

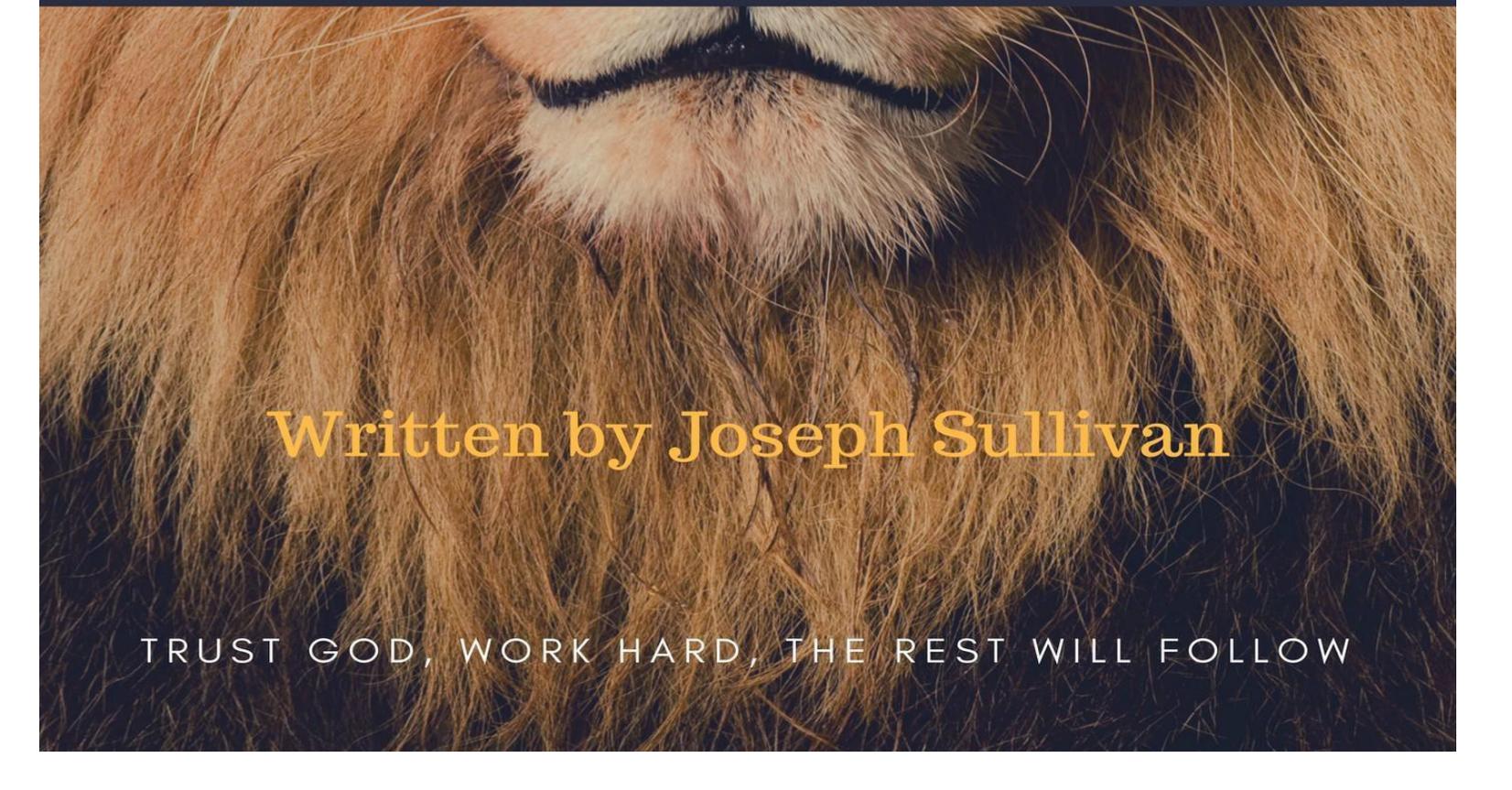


**STREET AND CAMPUS
EVANGELISM 101**

THE RIGHTEOUS ARE AS BOLD

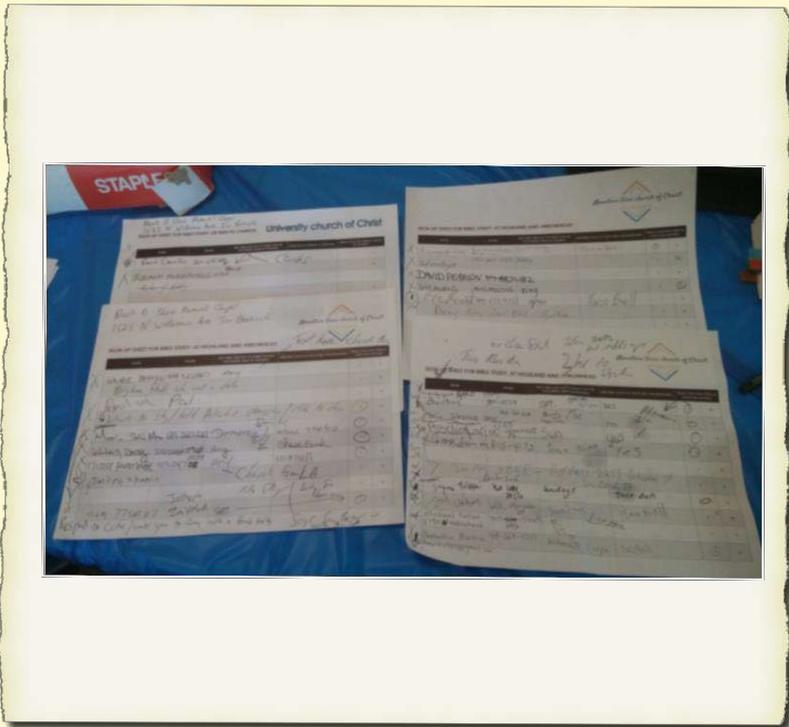
AS A LION

Proverbs 28:1



Written by Joseph Sullivan

TRUST GOD, WORK HARD, THE REST WILL FOLLOW



Boldness comes to those who choose to begin...

The more you do this work the easier it gets.

The above picture is of Bible study signatures I got in a few weeks of doing college and street evangelism...

The book will cover 3 main themes

1. Street and Campus evangelism prep...
2. The methods and work in doing the event of outreach...
3. The follow up with those contacts that are reached...



Preparations for setting up an evangelism tent booth...

1. I went to Walmart and got an easy set up 8X8 canopy tent, 2-3-fold up chairs and a fold up plastic portable table. I put these in the back trunk of my Toyota Camry when I go to a evangelism event. When I travel to a place for outreach and it is away from the parking lot, I also bring a "fold up wagon" to carry the supplies. I can put everything in it. I got this at Walmart too. But you can Google this product as well, to find other stores.

2. I get a table cloth, signs, and banner, to give the booth, the right look and to give a professional feel to it. This helps build trust.

3. For the same reason, I also get Bibles and religious DVD's to place on the table, with a sign promoting them as free. Giving this away is not the best method. But they can be used as bait to get their attention. And these items, can still be used for this reason.



Approach

Smile

Wave

Greet

Methods...

1. For the beginner, holding a Bible up and asking, "would you like a free Bible?" can be good attention getters. The response does not matter, the fact that they talk back to you does. From there, you can focus on asking them for a Bible study.

2. The goal is to get Bible study signatures. This is more effective than having Bible discussions at the event or in passing out material. Though such actions can build a connection with the contacts and should still be done, if the interest is there.

3. The invite for college, "would you like to sign up for our on-campus Bible studies?"
On the street, "would you like to sign up for our church Bible study?"

4. When I worked doing college or street evangelism, I made a sign-up sheet that had the Bible study place listed. Example: if the street evangelism site is near Taco Bell, I will list that as the Bible study site. Example: if the college evangelism site is near the library or food court, I will list that as the Bible study site.

I'd also write below the contacts info, they give on the sign-up sheet, a description of the contact, to help me remember that person.

Idea's for this work

1. Add to the sign-up sheet, a check box for people to mark off, "free rides to church." This can help people who don't have transportation, get to worship and through this, build spiritual bonds with church members and the congregation as a whole, as well as hear the truth. I either pick them up or if I think they are safe, have a church member pick them up. Or I have Uber pick them up.

2. When talking about the Bible study with female contacts, let them know it will be in a group setting. Let them know a female will be present. When I study with a woman I try to always bring a female. This helps ladies feel more comfortable. You can do this with guys as well. But they tend to be more comfortable with one on one studies.

3. Text those who signed up, by name, the same day. The more time that passes the less likely they will follow through. I text a warm, personal message, letting that person know who I am, why I am contacting them. I make it a point to thank them for signing up. And I add them to my phone directory, with EV before the name, so I will know it is a contact who is calling/texting, if they call/text back.

4. On the sign-up sheet, I have a section where contacts can sign up for the preferred day(s) and time(s) for a study. The more they commit on paper, in signing date, time, as well as their name and number, the more invested they will be. When I text them, I mention the day and time they committed to. Ask if this is still a good time. Sometimes contacts don't respond that week, or even the following, week. But much later. I have found when I get 20-30 signatures, I tend to get 1 text back for Bible study on average.

5. When I'm at the event, I try to be personal. The longer the interaction the better. Though this is not a must. It helps. Being humble, "meek as milk" in approaching people, texting people, studying with people, makes a difference. If I talk with a contact about something, their mom dying for example, pray with them about a struggle they are having with their job, etc. I mention what we talked about in the text. If something happens while with them at the evangelism site, that we both find interesting, I will mention that as well. Note: if someone wants you to pray for them, this helps build a bond. Rapport is important in outreach.

More ideas with this work

1. I always text someone who signs up for a Bible study or wants a ride to church. Calling a contact puts them on the spot, makes them uncomfortable, and is not as effective.

2. When I text them about time and location, I mention I'll be wearing a red shirt, or something they can notice me in. I get to the study place earlier. If the place is known to be big or crowded, I text for us to meet up outside. I say "we" when talking with them, in connection to a Bible study, so they know it won't just be me. Also, the day of, if it was a while since I texted the contact, I text a reminder, like "Hey, (name) we'll see you soon, we are looking forward to talking with you again."

3. When meeting the person, if I'm not sure if a new comer is the contact, I ask. It does not hurt. Sitting there and waiting for someone to approach you does not always work. People tend to be passive. So, if someone comes in, I try to check.

4. Same thing when doing street or campus evangelism at a booth. Don't be passive, approach someone, wave, smile, talk to them, invite them to a study. It may be hard at first, but the more you do this the easier it gets.

5. When I meet someone for a study, I bring a salvation, study aide. I tell them when we sit down, that we'll begin at the basic's first. I do the study in one setting. The more time passes in doing studies, before teaching all of salvation, the more time the pastors, parents, etc, will work on them to undermine the studies. Grounding them in salvation, in one setting is best. Then in the church/Bible authority in the next (one) setting.

My (one setting) teaching tools are download-able and free, if you want to check this site out. Visit www.churchofchriststreetcampusevangelism.com/church-of-christ-evangelism---free-material-store-page.html. You will also learn key teaching techniques at this page. This link has my evangelism blog, that is worth checking out.



Getting College permission for setting up a booth

Steps...

1. First you scout out the college ...
2. Then you find the student welcome center...
3. Ask where you need to go to get permission to pass out free content at the free

speech area? Important to use the word "free." Otherwise you will be classified as a money-making business and be required to either get a permit or spend money. College festivals, where companies set up booths, college groups set up booths, are good for that venue. Even groups/companies, can get permission to set up on a specific day for their specific booth activities. Since not all colleges/US states have free speech zones, if they don't have such in your area, you can ask if they have festivals or fairs for companies to share "free" material. Ask about "being a vendor." If a college does not have a free speech area, (though most will), then you can pursue that avenue. Note: in the off chance they have neither, (though they should have one or the other,) then simplify. Grab a clipboard, backpack with Bibles, pen and sign-up sheet, and just walk around campus and invite people to sign up for a Bible study. Does not have to be complicated. Many college groups are promoting causes, so this by itself should not stand out. For more details on all of these formats see my blog at www.churchofchriststreetcampusevangelism.com/church-of-christ-evangelism-blog-journal.html.

4. Once you find the place at college to get permission, (for vendor or free speech) they will probably give you a sign-up sheet, for you to fill out, (though some don't require anything else. For the sign-up sheet, I personally give it back to them in person a few days before the planned evangelism event, to make sure everything is in order and ready. The sign-up sheet usually asks for your name, your group, when you want to do the event, what the event is about. Also, the sheet may ask where you want to do the event. It will probably have that question next to a map, on the sign-up sheet. You don't have to sign the sheet then and there. So you can look over the area's on the map and decide then. Note: I personally go outside of the booth and approach people or put the booth very close to the student walk way. Some places are so busy/near foot traffic, you can stand in the booth and interact with people. Some places require leaving the booth. Don't do this in front of college staff. But I've never got in trouble for leaving the booth. As long as I stay nearby and if I see faculty "watch dog" patrol staff, I stay in the booth.



Street evangelism includes, street venues near social events, city/town parks, beach board walks, fairs, flea markets.

Street evangelism is any location where a booth can be set up or where you walk or stand in an area for outreach.

For most locations...

Like beach board walks, town parks, street areas near social events, like rock concerts, circuses, sport events, etc, near an atrium, or Colosseum, you can just stand in a high foot traffic location or move about to approach people, inviting them to a Bible study. Think outside of the box for locations.

Colleges, flea markets, fairs, festivals, vendor event dynamics are good for booths. Like with colleges, for flea market, fair ground, or other vendor areas, you go to the sales department. Go Online to find their info or visit the location when it is open and ask around.

The pro's of not having a booth is your flexible. You are not fixed in one place, you don't have to get permission to set up a booth by the gov or secular bodies. You can do this method just about anywhere. When asked to move, you can move to another location. It tends to be cheaper or even free.

The pro's with doing a booth in a location you have gotten permission for are two-fold, you tend to give your group more credibility, in having a booth, which helps with trust. A booth with a banner and table, chairs, signs, etc, is more legitimate in people's eyes, then a person with a clipboard/sign-up sheet. BUT both WORK. People can trust both formats. But one format leads to more credibility.

Though it helps to appear official when doing outreach, it does not need to be the top focus. Think of door knocking for example. It does not have a high credibility threshold, when we see someone come to the door, does it? Yet this is the main method the Mormons use to grow their religious group, successfully. And they are one of the fastest growing groups in the US. JW's too, use this as their evangelism bread and butter.

(Read my blog link, I already shared in this book, to learn more about door knocking and my other site at... www.churchofchristevangelism.com/methods.html).

Street and Campus evangelism gets easier with time, especially with a supportive church or with helpful Christian friends. The first time figuring how to set everything up is tough, the first event is intimidating. But once you do event after event, you will get more used to this productive work. For me in my experience of doing an evangelism booth event for 3-5 hrs. I tend to get 10 signatures. When I get 20-30 signatures, after a couple of events, I tend to get a text response back from texting a contact for a Bible study. I've gotten a lot of Bible studies doing this method. Noted evangelists in the kingdom, like Royce Bell, Ricky Shanks, have had success in getting signatures and interest doing this. I've learned from them. And now am sharing what I know with you.

Pray God blesses you in this work.

In His Love,
Joseph Sullivan

Note from the Author: Joseph Sullivan



Some of my Bible study sign-up sheets

