



Planned Follow Up Visiting

Thank you for being willing to visit member of our congregation as part of the Giving in Grace initiative at our church. Your role is tremendously important; you will also find it to be a very enjoyable experience. The people that you are visiting have asked for the information you are bringing to them so this is not a cold visit or a hard sell. You may not be able to answer every question but it is OK to say that you will get back to people - providing you do that! Anyway, the most important thing is not answers but you, your openness, your commitment to our church, to the ministry and mission of God's people in this parish.

The purpose of your visit

- To deliver the information they have requested - Gift Aid etc.
- To attempt to answer any questions they may have
- To find out the answers you don't know
- To build up a relationship with the person visited
- To encourage them that their response is one of many

To encourage you as a Visitor

- This is the Lord's work and your pastoral gifts are important and valued in this service
- You will be supported by prayer and you should ask another member of the congregation to pray for you and those you visit.
- The person you visit has responded freely and gladly to Giving in Grace and is requesting more information.
- You are visiting members of your church family and they are expecting someone to call to talk things through.
- You will be asked to visit no more than Xxx.
- You may like to visit in a pair with a friend.

Before you call

- Pray, for those you are visiting, and for God's help and guidance for you.
- Act on your own response first. You can only ask others to do what you have done yourself. You cannot speak with conviction about someone else increasing their giving if you have not already done so yourself.
- Familiarise yourself with the form. Know how to fill in a Gift Aid or Standing Order form for example.
- Make sure you know the name and the context of the person you are visiting - for example, are they on the electoral roll or a member of the Sunday evening congregation.
- Plan enough time for the visit – don't try to rush it or make too many appointments for the one evening.
- Telephone where possible to arrange a visit at a convenient time.

INTERACTION Planned Follow Up Visiting 2

At the front door

- Introduce yourself, thank them for their response and say you have the information they have requested and ask if they have a few minutes
- Accept an invitation in – assuming that you feel sufficiently safe in doing this
- Accept a drink if you wish to. The visit is as much about building relationships as about giving.
- Pass over the form (Gift Aid declaration etc.) and the explanatory leaflet.
- Invite them to read the leaflet and ask any questions they may have.
- Give people space to read; don't try to fill any silence with conversation
- Ask if they want to complete the form now or whether they want to think about it. If necessary give an SAE so they can post it back or offer to call back if they are not sure about anything..
- Be prepared to talk about how you arrived at your own commitment - if asked to do so
- Be prepared to call back if they need time to prepare their response
- Listen to the things they are saying. There may be another agenda apart from money
- Pass on any pastoral problems to the Vicar with the person's permission
- Respect confidentiality

Don't do this!

- Visit during soaps, rugby league or football (especially Everton) on the TV
- Try to carry out the visit at the back of Church
- Get involved in arguments or feel you have to defend the church
- NEVER accept monetary donations
- NEVER give advice about what you think they ought to do
- Pretend to know the answers to questions when you don't - say you'll find out and get back to them - and do

