

1. What to say: Call and set up a time or just drop by one evening and see if they are home. Tell them that you are with FBCGT. Remind them that they signed up for Merry Christmas with Love and that last December they received gifts from us for Christmas. Tell them that we wanted to follow up with them and make sure that they also received the Bible that they requested. Present them the Bible they requested. Then ask, "Would you mind if I took two more minutes of your time and shared with you a story about my life?" Take a couple minutes to share your personal story of coming to trust in Jesus. After sharing your story, ask them, "Have you ever made a decision to trust Jesus Christ as your Lord and Savior, for the forgiveness of your sins?"
 - a. If they have made that decision, ask them what difference that decision is making in their life right now. Depending on how they answer seek to encourage them in their relationship with the Lord and their connection to a local church. Ask how you can pray for them. Thank them for their time. Ask them if it would be all right for you to follow up with them in a few weeks. If their answer to the question about the difference it is making is really unclear, ask them if you can share a little more about how the decision makes all the difference in life. Then walk through the 3 Circles Conversation Guide. Focus on the What's Next section.
 - b. If they have not made the decision to trust Christ before, or if you are unclear about their understanding of the decision, ask them if they would like to hear more about the decision or if they would like to make the decision today.
 - i. Use the 3 Circles Conversation Guide and share the clear message of the gospel with them.
 - ii. If they would like to make the decision to trust Christ, lead them to pray and ask Jesus to forgive them of their sins using a prayer like the one in the conversation guide. Talk with them about What's Next. See how you might help. Thank them for their time. Ask them if it would be all right for you to follow up with them in a few weeks.
 - iii. If they are not sure about making a decision at this time, ask them what is creating a reservation. Ask them how you might help. Ask them if you can pray for them. Thank them for their time. Ask them if it would be all right for you to follow up with them in a few weeks.
 - iv. If they do not want to follow Christ, ask them why not. If they are open to more conversation, see if you can set up another time to talk. Thank them for their time. Ask them if it would be all right for you to follow up with them in a few weeks.
2. How to follow up: In a couple of weeks make contact with them again and see how you might continue to encourage them to either walk with the Lord or make a decision to trust Jesus Christ for the first time. Invite them to church. See what doors the Lord might be opening to help them follow Jesus.