

**Existing Church Phone Program** – an outreach tool that can be used by a church of any age and any size. Callers call at home on their own time and at their own pace using the provided Word Track. Results are noted on the Response Card, included in this folder.

1. What is the purpose of this phone program?

- a. To fulfill - the Great Commission – Matt. 28:19-20
- b. To locate – unchurched folks **or** folks in need of another church
- c. To motivate our church members - to pray

2. Why must I make hundreds of calls to get a few positive responses?

II Corinthians 9:6 says - ". . . he which soweth sparingly shall reap also sparingly, and he which soweth bountifully shall reap also bountifully." That is . . . if you sow a little, you will reap a little. If you sow a lot, you will reap a lot. The Biblical *Law of Large Numbers* teaches that we must contact many people to find those few who are unchurched or unhappy.

Similarly, Jesus said that though many will hear the gospel, only a few will say yes to Christ – ". . . strait is the gate, and narrow is the way, which leadeth unto life, and few there be that find it (Matt. 7:14)". Our responsibility is to find those few. To find a few, we must contact many.

3. Where do I get the phone numbers of folks in my area?

A rural area can simply use the phone directory. A metro area may want to use the cross directory/reverse directory/criss-cross directory – which is a database assembled yearly by private companies. Search the Internet with key words – "*cross directory or reverse directory*" – for the company in your area. It is not cheap, but worth the investment.

4. How will my church use the database of people that we build with this phone effort?

- ◆ Send mail to them promoting the church and upcoming events.
- ◆ Pray faithfully for the requests that are shared.
- ◆ Visit those who are unchurched and give them the gospel.

4. Where did this program originate?

This program was written by Dave Barba of Press On! Ministries ([www.ipresson.com](http://www.ipresson.com)). It is a modification of the original "The Phones for You" program, a church planting tool written by Norm Whan of Brea, California. If you have questions about this Existing Church program, e-mail Dave Barba at [davebarba@ipresson.com](mailto:davebarba@ipresson.com)

5. How do we run this program?

- Train callers in how to use the Word Track. Callers can call at home on their own time using the local phone directory or call lists that you provide. Some who would never knock on a stranger's door or give out a tract are willing to make phone calls.
- Remind callers that the only way to find the "yes's" is to get the "no's out of the way." Don't be discouraged by the negatives. There will be many more negatives than positives. Persevere through the "no's" and you will make it to the "yes's".
- Pray faithfully for the requests that you receive.
- Call or e-mail Brother Barba with good results so he can encourage others.