

Facing the Facts of First-Time Visitors

Ask yourself these questions and do not just guess on the answers but really dig to find the accurate truth of the answers. This is the first step in taking your next step.

1. How many first-time visitors attended service and filled out a visitor card within the last year?
2. Out of the first-time visitors, how many first-time visitors came back a second time?
3. How many came back a third time?
4. How many of those visitors continued to come, attended membership class and has become a member?
5. How many have attended membership class became a member and has not been back since the membership class?
6. How many have become a member came for a little while after class and you haven't seen them in more than 1 month's time?
7. How many have not become a member but still attend church?
8. How many have made a first time public decision to either accept Christ or make any other commitment to Christ?
9. How many who made a public decision to either accept Christ or made any other commitment to Christ are still coming to church?
10. How many total members do you have right now?
11. How many total members do you want to have within one year from now?
12. What are you actively doing to retain your first-time visitor who comes in tomorrow?
13. What are you doing to retain the visitor who came a few times and is no longer coming?
14. What are you doing to retain and find the visitor who became a member and is no longer coming?
15. What does this scripture say to you?

Luke 15:4-5 (New King James Version)

4 "What man of you, having a hundred sheep, if he loses one of them, does not leave the ninety-nine in the wilderness, and go after the one which is lost until he finds it? 5 And when he has found it, he lays it on his shoulders, rejoicing."