



20 Practices of Evangelistic, Outward-focused Groups

1. Led by teams of outward-focused leaders.
2. Have an outreach leader.
3. Have a prospect list.
4. Practice open enrollment.
5. Pray for people by name.
6. Have members who maintain a personal prospect prayer list.
7. Harvest names at all special events.
8. Create “excuses” to invite people.
9. Have a specific “people group” to reach.
10. Follow a deliberate process and plan to reach out to assigned prospects.
11. Do not give up on people.
12. Schedule time to focus on reaching others.
13. Are intentional about making guests feel welcome.
14. Extend invitations.
15. “Do the math” and know key statistics.
16. Contact prospects with a sense of urgency.
17. Use the Personal Study Guide as an outreach tool as well as a resource for Bible study.
18. “Franchise” themselves.
19. Help start new classes for preschoolers, children, and students regularly.
20. Know that one of every six adults in attendance is serving kids and students.



20 Principles Followed by Evangelistic, Outward-focused Groups

1. Sunday School is the church organized to carry out the Great Commission.
2. Great Commission churches have a Great Commission Sunday School.
3. Sunday School is the church mobilized to carry out the Great Commission in groups.
4. Sunday School has a mandate to reach the lost.
5. Sunday School groups must own evangelism.
6. Sunday School is the church organized to carry out the Great Commission. (revisited)
7. All Christians are to actively share the gospel.
8. Sunday School is the church energized to carry out the Great Commission.
9. Sunday School must have more than good intentions; it must have intentionality!
10. Doing something is better than doing nothing.
11. Evangelism must remain a priority for Sunday School.
12. The easiest thing to ignore in most classes is evangelism.
13. Evangelism was important to Jesus.
14. Jesus expects His followers to share the gospel with others.
15. God uses ordinary people to share the gospel.
16. People once hardened to the gospel and considered unreachable can become its champions.
17. A catalyst usually keeps evangelism front and center.
18. Evangelism is about stewardship.
19. Evangelism takes place “out there.”
20. When we take the gospel to the lost around us, Jesus goes with us.



20 Perspectives on Evangelistic, Outward-focused Groups

The Past

1. Sunday School has been the modern church's best means for engaging people as witnesses of the gospel.
2. Sunday School has engaged more people in mission activity.
3. Sunday School has come into contact with more people than other ministries.
4. Key leaders from the past recognized the important marriage of Sunday School and evangelism.

The Present

5. The greatest evangelistic potential your church has today is Sunday School.
6. Sunday School strategically meets fifty-two weeks a year.
7. Evangelism appears to be less important in today's Sunday School classes.
8. Many classes have no intentional, on-going, outreach strategy.
9. It's time to have some serious conversations.
10. It is better to be a little too aggressive than a little too passive.
11. The American church may be more concerned about souls across the seas than souls across the street.
12. Evangelism is discussed more than practiced.

The Future

13. Sunday School must adopt a "go" approach; not just a "come" approach.
14. Sunday School must continue to keep groups "open."
15. Sunday School must continue to be structured to receive, teach, minister, and witness to people of all ages.
16. Sunday School will grow in its importance as a key way for making disciples.
17. Sunday School must continue to strategically place people in roles of leadership and service.
18. The problem of soul-winning will continue to be a problem of the heart.
19. Classes must rediscover the value of Personal Study Guides as evangelism and discipleship tools.
20. The Lord is returning soon.