**Follow Up Cheat Sheet**

**Making the Call**

* Be bold, assume they want to meet with us in how we talk to them
* Missed call, then send text (don’t leave a voicemail)
* Sample: "Hey is this John? Alright cool well this is Erik with Cru. I'm calling because you filled out one of our survey cards at the Chick-fil-A table. Do you remember doing that? Cool well on that card you said that you wanted more info about a Bible study. Are you around right now - I'm in the lobby and would love to grab 15 minutes with you."
* If no (insert lame excuse- "nah, I have a class in 40 minutes. I have to take a nap...") - "OK- I will be on campus tomorrow afternoon and Wednesday. Which one works better for you? Sounds good I will see you then."

**How to do Follow Up**

**Our Goal:**

* Train leaders to do future follow-up (multiplication)
  + Staff do what we are good at - initiate and boldly share the gospel. So our first priority (more important than getting to the freshmen) is actually modeling to our student leaders how to do a follow up (AND how to set up an appointment by boldly making phone calls) so they can then do follow ups on their own and train other students.
  + We then pass off key contacts to students who are good pursuers. As we pair up with student leaders to follow up, the student leaders take the relational baton and are the ones relationally pursuing after the first follow up.
* Share the Gospel with everyone we meet with (Either they don’t know Jesus or they’re a legit Christian and they want to know about Cru and here is the essence of what we are about)
* Relationally connect students to the movement and ultimate goal= get them in a Bible study
  + Getting them in a Bible study usually happens after several more relational touchpoint

**General Tips**

* Go in pairs - always take a student with you
  + It’s worth a little bit of lost time spent modeling how to do it in order to raise up confident student leaders who will then go do follow ups on their own
* After modeling it with a student leader, challenge them to take another student tomorrow to do follow up
* Smile, remember their name
* Be confident- it’s only as awkward as you make it (you're setting the norm for their college experience. Everyone in college talks about God!)
* Have the student leader set up a second "appointment" - basketball tomorrow, "I'll pick you up for Cru on Tuesday", "we're going caving this weekend - want to go?"

**When you Get Face to Face**

* What you say first:
  + Refresh their memory about who you are and why you are there
* Small Talk
  + What city do you live in?
  + Where are you from?
  + How do you feel about being here?
  + How do you like living in the dorm?
  + What are you most excited about for college?
  + Look for items in their room to identify with (you like OneDirection?? Me too!
* Spiritual Background
  + What’s your story?
  + What’s your spiritual background?
* Connect to the card
  + I see you’re interested in a Bible Study. Tell me what you are looking for/why you checked that?
  + It says here you are interested in growing spiritually while in college. What does that look like? How do you think you can do that?

● I told you I’d tell you all about Cru… (2-3-2)

➔ **2** Who we are

A resource for

* + Christians looking to grow in their faith
  + People looking to explore spiritual matters

➔**3** What we do

* + Community Groups (More than a Bible study: actual community)
  + CRU – our weekly meeting (Let them know that this happens in Fayetteville every Tuesday at 8:30. If they live far away from Fayetteville, let them know there’s no pressure to attend if it’s too difficult.)
  + Fall Retreat (Oct 5-7) and Winter Conference (Jan 1-5)

➔**2** Share your faith- even if you think they might be a Christian

* + There are a couple of questions I usually ask people to discover where they are coming from spiritually:

1. If you were to die tonight, how sure are you that you would go to Heaven (1-10)?

2. If you were standing at the gates and God asked, “Why should I let you into heaven,” what would you say?

* + If their answer is anything other than, “I’m going to Heaven because I have a relationship with Jesus who is the Lord and Savior of my life” or something to that effect, you know that they probably aren’t a Christian.
  + Share the Knowing God Personally booklet with them no matter what they say.
  + A couple examples of how to transition into the KGP
    - “What we’re all about in Cru is the gospel message”
    - “One thing we love to do with every student is go through an overview of the Bible and the gospel”
    - "The best, concise summary I've seen of the central message of the Bible is this”
    - If they are a Christian, it will be good for them to see someone sharing their faith. -If they aren’t, make sure you take time to explain steps 2 and 3 and how there’s nothing we can do to earn our way to God.
  + Possibly (for confident Christians) after you finish sharing: “If someone asked you how to become a Christian, what would you say to them?”

Once you finish your appointment, thank them for their time.

Try to set up a follow-up appointment, and remind them about Bible study.