 24 again. There is a prayer checklist there and on the following pages for you to mark as you pray daily for each of your prospects. The lists have boxes for every day of the year, to help you remember to pray for your prospects every day of the year.

	Seven Touc	hes
I Invited My Dinner Picnic Bowling Tennis Church Gospel Sing Fishing Swimming	Golf Friend Day Craft Workshop Tupperware Party Racketball Athletic Club Birthday Party Special Seminar	Usait a Nursing Home Usait a Nursing Home Class Fellowship Home for Dessert Family Skating Park and Sight-seeing Other
☐ Provide a mea ☐ Baby-sit: allow ☐ Clean house fo ☐ Feed a pet wh ☐ Mow the lawn ☐ Help meet a fo	w them a night out for a or a mother who has jus ile the neighbor is on va i for the man who is tem	here's a death in the family special occasion it had a baby acation
Other  I Sent a Card On Birthday On Anniversa At Thanksgiv At Christmas At Easter	□ When person wary □ Get welling □ Death in famil	y or accomplishment
	Three Hear	ings
☐ Testimony ☐ Tract ☐ Gospel Sing ☐ Youth Rally ☐ Friend Day	☐ Christian TV Specia ☐ Christian Music ☐ Homecoming ☐ Easter Program ☐ Christmas Program	<ul> <li>□ Revival Service</li> <li>□ Visit by Evangelist</li> <li>□ Other</li> </ul>
Date Date	My friend accep My friend atten	oted Christ. ds church regularly.

10 0	•	8	N																		_			_	_	_	_	_	_	_	_
	Ē		S	00	u	s€	9_	_		_				_	_	_		A	n	ni	v.	I	Da	te	9_	_	_	_		_	_
	7	9	B	irt	th	d	a	y_																							
Add	lre	es	s _				_																								
City																					7	ir	)								
Pho																															
Chi																										-		_			
JIII	ıu	re	11	_										_			-	-								-					
				-			_	_	_	_	_	_	_	_	_	_	_								_						
Hob	bi	ies	s:_																												
Em																															
																											-	_	-	-	_
Spe	ci	al	N	ot	es	3:.	_	_	_	_	_	_				_	_	_		_	_	_	_	_	_		_	_	_	_	_
										_	_	_		_	_		_	_		_	_	_	_	_	_	-	_	_	_	_	-
Pra	ıy	er	• (	h	e	cl	ki	is	t		W	ith	pe	en	cil,	da	ırl	cei	n d	lai	ly	as	yo	ou	pra	ay					
Pra	_		_	_																			. 0					28	29	30	3
Pra Jan	_		3	_																			. 0					28	29	30	3:
	_		_	_																			. 0					28	29	30	3
Jan	1		_	_																			. 0					28	29	30	3
Jan Feb Mar	1		_	_																			. 0					28	29	30	3
Jan Feb Mar Apr	1		_	_																			. 0					28	29	30	3
Jan Feb Mar Apr	1		_	_																			. 0					28	29	30	3
Jan Feb Mar Apr May	1		_	_																			. 0					28	29	30	3
Jan Feb Mar Apr May Jun Jul	1		_																				. 0					28	29	30	3
Jan Feb Mar Apr May Jun Jul Aug	1		_																				. 0					28	29	30	3
Jan Feb Mar Apr May Jun Jul Aug	1		_																				. 0					28	29	30	3
Jan Feb Mar Apr May Jun Jul Aug Sep	1		_																				. 0					28	29	30	3
Feb Mar Apr May Jun Jul Aug Sep Oct	1		_																				. 0					28	29	30	3
Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov	1		_																				. 0					28	29	30	3
Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov	1	2	3	4	5	6 W	7 ha	8	9	10 ep	is	у0	13	fr	15	16	17 on	18	19	20	21	22	23	24	25	26	27			30	3
Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov	1	2	3	4	5	6 W	ha	8	9	10 ep	is	у0	13	fr	15	16	17 on	18	19	20	21	22	23	24		26	27			30	3
Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov	1	2	3	4	5	6 W	7 ha	8 sier	9	10 ep	is se	yo alv	13	fr. or	ier n m	16	on n	18 ? ot	al	20 wa	21	222	e i	n t	25	26 Ct	27	er.			

#### My Pledge to Pray for My Sphere of Influence



\* The extended church represents my sphere of influence and makes up my list of personal prospects of unsaved and unchurched people I want to see reached for Christ.

## The Principle of Stair-Stepping

TEAM Evangelism is a program of getting the unchurched, churched – of getting people to commit to Christ and His church and to ultimately become Christlike. It involves the process of stair-stepping (term coined by Elmer Towns) our prospects. Stair-stepping ties the process of evangelism with spiritual gifts. It uses people and their gifts in different areas associated with the steps a person normally goes through in accepting Christ and coming to church.

The bottom line with *TEAM Evangelism* is you may not be the one who prays the sinner's prayer with a lost person, but you can play a vital role in helping that individual take one more step toward accepting Christ and becoming more Christlike. (See the chart on page 21.)

Your personal prospects may be at any place on the steps. They may not follow the steps in this exact order. Nor do all start at step one. Nor is "S" salvation always in the same location. Many accept Christ long before they are willing to join the church, while others may join the church and grow through many other steps before actually accepting Christ.

Turn to page 24. At the bottom of the page is a stairstep chart. Determine which step you think your personal prospect is on and mark the step in pencil. Later, as your friend progresses toward the goal, you will need to fill in the next mark as he or she grows through the remaining steps. It will be exciting to watch the progress and see your prayers answered as your personal prospects are bonded to your church and grow in Christ.

#### **Seven Touches** I Invited My Friend to: ☐ Dinner □ Golf ☐ Vacation Bible School ☐ Picnic ☐ Friend Day ☐ Visit a Nursing Home ☐ Bowling ☐ Craft Workshop ☐ Class Fellowship ☐ Tennis ☐ Tupperware Party ☐ Home for Dessert ☐ Church ☐ Racketball ☐ Family Skating ☐ Gospel Sing Athletic Club ☐ Park and Sight-seeing ☐ Fishing ☐ Birthday Party ☐ Other \_\_\_\_\_ ☐ Swimming ☐ Special Seminar ☐ Ball Game ☐ Seasonal Banquet I Offered to: ☐ Provide transportation if person's car is in the shop ☐ Provide a meal when person is ill or there's a death in the family □ Baby-sit: allow them a night out for a special occasion ☐ Clean house for a mother who has just had a baby ☐ Feed a pet while the neighbor is on vacation ☐ Mow the lawn for the man who is temporarily unable ☐ Help meet a financial need □ Other I Sent a Card: ☐ On Birthday ☐ When person was feeling down □ On Anniversary ☐ Get well ☐ At Thanksgiving ☐ Death in family ☐ At Christmas □ Congratulate for accomplishment ☐ At Easter ☐ Thank You: for no reason ☐ ☐ ☐ ☐ ☐ ☐ ☐ **Three Hearings** □ Testimony ☐ Christian TV Special ☐ Evangelistic Service □ Tract ☐ Christian Music ☐ Revival Service ☐ Gospel Sing ☐ Homecoming ☐ Visit by Evangelist ☐ Youth Rally ☐ Easter Program ☐ Other ☐ Friend Day ☐ Christmas Program Date My friend accepted Christ.

My friend attends church regularly.

Date

33

### The Principle of Bonding

The 7 Touches and The 8 Hearings

Dr. Elmer Towns states, "Relationships are the glue that bonds people to the church." We must get people involved in the life of the church. The principle of bonding says the fewer relationships one has within the church, the more apt that individual is to leave; the more relationships a newcomer has within the church, the greater his or her potential of staying.

How do we make people more receptive to the Gospel? How do we effectively draw people into the church network and keep them there? How do we help bond them to the church? By using the principles of The 7 Touches and The 3 Hearings.\* According to research, to get someone involved in the church we must reach out and touch them 7 times. This same research shows that if we repeatedly reach out through personal concern and touch the people we want to lead to Christ, it builds a bond between us that will also make it easier for them to accept us, our other friends, our church, and ultimately our Christ.

We must build relationships and show people that we care about them in order to bond them to the church. Everyone wants to be loved and respected; everyone wants to be accepted and treated like a friend. We need to display a friendly attitude and involve prospects in activities at home and church. Our personal prospects (friends and relatives) need to feel welcome.

\*These principles are based on averages. While in rare cases some people may require only 3 touches or 1 hearing, many others will require 20 touches or 8 hearings. The average is 7 and 3. The point is, do not become impatient if your friend does not respond according to a mechanical plan. Continue on, because they will respond.

#### **Seven Touches** I Invited My Friend to: ☐ Dinner □ Golf □ Vacation Bible School ☐ Picnic ☐ Friend Day ☐ Visit a Nursing Home □ Bowling ☐ Craft Workshop ☐ Class Fellowship ☐ Tennis ☐ Tupperware Party ☐ Home for Dessert. ☐ Church ☐ Family Skating □ Racketball ☐ Gospel Sing ☐ Park and Sight-seeing ☐ Athletic Club ☐ Fishing □ Other ☐ Birthday Party ☐ Swimming ☐ Special Seminar ☐ Ball Game ☐ Seasonal Banquet I Offered to: ☐ Provide transportation if person's car is in the shop Provide a meal when person is ill or there's a death in the family ☐ Baby-sit: allow them a night out for a special occasion ☐ Clean house for a mother who has just had a baby ☐ Feed a pet while the neighbor is on vacation ☐ Mow the lawn for the man who is temporarily unable ☐ Help meet a financial need □ Other I Sent a Card: ☐ On Birthday □When person was feeling down ☐ On Anniversary ☐ Get well ☐ At Thanksgiving ☐ Death in family ☐ Congratulate for accomplishment ☐ At Christmas ☐ Thank You: for no reason ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ At Easter **Three Hearings** □ Testimony ☐ Evangelistic Service ☐ Christian TV Special ☐ Christian Music ☐ Revival Service □ Tract ☐ Gospel Sing ☐ Homecoming ☐ Visit by Evangelist ☐ Youth Rally ☐ Easter Program □ Other ☐ Friend Day ☐ Christmas Program Date My friend accepted Christ. Date My friend attends church regularly.

22