

Prospect Discovery Webinar
Listening Guide

I. Introduction to the POWER of 10

A. _____ is the foundational purpose of Sunday School.

1. *“The early architects of the Sunday School movement believed that the Sunday School must have a _____ focus. They did not believe that the Sunday School could function properly without a clear and intentional strategy of evangelism.”*

--Dr. Ken Hemphill

B. “If there were a list of 100 things to accomplish through Sunday School and we were able to check off all but leading people to faith in the Lord Jesus Christ, then we have _____.”

C. The HOW of the POWER of 10

1. P _____
2. P _____
3. P _____
4. P _____ DISCOVERY
5. P _____
6. P _____
7. P _____
8. P _____

II. Beginning the Discovery Process

A. If you do not _____ your class/group, you will discover no prospects.

B. The key to the success of the prospect discovery process is to _____ in advance with the members.

1. _____ it.
2. _____ members.
3. Use _____, _____, _____, etc.

C. Week #1

1. We will identify those in our _____ in need of salvation.
2. Give everyone a blank sheet of paper and a pen. Ask them to draw the _____ of their house or apartment.

3. Ask them to write the _____ of those that occupy the bedrooms.
4. Place a check mark next to the names of those you know are _____.

D. Week #2

1. Invite the group to turn in sheets they completed from last week.
2. The group will identify _____ in need of salvation.
3. Give each person a blank sheet of paper and pen and say, "Draw a square that will represent your house or apartment and then add the streets or hallways nearest to your home."
4. "The next step is to draw squares for the nearest eight homes/apartments to your home/apartment."
5. Ask them to write the _____ of all those that occupy the houses or apartments.
6. Place a check mark next to the names of those you know are _____.

E. Week #3

1. Invite the group to turn in sheets they completed from last week.
2. This week the group will identify both _____ and _____ who are not Christians.
3. Give each person two blank sheets of paper and a pen. Ask everyone to draw a circle and then to write his or her own name in the circle.
4. Ask them to draw another circle around the first circle and to draw five _____ lines inside the larger circle.
5. Instruct everyone to write the names of their five closest _____ in the five blanks.
6. Place a check mark by the names of your friends you know are _____ and active _____ of a church.
7. Take the second sheet of blank paper and to draw a small box.
8. The box will represent their place of _____ or their desk at work. Now ask them to draw a box above their box, another below their box, and then one to the right and one to the left of their box. Then draw another box somewhere else on the sheet.

9. Instruct everyone to write the _____ of the people they work with in the five boxes.
10. Place a check mark by the names you know are _____ and active _____ of a church.

F. Week #4

1. Invite the group to turn in sheets they completed from last week.
2. The group will identify both _____ and _____ who are not Christians.
3. Give each person two sheets of blank paper and a pen.
4. On the first sheet, draw a _____ and write the names of family members.
5. Place a check mark by the names that are Christians and active members of a church.
6. Take the next sheet and to trace his or her _____.
7. The goal is to write the names of people with whom they have regular contact. Ask the group to write names on the fingers.
8. Place a check mark by the names that are Christians and active members of a church.

G. Week #5

1. Invite the group to turn in sheets they completed from last week.
2. Tell group members that this week the leaders will be taking all the prospects and develop a list of _____ prospects.
3. All names will be kept, and new names will be added as those on the list are saved.

H. Creating the First “POWER of 10” Prospect List

1. Final Instructions for Class/Group Leaders
2. Prospects must be _____.
3. They should be lost, not merely _____.
4. They should fit into the _____ range of the class/group.
5. It is also best to start with those who will be the easiest to reach. As you look through the names, try to determine those who already have some _____ with the class/group and who will be the most open to the gospel.
6. After you have settled on the first 10 names, write them on the _____ (which can be found by visiting

ssog.gabaptist.org) and display it in the area where the group meets each week.

7. The group will begin to _____ for these people and also begin to make _____ on how to reach them.
8. The names not selected for the first group of 10 should be added to an ongoing prospect file for the class/group.

III. "TONS" of Ideas to Discover Prospects

1. Church members not _____ in Bible study.
2. Guests in worship service.
3. Non-members that _____ special events.
4. Parents of children enrolled but do not attend.
5. Parents of children that attend special events.
6. Extended _____ members of those enrolled.
7. Conduct a _____ survey.
8. Conduct a telephone survey.
9. _____ to the community.
10. Conduct a WHO DO Search.
11. Organize a Neighborhood _____ Watch.
12. Conduct a _____ distribution.
13. Use new birth announcements in newspaper.
14. Conduct a special day to honor groups.
15. Families with children in church _____.
16. Recreation ministry or teams sponsored by the church.
17. First Contact ministry to _____ parents.
18. Conduct a Baby Hunt.
19. Start a _____ class.
20. Unchurched families from _____.
21. Start a Homebound ministry.
22. Check w/ _____ for unchurched students.
23. Confer w/ admissions office for students w/ Baptist or Christian preference.
24. Survey local mobile home parks.
25. Provide church information in _____ offices.
26. Provide church information at local _____.
27. Confer w/ military chaplains for unchurched families.
28. List of church members that work on _____.
29. _____.
30. Conduct a business person's lunch.
31. Use prospect tip cards in the pews or chairs.

32. Start a _____ ministry.
33. Start a ministry to the _____.
34. Start special interest group gatherings.
35. Start a _____ ministry.
36. Check w/ local senior adult communities.
37. Glean information on newly weds from _____.
38. Check w/ hospitals for families in need of ministry.
39. Gifts for all high school _____ w/ return card.
40. Send congratulations letters to those who have been reported in newspaper as achieved some special achievement.
41. Start a ministry to another culture.
42. Check local newspaper for families of deceased.

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**“POWER of 10”
Praying for Prospects
Referral Sheet**

Your Name _____ Your Phone _____

Your Sunday School or Small Group _____

Name of Prospect _____

Physical Address _____

City _____ State _____ Zip Code _____

Mailing Address (if different) _____

City _____ State _____ Zip Code _____

Phone Number _____

Check the Appropriate Box:

Married Single Male Female

18-22 23-27 28-32 33-37 38-42 43-47

48-52 53-57 58-62 63-67 68-72 73 & up

Family Members Living in the Home:

Name _____ Age _____

Name _____ Age _____

Name _____ Age _____

Name _____ Age _____

Name _____ Age _____

Name _____ Age _____