

# FOLLOW UP

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Communal Evangelism Toolkit



# FOLLOW UP | COMMUNAL EVANGELISM

## What is follow up?

Follow up is walking with people in our community through keeping in touch and checking in with people that we meet.

## Remember and Discuss

Share in pairs: Think of one of the first times someone in InterVarsity was intentional with you in follow up or you followed up with someone.

- Who was it?
- What was that like?
- How was the community involved, if at all?

*Discuss as a group: What are you learning about follow up?*



## Why is it important to follow up?

- Follow up creates a culture of intentionality and belonging in our community.
  - It embodies God's intentional pursuit of us.
- Follow up deepens our connections with people.
- Follow up communicates to people that they are valued.
  - There are many people who appreciate being invited and remembered even if they are still figuring out their faith.
- Follow up helps us take risks and teaches us how to partner with the Holy Spirit.

## What are components of good follow up?

- Persistent but not pushy (balance)
- Intentional
- Communicates a desire to get to know people in an authentic way
- Coordinated, inclusive
- 48-hour rule: consistent and timely

## How to follow up

1. Make contact and affirm.
  - "It was nice to see you tonight..."
2. Ask questions about their experience.
  - "How was that for you?"
  - "Who else did you meet?"
3. Listen and have a conversation.
4. Invite them to the next event or hangout.
  - "Some of us are doing \_\_\_\_\_ tomorrow. Wanna join us?"

## Sample follow up questions

- How was that for you? What did you think of \_\_\_\_?
- What did you get (takeaway) out of the event?
- Have you ever done/been to anything like that before?
- Was there anything uncomfortable or weird about it for you?
- Who did you meet? Did you recognize anyone there?
- Hey, I'm curious - what compelled you to come out tonight?
- Would you want to come again?
- What did you connect with?

## Modes of follow up

- Text
- Social media
- In-person
  - Planned
  - Spontaneous
  - Informal hangouts

### Practice

In pairs, practice follow up, whether over text, social media, or in-person conversation. Try a mode of follow up that you feel most comfortable with. Or if you want a challenge, practice the mode of follow up you are least comfortable with.

## What stops us from doing follow up?

Here are some common reasons we don't follow up. Which one do you identify with most? What else would you add to the list? How can you address this so that you can follow through with follow up this week?

1. Diffusion of responsibility: someone else will do it.
2. Discouragement: what is the point?
3. Fear: what if they say no or don't respond?
4. Forget, too busy, not a priority: I'll do it later.
5. Inability: I don't know what to do.
6. Saving face: I don't want either of us to feel uncomfortable or put on the spot.
7. Skepticism: Will it make a difference?

*Discuss as a group. Then pray and ask God for what you need individually and communally to do follow up.*

## Next steps

**Communal:** Together make sure every person on your contact list has someone assigned to follow up with them. Check in with each other during the week to see how follow up is going.

**Individual:** Make a plan for how you will follow up this week with your assigned people.