

DOOR KNOCKING

EVANGELISM GUIDE



WRITTEN BY JOSEPH SULLIVAN

Door knocking

Introduction:

I've been running into a lot of great results with door knocking through the years. I've got Bible study signatures, have had visits to church and have had Bible studies. For me, I've found that door knocking is best perceived as a sprint, not a marathon. I'm excited about door knocking. It takes a great deal of work and time. But it works. It seems like many church members are interested in doing outreach in this venue. 200 churches will be doing outreach on the same day, (timestamp 2019 - October). It's a pretty interesting read. See link. <https://nextdoor.housetohouse.com>

Large groups of Christians doing door knocking is not a new concept. We Care has converted in a campaign 100's in door knocking, by getting a large group together to do His work.

<http://www.wecareministries.com/index.html>

I was watching a video awhile back about a group that is doing door knocking. For every 100-150 people, (interacted with) they got a Bible study. They have had many baptisms due to this work. See stat's in video. www.facebook.com/1754325674867628/videos/1772753949691467

Teams matter in door knocking. The larger the better. This link details a group of (denominational) college students who did door knocking for 12 Friday's in a group and brought 43 "to the Lord."

<https://swbts.edu/news/everyday-evangelism/first-person-door-door-evangelism-actually-works/>

The bigger the number or the more frequent the work each month, the faster the results.

But please keep in mind, a handful of people doing outreach, once a month is powerful too. Results will come slower. But they will come. A group of 5 people for a year, did door knocking once a month for an hour each month. That is 12 events/hours in a year. They got for 12 hours' worth of work two Bible study contacts. During that time, they contacted about 144 people.

Door knocking thoughts...

I was reading last night on a stat page, a Mormon stat about door knocking. That if 1000 homes were reached in canvassing an area, then one of the contacts, would lead to a study. These are high stats. Yet these Mormons still... get out and do door knocking work.

As with anything (method wise) in evangelism, door knocking is about getting a commitment.

Example: Now...if I give people tracts. I don't tend to get a Bible study at the flea market, campus, street, door. But if I get someone to commit to a action, either signing up for a study or having a study, then results follow. When I was first started evangelism, I'd work at the flea market once a month for 5 hours. During this time, I'd hand out flyers for a year. Guess how many studies I got? One. In one day

of asking people to sign up for a Bible study, working for 5 hours, at the flea market, guess how many Bible studies signatures I got? 3.

Having people commit/make an emotional investment, is crucial. When they agree to study with you and give you their signature, that's a commitment. When they agree to have a study, then and there, with you, that is a commitment. Know in door knocking, that inviting people to church does work. If you connect, talk with them. If it's a personal interaction. It does work. I know people who have come due to such invites. But in any venue, this should be secondary in focus to getting a commitment.

There is a lot of interesting facts about door knocking. I've put on this site link here www.churchofchristevangelism.com/methods.html

Another good link on door knocking can be found here www.bible.ca/evangelism/e-door-knocking.htm

Things to remember:

Keep in mind, as with anything it takes time and hard work to gain results in any pursuit worth having, including door knocking.

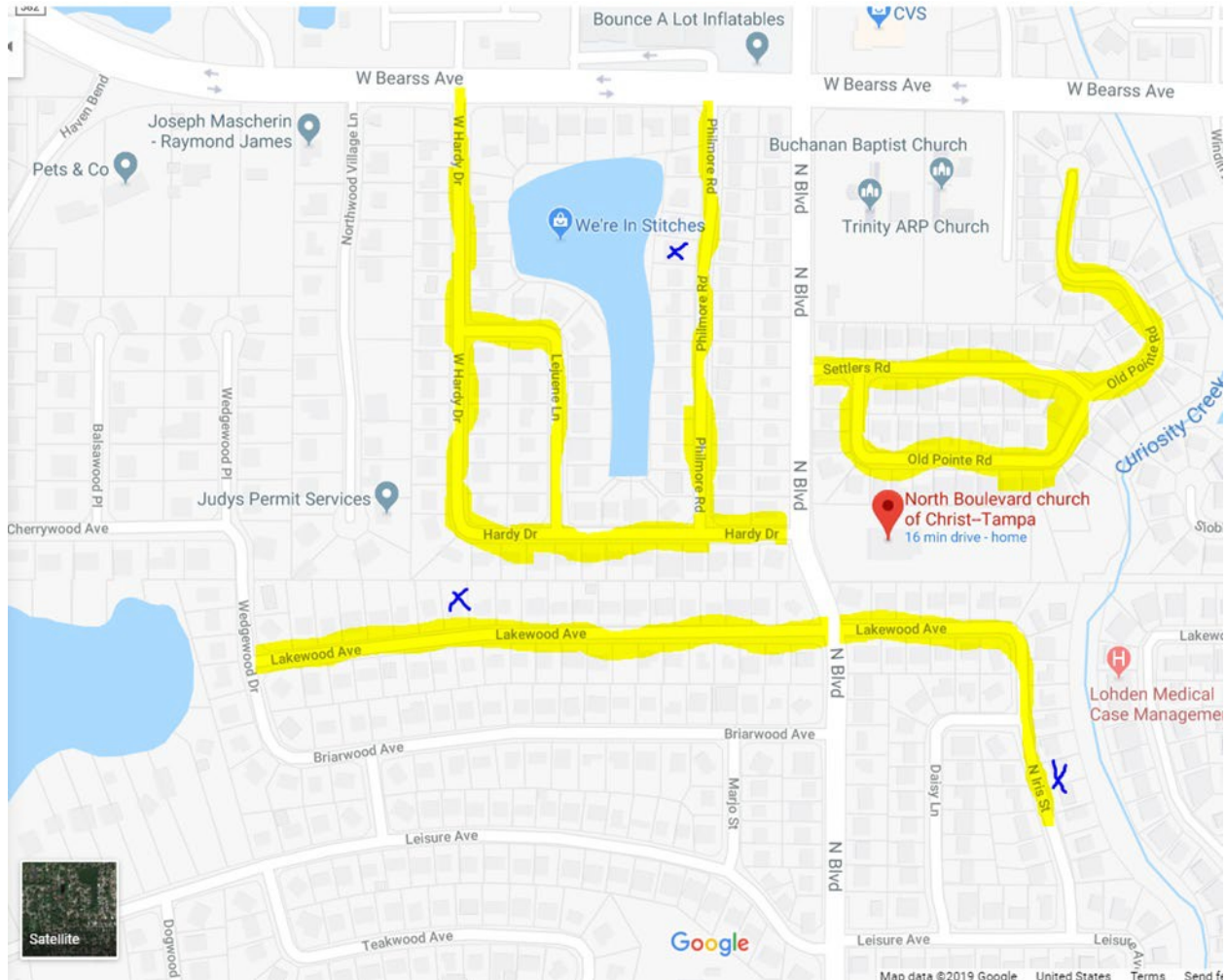
The people who say door knocking does not work are those who expect maximum results with little effort. Nowhere does such an expectation pan out in careers, education, relationships, fitness, etc. Doing anything worth doing, is a process, it requires consistent investment and routine.

Marriage does not happen on 1-3 dates. A successful job does not happen when no resume is shared and when no career seeking is done. A degree does not occur without a great deal of energy and study. A fitness goal is not obtained when the gym is visited once or twice or even a half dozen times.

It tends to take months to gain results in these areas. Yet with door knocking if someone does it once a year with a few members from church for a Gospel Meeting, they sigh and say, well I guess door knocking does not work. Which is silly. Evangelism works. I have saved souls. I have grown churches. But it was through the process of being consistent.

The Door knocking process: Prep work - How I get started. .. in planning the location.

1. First, I google my church address on "Google Maps." When I am on Google maps, I can see the streets around the church building and the numbers of houses on each street. I can chart where I am going to go. I can pick the street(s) I want to walk down. I then will print copies (for the group or just for myself, if I am doing it alone) of the map out from the Google map page.



This picture shows (some of the places) where I have gone with my evangelism group. You can see the number of houses. You can mark up the places where people were contacted. You can highlight the designated areas.

You will notice the blue x marks. These are the positive results (church visits, Bible study signatures, Bible studies,) we have had.

When you go out to do such work...

- 1.. Print out the Google map to highlight the area you're going to work at.
2. I'd encourage you to have other sectioned areas on the map as well. In case you surpass (in visiting) the first area, and you still have energy and desire, you can always visit another connected area in the neighborhood.
3. Record the last visited house address on printed map to know where you stopped.
4. Log in the amount of people contacted and houses visited.

Mental Preparations to warm up for door knocking:

Mind hack: social technique.

1. Talk to 5 people a day. It can just be a good morning, while walking the dog or hello at Starbucks, etc. This will help to warm you up socially.
2. Mind hack: every morning look in the mirror and pretend your greeting someone. Verbally say, "hi, my name is _____, it's a pleasure to meet you. What's your name?" Practice saying this phrase with warmth and enthusiasm. By doing this exercise daily, you will become naturally more social, personal, enthusiastic, friendly, warm, in your interactions. This exercise will help in your evangelism work in doing door knocking or other outreach methods.

This will also change your interpersonal life. When you speak enthusiastically about having a Bible study, that is attractive. More so than being unenthusiastic about what you are presenting. Have you ever had someone come up to you and in a dead tone invite you to do something? How did that make you feel? Probably such an invite would be unimpressive. Have you ever had someone warmly, personally and enthusiastically invite you to do something? How did that make you feel? Probably such an invite would have gotten our attention.

Practice giving an invite/talking out loud with personal excitement, warmth, love, happiness, enthusiasm. These emotions are more effectively conveyed, than neglected. How we present a invite makes a difference. :)

Choices...in interacting with the opposite sex.

I have been a part of get togethers. I have met up with preachers for "personal study evangelism" or "coffee shop evangelism.," (this outreach is geared to perk interest in others through meeting together in a public forum, like a restaurant or coffee house, to study the Bible. People will come up from time to time and ask, "what are you studying," (or the like). They can be invited to the study (or a future study) and/or be given materials about the church and salvation).

In the different seasons of my life, I've interacted with different saints in such work and other outreach activities. While doing "personal study evangelism," I've seen some (married) men burn and plainly undress a woman right there, while conversing with her. I've seen men leering at a woman, while talking about the Bible and watching that lady in the store move about.

Outreach is not for those who cannot control their passions.

Evangelism is not for those people who see a sex object instead of a soul needing a Savior.

I know we have desires. But they can and should be met at home. A married man or woman should find emotional and physical satiation in their mate. A single person or someone in a relationship, (yet unmarried), should seek non sinful outlets to remove the sexual desire from their bodies.

Removing the "fire" from one's body, should be done by all groups, (single/relationship/married) before doing outreach. Let us never give the Enemy power over us and undermine God's work.

Personal Note: what works for me, is taking a cold shower, (I take a hot shower, then turning it to warm for 5 minutes, then to cool for 5 minutes, then too cold for 5 minutes. This maybe uncomfortable at first, but if done daily for a week, you will begin to get used to it). You've seen the TV sitcoms that tells a man smitten, to take a cold shower. It actually does work to dampen one's sexual urges and desires.

I have studied with women alone in homes and in public social forms, etc. I've not had a problem.

But if you're not comfortable with going door knocking alone (due to personal sexual reasons)...here are some options.

- Involve your husband/wife or boyfriend/girlfriend in this work. The preparation of door knocking and the work itself can be deeply bonding. This actively will also be richly rewarding in how it brings you both closer to God, (and each other).
- If you have a family, involve your son or daughter. Even if they are young, they can come along and learn. It's a great (spiritual) growing experience and will deeply impress upon them the need to serve God spiritually/seek the lost. Such inclusion can affect them the rest of their lives. I knew of a preacher who (thoughtfully) would take his little grandson with him, when visiting others.
- Invite a close female friend or male friend to do this with you. A best friend should be interested in supporting your goals, (as you are theirs). This would be a great way to serve God and also spent time with a buddy.
- Invite your church preacher or elder to come along. Hopefully you're at a church, where such support is given. Get a group together from church to help you.
- Invite a person you think would come along, a brother or sister in your local congregation, or a member from another faithful congregation. You can keep asking till you get a yes. With anything, if you seek long enough, you should find a worker, interested in such activities.
- If you don't have someone to go door knocking with you. When you're at their door, instead of offering to study with them inside, you can ask them to sign up for a study at a future date, where you can have another person present, (with you).
- You can invite them to come by and visit your congregation and share some materials about your church group.

Evangelism: It's personal...

Law of Averages: If you ask enough people for a Bible study you will get a "yes," if you get enough "yes's" (for a study) you'll get a conversion, get enough conversions you will grow your church. Outreach is about numbers, it's about the work required to meet people and get interactions. The more people reached; the more results will come.

Yet it must also be personal...Key factors need to be established. Have a plan, know of a format that works. For example, activities that are connected to personal interactions, work. Personal methods of outreach can be done through door knocking, street evangelism, campus evangelism, flea market evangelism. Such personal interactive formats play a role in results.

Approaching people (with warmth and enthusiasm) and talking to people is important. Doing poor methodology, like holding up a sign and doing nothing, (but standing around) will get you little to no results. Only passing out materials, (with no real social interaction) will get you little to no results. Social interactions are needed. Even brief ones that require a interaction and commitment, to some level. If you talk to people, if you get someone (to commit) to sign up for a Bible study or talk to someone and have them (commit to) do a study then and there, that's good methodology. The more social interaction the better. Just talking with someone outside their door for 30 minutes, is a (personal) win, (in door knocking).

Now, I am not saying flyers/tracts in themselves won't work. Please don't misunderstand me. I have heard of stories where they have. But the odds of getting a result, go up, when there is a personal interaction, (a commitment to study, a discussion, a good interaction where people connected, etc).

Remember this is a process...

Please keep in mind this is a process. Other groups know this: The Mormons go to 1,000 homes before they get a study. For them it is about consistency and hard work. These are hard stat's for Mormons. YET THEY DO THE WORK DESPITE THE STATS.

For us, these stats are much smaller for results, from 1-200 people, a result (church visit or Bible study) tends to happen. Know it can be person number 39 or person number 56, the 200 number is the averaging ceiling number. Besides knowing it requires time to generate interactions. We need to know the methods of success. The key is in being personal, (giving name, asking name, shaking hand, giving warm invite).

Mormons know 1,000 houses for a Bible study is worth the work. Can the Lord's people say the same thing? If that was what it took for His saints to get a result? Would we still try to save a hurting soul? Or would it no longer be important?

Most common statements of refusal when giving a invite to study the Bible

Note: these comments can also be applied to campus work, street evangelism, flea market work, etc. as well, as door knocking.

1. I already have a church, (may mention denomination).
2. I am saved already, (or something like that, I said the Sinners prayer, accepted Jesus as my Lord, etc).
3. I read my Bible (and sometimes I know my Bible).

These comments rarely happen. But they do, nevertheless.

4. I don't believe in God, (I'm an atheist or agnostic).
5. I am Buddhist (or some other non "Christian religion, Islam, Hindu).

Gently and with personal warmth say...

1. Whether you're at a church or not, Bible study is always a good thing to do.
2. Whether your saved or not, Bible study is always a good thing to do.
3. That's fantastic! :) Reading your Bible is so important. I may have some useful Bible facts you may not have found. I'd love to share them with you, if you're interested.
4. Do you have time to talk about it. I got some good resources that we can go over. (Have materials you can share or have them sign up for a study and share content later).
5. Do you have time to talk about it. I got some good resources that we can go over. (Have materials you can share or have them sign up for a study and share content later).

Preparation notes: Optional

Here is my website www.churchofchristevangelism.com/cards-for-tough-discussions.html

I have on the website, small cards, that can be placed in one's Bible, that can share such content with people who are atheist/agnostic, Buddhist, Islam, (I don't have any on Hindu, but the cards for atheist/agnostic's prove the Bible is inspired and can be used for that purpose, to convince the Hindu).

You may want to compile a more comprehensive study, as well. Apologetic Press has lesson plans for people who believe the Bible is false, (which would comprise all the groups above). If you can convince them of its inspiration, you can win them over to what it teaches. The lesson plans can be accessed to download here <http://apologeticspress.org/homestudycourses.aspx>. These lessons can also be purchased at this stores site.

Methods in interaction...

The process that has led to results has varied. One of the people in my evangelism group invited someone to church, they came...they had studies. I did the samesame result. I have also focused on getting Bible study signatures for future studies. The people I've worked with have had success with that as well. The Mormon's don't dance around. They go up to door's, greet people with smiles on their faces, talk to them with enthusiasm, then invite folks to study then and there.

I'd encourage you to know what you're going to say before you meet someone. And to have that firmly in mind. A script is something you write down, to get familiar with, for your future interactions with people. Below are to sample scripts I will be using. Scripts can always be updated, as one learns more and grows...

Read the scripts. Practice reading them out loud. See which one fits. Or make your own script.

Note: all scripts can be downloaded at my evangelism blog: section **Report 24 - April**
<https://www.churchofchriststreetcampusevangelism.com/church-of-christ-evangelism-blog-journal.html>.

Script A.

1. Knock on door. Greet person with friendliness and with a humble attitude. A "Meek as milk" attitude is not intimidating, nor does it create distrust. It is a much more approachable attitude, then arrogance, aloofness, etc.

2. I'll give my name and the context to being there. Example:

"Hi, my name is _____, I'm from the church right up the street. I'm here passing out invites for our church."

3. (Invite 1) I then hand a flyer. Saying..."We'd love to have you come and visit sometime."

4. Then main goal (2) invite: which in this case is going to be asking someone to study.

"Do you have a few moments to study the Bible with me? "

5. If the person says "yes," then excellent! If the person says, "I don't have time, " (maybe it's a female who is at home alone and is uncomfortable) have a Bible study sign-up sheet with you. Say something like, "That's fine. Would you be able to study another time?" "I can have a Sister from church come with me..." If the person says, "yes," give them the Bible study sign-up sheet. They can add their name, address and phone number (and if wished what days are best for them). If no, let them know you hope they can come by to worship sometime, be friendly, talk with them if they are interested. Sometimes they'll start talking about spiritual things...but even having them talk about their lives, etc. is a win. It builds rapport. It increases their positive view of you and thus in what you were saying. They are more likely to visit the congregation and other venues may open up, through that.

Notes:

- The steps in the methods, (1. 2.) are good formats for any type of invite. You then can give a invite tailored to your goals, invite to church, to sign up for a study, to a Gospel meeting, etc.
- Giving two invites increases the chances of a yes. Inviting to church and then to a study. I've invited someone to one thing for them to choose to do the other thing I invited them to do.
- The use of the phrase "a few moments," let's people know it's won't be a long time. When doing studies, you can begin the lesson and after 5 minutes ask if they want to keep going? The "few moments" makes the study more likely. And once they have invested in sitting down with you, they are more likely to continue with the study.
- Please understand: These scripted phrases are guiding posts. They are pointers to use to help you out. Once you have practiced the script and are familiar with it, then...use the spirit behind the script, by speaking it, in your own words. You'll find in interactions with others, that you'll be conveying the points behind the script. But not the wording, word for word or the formula in the exact order above. That's fine. The point is to be grounded in the right things to say, (by going over the script). How you go about saying them is up to you.

Script B.

1. Knock on door. Greet person enthusiastically and with warmth. "Hello myname is _____." Extend hand and ask for their name. "What's your name?"

2. Say "it's a pleasure meeting you." Complement (sincerely) something you see in their yard, or a doggy you see at the door, etc.

3. "I attend the _____ church up the street. Here is my card (or tract)." Hand card (or tract) to them.

4. "Do you have a few moments (gesture to the door) to talk about spiritual things with me and study the Bible together?"

5. While waiting for response...can talk about material to fill the silence till they say something.

Like ...This material is great, since...

A. "Some people are not 100 percent certain they are saved."

B. "And want to know more about what the Bible says for their lives ..."

Notes:

- Introducing yourself, by giving your name and by getting theirs builds rapport. Shaking hand, giving sincere complement, saying it's a pleasure meeting you, also builds rapport.
 - Mentioning the church, you're at and giving them a card, (or tract) lets them know your legit in what you're doing and claiming to be. Giving them material also indirectly promotes the church you're at. Which they may want to check out, down the road.
 - Letting them know it's going to be a few moments, makes the study less of a big deal to them, time wise, (the study can be longer than a few moments, after 5 minutes you can ask if they want to continue the study, they usually say yes).
 - These questions are optional. If there is silence, it is good to fill it. These statements may connect with them in matters that deal with their doubts and interests.
-

Script C.

1. Knock on door. Greet person enthusiastically and with warmth. "Hello my name is _____."
"I'm from the church up the street."

Extend hand and ask for their name. "What's your name?"

2. Simply say, in your most personal voice, as if your talking to your best friend, "would you like to study the Bible with me?"

3. Can add, "I got some material, we can talk about, I'd like to share together with you." Mention the good points of the material.

4. I know there is not a church invite in this script. But the simplicity of just inviting a person to study with you, can be more intimidate and personal.

5. If they don't have time to study, have a sign-up sheet with you and ask if they would like to get together with you, another time.

Notes:

- Experiment see what format works for you. For any form of introduction and invite. Including the ones above, I'd encourage you to practice speaking it in your bathroom mirror out loud, with personal warmth and enthusiasm. You don't have to use either of the above script methods I mentioned. But a script should be formed and well established in one's mind, before one goes out. Nerves can cause the words to fly out of a person's head or cause one to give the invite with doubt. If someone is invited to a Bible study, and you're making a face. That does not invoke feelings of "yes" he's seriously wanting to study with me.
 - When your reading out loud at a mirror, look at your warm, smiling enthusiastic face. When you do these things, your cementing these verbal and physical gestures down into your unconscious. Do this till your familiar with the script. Since it is your invite, you should know what you're going to say. Also, do this the day before the event, when you're going to be doing door knocking outreach. Know you don't have to be perfect when doing outreach. Mistakes will happen. I have made plenty through the years. But we do need to be prepared. I have dropped the ball so to speak in outreach in the past. But I have also brought others to the Lord. Mistakes are part of the process of doing this work. Know this...the more you do such (outreach) work, the more comfortable (and better) you will get.
-

Door knocking thoughts:

To do list and advice:

- Bible class: Door knocking prep work. Pick a day and time for the event.
- Search map locations online, I use “Google maps.” Find areas you wish to go to. Print out areas for the group to take. Highlight the places you want people to go.
- Let people know about the event and planned work: Get the word out. Talk to people, have the church make announcements, get commitments – have people to sign up for the event/email/text folks’ reminders.
- Be prepared ahead of time: Have handouts made, (either flyers/tracts/post card size/business card size).
- Have lessons ready to teach and people trained and ready to teach them: Have church members (who are interested and want to teach) go over a lesson plan with you. Either in church during a special Bible class or at one’s home. A teacher can teach the class, folks can see how the class is taught and get familiar with the content in the lesson book, by being in the class.
- Encourage the preacher, deacons and elders to come. Absent leadership can negatively affect church zeal and outreach work. A leadership that gets behind outreach work, will encourage and motivate others. Regardless of such support, however, **people must focus on getting such work done!**
- When the evangelism group gets together: Divide the group that comes into sub (smaller) groups of 2. If certain folks want to just invite people to church, put them in one category. For others who want to do Bible studies, put them in another category.
- When going to a door knocking event: Have a backpack or carry-on bag, with you, if you are bringing your Bible/lesson books, pens, sign up sheets, etc. You can of course, also just put some of the items in your Bible and carry the Bible by hand.
- I put tracts/cards in plastic bags to give to group members ahead of time. Many of them put the material in their back pockets.
- The leader can have the workers, meet up at church building afterwards to talk about the interactions, (whatever the group members had, whether discussions, interest shown, complements, asking for prayers, Bible questions, etc). Have members share how many people they interacted with, (socially contacted). Names and house locations. It’s good to record the number of folks reached and number of homes visited. And any positive interactions people had.
- Leaders: Encourage the people who came out. Get together with saints afterwards to chat and grab a bit to eat. Text or email group and commend their work.

Door knocking facts:

1. Mormons find doing a poll works, <https://latterdaysaintmag.com/article-1-13470>, yet the point of the poll is interaction. At the bottom of this site's link, you will see comments. Some about how Mormon folk use dialogue and questions to stir people to Biblical conversation and interest, when conversing outside their door. **What this article points out, is this: giving no personal introduction or social dialogue. Just a "here I am attitude" listen to me, is not effective.**
2. When door knocking: Talk to them to get interaction, ask them about things, secular and spiritual, (to build rapport and keep the conversation going). You can talk to them about their dog, their lawn, etc. Ask them questions about themselves. Let their answers be steppingstones to ask other questions.
3. Remember in the discussions you have with folks, to insert spiritual comments/reminders, (of church/Bible study, etc). This will get easier over time, when doing this work. Focus on creating a dialogue. Ask people questions, (both secular and spiritual) to keep things going. The more you do door knocking the better you will get at this.
4. When door knocking: Ask them spiritual questions, talk with them, communicate. Interact with them, ask them about how they were saved. Talk to them about scripture, their spiritual history, their spiritual interests, one does not have to be invited in a home, to get a Bible discussion going. Get them thinking. The discussions may react them then or down the road, through the seeds you plant in their minds.
5. When giving the invite, asking if they are saved: if someone replies, "they are saved," when you ask them about this, ask if you could come inside and hear about their "salvation experience." Then, (if they let you in) ask if you can share yours, once they are done, sharing their "salvation story." They will be more inclined to do so, if you took the time to hear there, "salvation story."
6. Don't just pass things out and be impersonal. Get a commitment from someone, by giving them your name, trying to get their name, trying to get a Bible study, or a social interaction, or a Bible study signature (for a future study), etc. Just handing people stuff and saying, "take this," is not a personal interaction, (a personal interaction requires social interplay between the parties). Personal interactions matter.
7. If someone at the door says they are a pastor, secretary at the church, a deacon of the Baptist assembly, etc. Jump on that. Say, something like, "you must love talking about spiritual things! Since you are such and such, (one of the above)." Then ask about having a Bible study.
8. Be in the right mindset: if you think negative thoughts, if you don't want to be invited inside, if you hate the work, etc. Guess what, you'll get the results of what you're doing. Think positive, be positive, friendly, social. This makes a difference.

9. Dress in nice casual clothes. Not church clothes. But clothes you would go on a date on. Be clean cut. Practice good hygiene. Don't wear dark shades.
10. Don't travel to a door or in groups (walking down the street) in large numbers. Stay in groups of two. You can interact briefly on the street to ask questions/get more materials, etc. But if folks see a dozen folks they don't know walking around together, it is a turn off.
11. Remember you don't have to be perfect, or a social expert. You don't even need to do the above techniques, (though they will help). Simply inviting people to church, after a personal interaction, (introducing yourself, giving your name, shaking their hand and asking their name), then giving them a warm invite, is what matters.
12. Do your best then give it to God. Always be willing to learn and grow. Don't go through the motions. But at the end of the day, it's in His hands. Do your best, then give it to Him in prayer. Try to enjoy the process and have fun. Don't be so focused on the results that you stress out. If you are willing to learn, adapt, work and put in the time. If you work long enough, reach enough people, (and are personal in greeting people/introducing self). Results will come.
13. Don't talk negatively (or in any context), about the people contacted, in front of their house or in their neighborhood. People you talked with, can hear you. Neighbors can hear you. This is counterproductive.
14. You can canvas the same area after 6 months, their tends to be different people answering the door, each visit to a community. The more time goes by the more things change, like having new people who have moved into a house, a college daughter gets the door instead of older brother, etc. Also, people do not always come to the door, when someone does, it tends to be a different house.
15. The Myth that says you must do door knocking on the weekend, is false. I've ran into the same numbers during the work week. Many moms, grandparents, couples, college folks, stay at home dads, adults who are unemployed or not working, etc. are at home.
16. On average (per hour) when I went door knocking, I met at least 6 people. This is the minimum average. It tends to be more. Sometimes a lot more. One hour I reached 20 folks, while door knocking by myself.
17. Get a team together. If you get 10 people, who work in subgroups of 2, (or 5 people in single subgroups of 1), if they reach on average 6 people an hour, they will reach (at the very least)30 people per event. Do that weekly for a month and that's 120 people reached. On average it's 1-200 people one needs to reach to get a result. Again, remember the law of averages. We must reach many people, to increase the likelihood of results. Again, it could be person number 10, who responds. But the ceiling for getting the result maybe higher.

18. Try to have conversations with people. Look for "qualifiers," in your discussions. If someone says they don't want a Bible study, but mention how bad their kids are struggling spiritually, offer Sunday school and detail how it can help. If someone is talking about not having a church, or if they mention they are lonely or bored, etc., mention your church and give reasons on the things they mention, to come visit. If the person is suffering from depression, etc. Offer Bible counseling, (you or your elder or preacher, can do). It may take time to get good at this, but with practice, you will.
19. Best places are poorer communities, (though all places work). People tend to sit outside or walk around, where you can strike up conversations. People that are poor, tend to have more struggles. Such folks in this context may be receptive.
20. Also, visit areas where the mentally ill live. Google "mentally ill apartments," or use other such search words, that can help you find hurting people. Like "ALF near me" or "Assisted living facilities."

GOV Apartments or homes where the physically disabled live, the addicts, the mentally or emotionally struggling live, is a good place to go. These people sit around all day, they don't work, they have very little to do, they are lonely and broken. A good rule of thumb is this: go where the broken people are. Going to Nursing Homes is another good example of reaching (hurting) people. Door knocking can be done at these places.

21. Immigrant locations, (African, Latino, South American, China, etc.) especially where people are brand new to the states, is also a positive place to work as well.
22. To successfully reach people, remember it's about consistency. Doing door knocking once a year or every blue moon, is not consistent. Results will come in equal amount to the numbers reached and the work put into the amount of evangelism events you do. 1 year, I did door knocking once a month, (for an hour) with my evangelism group, we got results, but the results came more slowly. Leaders: I'd encourage a church to divide the evangelism group up. For those who want to do this work once a month, set up a day/time each month to do this work. If some folks are really wanting to work more often, set up a weekly time/date for you to get together with this group.
23. Door knocking is best done in numbers, the larger the number the sooner the results. It needs to be personal. Introduce yourself, strike up a conversation, (if you can). Focus on being social and friendly. Door knocking is a process and takes time. But if you do the work and put in the time and are consistent, you will get the results. Even if it is just one Christian doing door knocking. If done consistently and regularly, results will come. A small group did door knocking once a month for a year. That was 12 events/12 hours. They got results.
24. Try to not make it about results only. This can discourage you and your work team. Make it about following God's command to fulfill the great commission, (that of sharing Jesus). Talk to

them about the good they're doing. The great conversations they had with people at the door, the Bible signatures they got, the people who wanted to be "prayed over," in the concerns they are facing, etc. Let the evangelism group know the good things they are doing. Remind them of the great spiritual growth you are seeing of them, (of such things you witness). *Also, remember if seeds are planted, even if you don't see the results, from certain interactions, it does not mean results have not happened.* Example: I had a person saved, who first heard about the COC and salvation from someone else, then when I went door knocking, he asked to know more...

25. Reward your evangelism group, get together with them afterwards for a bit of food and conversation, at a nearby restaurant, etc. Let them know you appreciate them. Support them in verbal encouragement and being their friend.

Final thoughts: Door knocking - Targeting

Best places to work are in the area's where people are poor or hurting. Target these areas. Search (on Google, etc) for the key words below to find such area's in your local vicinity. Poor people tend to be less guarded, defensive, and more open and willing to hear the message. They don't have for their abodes, "this is my castle," mentality. They are less territorial in matters of people visiting. They also tend to be more warm and friendly. Door knocking, street evangelism, campus evangelism, cold approach, etc, has a more receptive response in poorer environmental locations. I am not saying don't do evangelism in the middle-class area's or upper-class areas. I just want you to be mindful of these truths. Know you can get results anywhere and with any financial class. But this demographic is more receptive.

BEST AREA'S -

- Housing area's - the Projects
- Government housing
- Homeless Shelters
- Recovering Drug addict apt or housing
- Nursing Homes (especially in poor areas)
- ALF (Assisted Living Facility) - government run or charity run. Best in poor areas.
- Mental illness apartments or housing - government run or charity run.
- Disabled or veteran apt or housing
- Mobile housing/trailer parks. Best in poor areas, which is not in vacation trailer park communities.
- Getto's
- Run down hotels (where the poor live)
- Battered women shelters
- Runaway teen shelters
- Welfare housing
- Social Security/SSI disability housing/apartments
- Homeless teen shelters
- Basically, any place you can think of, where people are hurting or financially poor.

A good idea in door knocking:

If you read the EV blog, you will learn more about the evangelism work I am doing. You will read about the door knocking work at Northside apt. I encourage you to read this blog. It will detail any important themes on outreach.

<https://www.churchofchriststreetcampusevangelism.com/church-of-christ-evangelism-blog-journal.html>

May God bless your work! Keep on keeping on.

Putting in the work will lead to the results.

Joseph Sullivan

For more door knocking info and other evangelism resources:

- www.churchofchriststreetcampusevangelism.com/church-of-christ-evangelism-blog-journal.html
- www.churchofchristevangelism.com/methods.html