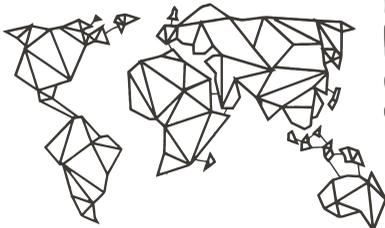




¹ Charles H. Spurgeon, "Quotable Quotes," <http://www.goodreads.com/quotes/154682-have-you-no-wish-for-others-to-be-saved-then> (accessed January 24, 2013).

Notes:

**GREAT
COMMISSION
LEADERSHIP**
HOMEWORK
PACKET
EIGHTEEN



LEADERS GO

KEEP REACHING NEW PEOPLE

Have you no wish for others to be saved? Then you're not saved yourself, be sure of that!¹

Charles Spurgeon

BEFORE GOING ANY FURTHER, IS CHRIST ON THE THRONE?

If not, make sure He is!

MEMORY VERSE

...I have become all things to all men so that by all possible means I might save some.

1 Corinthians 9:22 [NIV]

LEADERS GO

Philip was a leader in the early church who was willing to go. We read in Acts 8:26-40, that God led Philip into a situation with incredible opportunity for ministry. Philip carefully observed what was happening around himself and then made the most of the opportunity, meeting and initiating a conversation with the Ethiopian eunuch. Philip shared the gospel with this man and led him to faith in Christ. Leaders should constantly be looking for opportunities to meet new people that can be reached for Christ.

HOW TO GO

In our standard Exponential Harvest training, we describe how the sower had to go out to sow seed (Mark 4:3). We must be willing to go, too. We must go by making a plan. This was Paul's approach in ministry (Acts 17:2). We must go by mobilizing our resources. Everything we do should be done for the glory of God (1 Cor. 10:31). We must go by meeting new people. Jesus has called us to take his gospel to the ends of the earth in the power of His Holy Spirit (Acts 1:8). That will never happen if we are unwilling to get out of our comfort zones and meet new people. We must go by maximizing each day. Each day we should be telling the world of our Savior (Ps. 96:2). In this week's homework, our focus will primarily be on the importance of meeting new people.

Notes:

- **Do you have any comfort zones that keep you from an outward focus? What are they and how can you trust God with them?**

STRIVING TO MEET NEW PEOPLE

Meeting new people is a vital part of life and ministry. The dangerous tendency of ministry work is that we can sometimes find ourselves focused on meetings with lots of people rather than meeting lots of new people. Having God's heart for people will lead us to constantly strive to meet more new people in order to reach them for Christ. It is imperative that the Great Commission leader never stops meeting people and this is something we should always strive to grow in.

- **How would you like God to grow you in the area of meeting new people?**

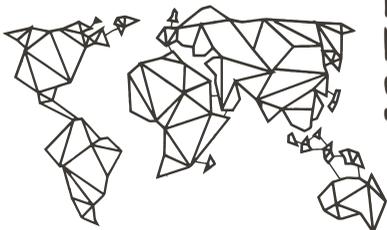
- **List the names of 2 new people you meet this next week.**

- 1.
- 2.

MEETING PEOPLE ISN'T ALWAYS EASY...

Meeting people can have its own share of difficulties. The following list includes ten common mistakes to avoid when meeting new people:

1. Don't focus on yourself, dominate the conversation, or pressure them. Give them freedom. If you sense they are uncomfortable let them go. Focus on the other person. Ask lots of questions and then more questions based on their answers (more on that in a minute). Remember 1 Cor. 13:4-8.
2. Don't try to be someone you are not. Be yourself (if you are at ease, it will set them at ease too; if you are confident, it will make the whole conversation go smoothly). Be the person God has made you to be. Remember 2 Cor. 5:17.



Notes:

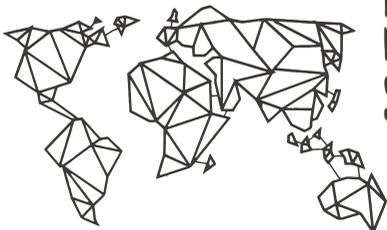
3. Don't be strange or awkward. Smile and be friendly. People will always be attracted to Christ in you. Remember Gal. 5:22-23.
 4. Don't play favoritism or set standards for who you will meet and get to know. Be willing to pursue anyone God puts in your path for His sake, even if they are "different." Remember James 2:1-4. Don't settle in to cliques. Get to know anyone and everyone you can regardless of personal differences.
 5. Don't be a quiet, antisocial loner. You can learn to be good at being relatable (even if you are an introvert). Remember Heb. 10:24-25.
 6. Don't stare or invade. Be appropriate with body language and eye contact and respect their personal space and boundaries.
 7. Don't laugh at people, awkward situations or topics. Stay positive! Show sympathy and kindness. Remember Rom. 12:15.
 8. Don't be wordy or peculiarly silent (awkward silences are a no-no). Talk, but not too much. Don't hijack a conversation! Don't one-up their stories. Listen and be a good listener.
 9. Don't get too deep right off the bat. Remember the adage, "Too much, too soon, too bad; too little, too late, so sad!" Keep conversation appropriate.
 10. Don't end there. One conversation is just a start. Invite them to something or go along with them if they invite you. Get their contact info!
- **Describe an awkward time meeting someone in a ministry setting. What would you do differently next time?**

REACH TO MEET NEW PEOPLE

The **REACH** acronym will help you remember 5 great ways to meet new people; it stands for **R**elate, **E**nvironment, **A**sk, **C**ommunicate and **H**elp.

RELATE

Smile, compliment, wave, introduce yourself. Learn their name and use it several times immediately so you'll remember it (make it a point to remember peoples' names). The longer you wait the more awkward





² Gregory Koukl, *Tactics: A Game Plan for Discussing Your Christian Convictions* (Grand Rapids, MI: Zondervan, 2009), 47.

³ Dave Earley and David Wheeler, *Evangelism Is - How to Share Jesus with Passion and Confidence* (Nashville, TN: B and H Publishing Group, 2010), 231

Notes:

it will get so get it started out right, be the first to initiate a friendly encounter and then try to get a conversation started.

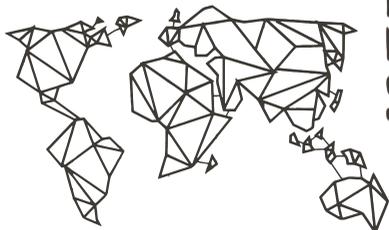
ENVIRONMENT

Get out of your comfort zones. Plug in to or start groups where you will be forced to meet new people; sports, classes, Bible studies, ministry events, etc., would all work. Look for conversation starters around you wherever you happen to be. Can you begin a conversation based on the person's clothes or possessions? For example, if you see a T-shirt with a place you've been, a product you like, a sport you've done, etc., ask them about their shirt and start a conversation. Can you begin a conversation based on something from your surroundings? For example, if you're in a long line, you might ask, "This is quite a line, huh?" It seems simple but it can get a conversation started. Can you begin a conversation based on something in the media? For example, news, entertainment, sports, politics, etc. Can you begin a conversation based on a shared circumstance? For example, weather problems, high prices, etc. Always look for conversation starters in the environment around you.

ASK

Gregory Koukl writes, "never make a statement, at least at first, when a question will do the job."² People rarely sense others are genuinely interested in them so...be genuinely interested in them. Ask lots of questions. Keep it appropriate. Ask open ended, conversation promoting questions. Refrain from questions with yes or no answers. For example, "What's the best thing on the menu?" is much better than, "Is the food here good?" Similarly, "Where are you from?" is much better than, "Are you from here?" Ask about their interests, hobbies, goals, background, pursuits, etc. Ask good follow up questions to their answers.

When you ask, make sure to listen! Earley and Wheeler warn of the five listening mistakes: ① make-believe listening (tuning them out), ② one-up listening (countering their stories with your own better stories), ③ Barney Fife listening (interrupting their stories to give them advice), ④ Dr. Phil listening (emotionless listening just because you have to), and ⑤ iPod listening (so focused on yourself that you aren't listening at all).³





⁴ Carol Kinsey Goman, "Seven Seconds to Make a First Impression," <http://www.forbes.com/sites/carolkinseygoman/2011/02/13/seven-seconds-to-make-a-first-impression/> (accessed January 6, 2013)

⁵ The Soularium can be found at: www.cru.org/us/en/train-and-grow/share-the-gospel/outreach-strategies/soularium

Notes:

COMMUNICATE

Again, don't forget the 10 things never to do when meeting people. Avoid silence, talk, and keep the focus on them. Start a conversation by applying the previous concepts (Relate, Environment, Ask). Keep a good conversation flowing comfortably and naturally by asking questions and talking about their interests, hobbies, goals, background, pursuits, etc. Ask good follow up questions to their answers. Stay positive. Build bridges & establish common ground but keep the focus off you. Strive to relate to where they are at. Pray silently while you talk, asking God to give you wisdom in your conversation.

HELP

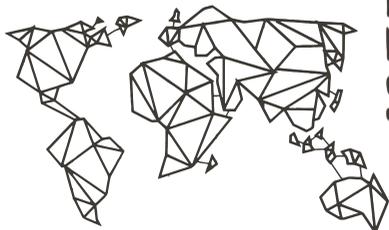
Help someone that needs help or ask for help from a stranger if you need help. Either option will help you meet someone new.

→ **List 3 other ways you could meet new people that come to mind.**

- 1.
- 2.
- 3.

MEETING PEOPLE IN MINISTRY SETTINGS

Ministries must constantly keep meeting new people or they will die!!! Meet people outside your "facility," don't just wait for them to come to you. Whether you're a leader or there for the first time, meet people at church, Bible Studies, retreats, weekly meetings, and anywhere you find yourself spending time with other Christians! Meet people at every meeting and event. NYU researchers have determined that people form their first impression (which is difficult to undo) in the first seven seconds after they meet you.⁴ Be as friendly and kind as you can be when meeting people. Ministry tools, like surveys and the Soularium⁵, are great ways of meeting people as well. Invite people to church, your weekly meeting, Bible Studies, retreats, special events (especially ones with free food), and other things. Go with them to whatever you invite them to so they aren't left alone. The fruit of the Spirit makes the best context for friendships so make sure to capitalize on friendly Christian atmospheres by meeting as many people as you can. Be genuinely loving, accepting, and friendly. Try to meet friends of friends, when you happen to see friends talking to people you don't know (just





Notes:

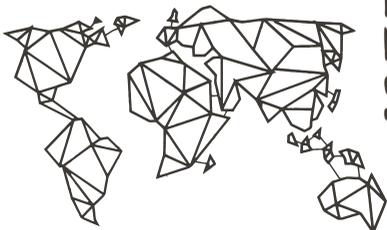
introduce yourself). Always introduce your friends to other friends you have that they don't know; help people meet other Christians.

→ **How can you be more intentional at meeting new people at church or in other ministry contexts?**

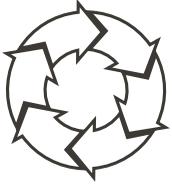
GOING IS NOT OPTIONAL

The Great Commission requires that we go. Jesus has called us to go and make disciples (Mt. 28:19). Make it your ambition to take the initiative to expand your influence and reach new people each and every single day. Get out of your routine and try new things where you will encounter new people. Remember, we must go by making a plan (Acts 17:2), mobilizing our resources (1 Cor. 10:31), meeting new people (Acts 1:8), and maximizing each day (Ps. 96:2)!

Remember, your weaknesses, inabilities, failures, and past, present no challenge to God's will for your life. Your willingness does. Be willing to be and do what God made you for. You don't have what it takes but God's Spirit in you does so be the leader He made you to be and turn this world upside down for Him!



Notes:



ACT NOW

MEET NEW PEOPLE

- For review, fill out the Exponential Harvest Strategy diagram in the Notes column on this page, then circle "Go". What is one way you can grow in this area in your walk with the Lord?

- This week's homework focused on meeting new people. What are some ways this impacts (or is impacted by) the other aspects of "Go" (making a plan, mobilizing our resources, and maximizing each day)?

- Try applying this week's homework this week! Meet 6 new people. Ask them questions and really listen to their answers. (Reference the REACH acronym again if you need to.) With their permission, record their names and info below:
 1. Name:
 - Interests/hobbies:

 - Hometown:

 - Faith:

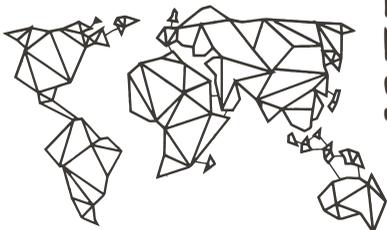
 - Other:

 2. Name:
 - Interests/hobbies:

 - Hometown:

 - Faith:

 - Other:





Notes:

3. Name:

- Interests/hobbies:
- Hometown:
- Faith:
- Other:

4. Name:

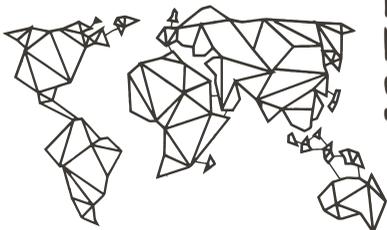
- Interests/hobbies:
- Hometown:
- Faith:
- Other:

5. Name:

- Interests/hobbies:
- Hometown:
- Faith:
- Other:

6. Name:

- Interests/hobbies:
- Hometown:
- Faith:
- Other:





⁶ G. T. Doran, *There's a S.M.A.R.T. Way to Write Management's Goals and Objectives* (Management Review, Volume 70, Issue 11, 1981), 35-36.

Notes:

PERSONAL GROWTH

- Write out this lesson's memory verse (also, write it out several more times this week):

- List a SMART (Specific, Measurable, Attainable, Relevant & within a Time-frame) goal⁶ for this lesson and action plans for achieving it.
SMART Goal:

Action plan:

Action plan:

Action plan:

- How are you staying close to Jesus, walking by faith and in integrity, trusting Him and the power of His Spirit in life and ministry rather than yourself, and how can you more?

- Jesus insisted that serving Him and serving others was the highest attribute of leadership (Mt. 20:25-28). How are you growing as a servant leader?

- How will this lesson help you better accomplish the Great Commission and multiply Christ-like multipliers?

- List any last thoughts and then put everything you learned in this lesson in God's hands, trusting Him to build these things into your life.

