



Title: Cultivating a Prospect List

Speaker: Jerry Ferrso

“Jesus saith unto them, My meat is to do the will of him that sent me, and to finish his work. 35 Say not ye, There are yet four months, and then cometh harvest? behold, I say unto you, Lift up your eyes, and look on the fields; for they are white already to harvest. 36 And he that reapeth receiveth wages, and gathereth fruit unto life eternal: that both he that soweth and he that reapeth may rejoice together. 37 And herein is that saying true, One soweth, and another reapeth. 38 I sent you to reap that whereon ye bestowed no labour: other men laboured, and ye are entered into their labours.” (John 4:34-38)

Introduction: _____

- The _____ is our harvest field.
- God has given the church the _____ of reaching the world with the gospel message.
- Before we can reach the world, we need to make an _____ in our own community.

So the big question is, how do we impact our community with the gospel message? **One _____ at a time.**

1. _____

- A. During the first few minutes of your visit, it is vital to get the person's _____.
- B. At times, it may be _____ asking for the person's name. Here is a suggested statement you could use: “What was your name again?”

- C. Once you get their name, it's a _____ that the person is interested.
- D. It's obvious that using the person's name will make the visit more _____.
- E. Building a friendship will take some time, but it essential for the purpose of _____ witnessing.
- F. The goal is trying to get the person to feel _____ enough to talk with you.
- G. Pray for _____ in determining a starting point.
- H. Once you find an area of _____ interest, use questions that enable you to start building a relationship.
- I. From this platform called “_____,” you now have an opportunity to share the gospel.

2. _____

*“And he spake many things unto them in parables, saying, Behold, a sower went forth to sow; 4 And when he sowed, some seeds fell by the way side, and the fowls came and devoured them up: 5 Some fell upon stony places, where they had not much earth: and forthwith they sprung up, because they had no deepness of earth: 6 And when the sun was up, they were scorched; and because they had no root, they withered away. 7 And some fell among thorns; and the thorns sprung up, and choked them: 8 But other fell into good ground, and brought forth fruit, some an hundredfold, some sixtyfold, some thirtyfold.”
(Matthew 13:3-8)*

- A. We must make a smooth transition from casual _____ into the gospel.

- B. You can begin by saying, “I’m thankful that you have an interest in _____ matters.”
- C. One of the most important truths to know in life is knowing for certain that when you die, you’ll spend _____ in Heaven.
- D. Ask this question: “Wouldn’t you like to _____ this for sure?”
- E. If they respond with a “_____,” this will confirm three facts for you:
They are _____ and interested.
Take your time and give a _____ presentation of the gospel.
The Holy Spirit is at _____.

3. _____

- A. We must realize that not everyone will _____ Christ the first time they are confronted with their need for Christ.
- B. We must follow the example of Christ, preaching _____.
- C. You’ll want to _____ accusations and _____ judgmental.
- D. Using questions will keep the soil of the _____ tender.
- E. Words are very _____.
“Death and life are in the power of the tongue: and they that love it shall eat the fruit thereof.” (Proverbs 18:21)

1. _____ Tones

“A soft answer turneth away wrath: but grievous words stir up anger.” (Proverbs 15:1)

2. _____ Thoughts

“Behold, I send you forth as sheep in the midst of wolves: be ye therefore wise as serpents, and harmless as doves.” (Matthew 10:16)

3. _____ Truth

“Let your speech be alway with grace, seasoned with salt, that ye may know how ye ought to answer every man.” (Colossians 4:6)

4. _____

*“I have planted, Apollos watered; but God gave the increase.”
(1 Corinthians 3:6)*

A. As we share the Word of God, the _____
_____ works and brings forth the
spiritual birth.

“Not by works of righteousness which we have done, but according to his mercy he saved us, by the washing of regeneration, and renewing of the Holy Ghost;” (Titus 3:5)

B. You’ll want to lead the person in making a
_____ for Christ.

“But as many as received him, to them gave he power to become the sons of God, even to them that believe on his name:13 Which were born, not of blood, nor of the will of the flesh, nor of the will of man, but of God.” (John 1:12-13)

Six Factors Affecting Personal Follow-Up

1. _____

- A. You must have a personal walk with the Lord.
- B. Follow-up and discipleship are not only methodology but also a life transference.
- C. There is NO substitute for a dynamic relationship with Christ.

“And he saith unto them, Follow me, and I will make you fishers of men.” (Matthew 4:19)

2. _____

- A. Spiritual reproduction takes time—“love is patient.”
- B. Salvation is a miracle of the moment, but discipleship is a commitment for lifetime.
- C. The Lord wants progress not perfection.
- D. Commitment is needed because “Fully Devoted Followers of Christ” are not made overnight.

“My little children, of whom I travail in birth again until Christ be formed in you,” (Galatians 4:19)

3. _____

- A. Jesus focused on only 12 men for 3½ years.
- B. The pressure or our tendency is for us to focus on many not a few.

“And the things that thou hast heard of me among many witnesses, the same commit thou to faithful men, who shall be able to teach others also.” (2 Timothy 2:2)

4. _____

A. You'll need to meet often.

QUOTE: "You can impress people from a distance but you can impact people close up."

B. Use the church calendar to your advantage.

"Whom we preach, warning every man, and teaching every man in all wisdom; that we may present every man perfect in Christ Jesus: 29 Whereunto I also labour, striving according to his working, which worketh in me mightily." (Colossians 1:28-29)

5. _____

We need to be growing and grounded ourselves.

"As ye have therefore received Christ Jesus the Lord, so walk ye in him: 7 Rooted and built up in him, and stablished in the faith, as ye have been taught, abounding therein with thanksgiving." (Colossians 2:6-7)

6. _____

A. The church is the "greenhouse" where spiritual growth is taking place.

B. Make much of the church.

C. It's God's plan that through the local church people are...

Saved

Baptized

Serving

Worshiping

Giving

Witnessing

“And let us consider one another to provoke unto love and to good works: 25 Not forsaking the assembling of ourselves together, as the manner of some is; but exhorting one another: and so much the more, as ye see the day approaching.” (Hebrews 10:24–25)

Conclusion: _____



Lancaster Baptist Church • 4020 E. Lancaster Blvd. • Lancaster, CA 93535
661.946.4663 • lancasterbaptist.org • Paul Chappell, Pastor