

The Follow-Up Course

NOTES

> Lessons from the Business World

If we want people to follow _____, we have to follow _____.

Follow-up is about thinking through what _____ after somebody _____ something.

> The Connection Framework

As you create a follow-up process, you answer: "To what _____?"

Follow-up is about helping people take the _____.

> Following Up With Guests

The key decision is what you want guests to _____.

Don't be afraid to _____ communication.

> Following Up With Givers

You should _____ your donors and not talk to them all the same way.

Your process should be designed around saying _____.

> Following Up With New Believers

"People need a _____, not a _____." –Bobby Williams

Put something in their _____.



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ACTION STEPS

What does **success** look like after someone has taken a step to visit, give, or follow Jesus at your church?



What were your **key takeaways** from this course?



Who do you need to **talk to** as a result of what you learned?

