

G.K. Clifton

A STUDY GUIDE FOR USE WITH

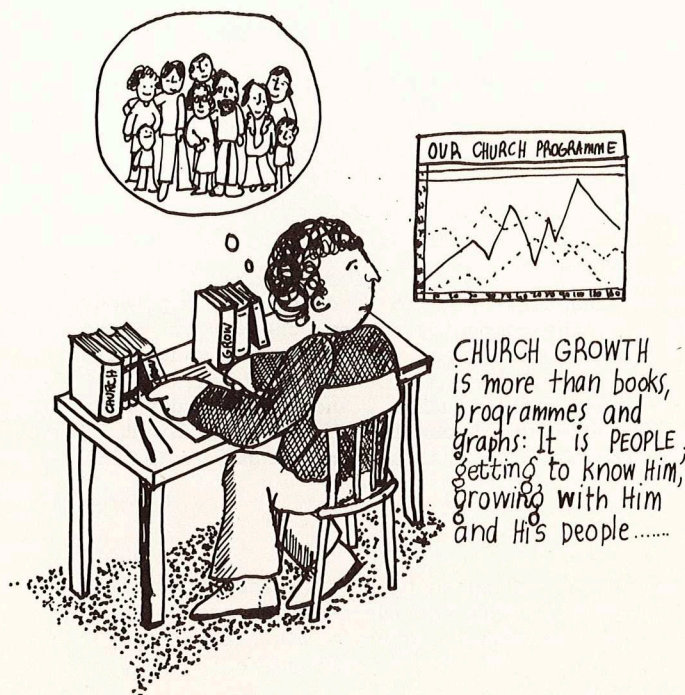
CHURCH GROWTH PRINCIPLES



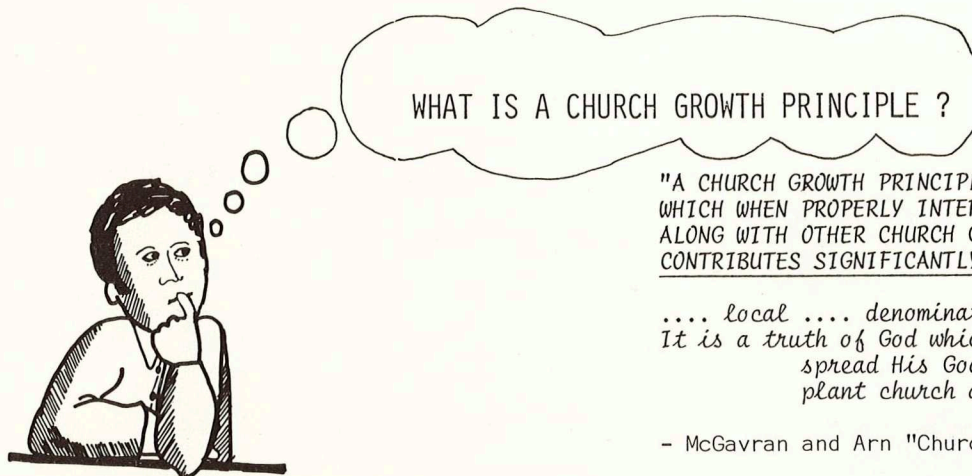
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A STUDY GUIDE FOR USE WITH
"CHURCH GROWTH PRINCIPLES" BY MCGAVRAN AND ARN

- FOR USE BY:
- * CHURCH GROWTH STUDY GROUPS
 - * INDIVIDUAL STUDIES ON CHURCH GROWTH
 - * MINI-CHURCH GROWTH SEMINAR AT LOCAL CONGREGATION LEVEL
 - * WEEKEND CAMPS TO REVIEW THE PROGRAM OF THE LOCAL CHURCH



Study guide prepared by: Barry Jenkins
Illustrated: Bill Rogers.



WHAT IS A CHURCH GROWTH PRINCIPLE ?

"A CHURCH GROWTH PRINCIPLE IS A UNIVERSAL TRUTH WHICH WHEN PROPERLY INTERPRETED AND APPLIED, ALONG WITH OTHER CHURCH GROWTH PRINCIPLES, CONTRIBUTES SIGNIFICANTLY TO THE GROWTH OF THE CHURCH,

.... local denominational universal
*It is a truth of God which leads His Church to
spread His Good News and
plant church after church."*

- McGavran and Arn "Church Growth Principles" p.23

HOW TO USE THIS GUIDE

- * As ten studies in a series
- * A Church Growth Study Day
9am - 12 noon - Choose two chapters from 1-5 as electives, but report back on each chapter. After lunch - the community survey, chapter 6. Three separate groups work on studies 7,8,9 from 4.00-5.30pm. After tea set your goals (chapter 10).
- * A church growth weekend. Friday night - studies 1 and 2. Saturday morning - electives 3,4,5 (choose two). After lunch chapter 6. Saturday night - 7,8. Sunday 9 and 10 - to be incorporated into the day's meetings.

This study has been prepared by B J Jenkins, B.A. L.Th. Dip.R.E., to provide material for churches and individuals as they study "Church Growth Principles" by D A McGavran and W Arn (Vital Publications, Classic Press, Melbourne, 1976).



START HERE:

This study guide is divided into ten sections, conveniently divided to cover each chapter of the study text "Church Growth Principles". (The chapter must be read by participants before the session.) Not all studies are of equal length. Not all have equal relevance to every group who will study the book. Each study, however, seeks to apply the principles to the local congregations as practically as possible.



SUGGESTED PROCEDURE FOR EACH SESSION

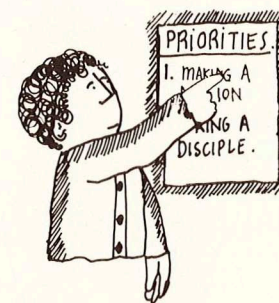
1. *Begin by reminding the group of the basic concept ...*
ANY CHURCH CAN GROW ... IF IT WANTS TO ... IF IT IS WILLING TO PAY THE PRICE ... IF IT APPLIES CHURCH GROWTH PRINCIPLES ...
2. *Share encouragements (and difficulties) experienced by your group in their church growth experience since you last met. (10 minutes)*
3. *Pray together for one another and for your church. Begin praying specifically for church growth and praise God for what He is doing in His church.*
Use short conversational prayer sentences, with several opportunities for each to pray. Conclude (or intersperse) your prayer time with prayer songs, e.g. Kumbayah, Standing in the Need of Prayer, We are One in the Spirit, The Spirit of the Lord is Now Upon Me, We are Heirs of the Father, A New Commandment, etc.
4. *Use the study guide.*
5. *Conclude in prayer, again applying the principles and setting faith goals for the week ahead.*

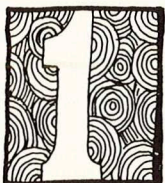
LET'S BEGIN BY CHECKING OUR PRIORITIES:

Each group member should write down the differences between

- (i) MAKING A DECISION
- (ii) MAKING A DISCIPLE

Compare your answers. Refer to the discussion on p.18 & 19 of the text.





ASSESS THE PRIORITIES OF YOUR CHURCH : INDICATE THE PRIORITIES "HIGH" OR "LOW"

	AREA OF MINISTRY	HOW YOUR CHURCH NOW STANDS	HOW YOUR CHURCH SHOULD RATE
1.	Home Bible Studies for members		
2.	Strong Biblical preaching		
3.	Door to door outreach visitation		
4.	Regular church working bee		
5.	Praying specifically for church growth		
6.	Body-ministry services (high level of participation)		
7.	Church anniversary program		
8.	Regular literature distribution in community		
9.	Church property well maintained		
10.	Welcoming visitors and offering hospitality		

N.B. When you compare your answers, you will see quite a range, especially if you limit yourself to, say only "three" high priorities in Column 2!! If, however, you look at the list through "Church Growth eyes", your choice will be restricted Limit this discussion to ten minutes.



BIBLE STUDY

ACTS 2:43-47

What were the priorities of the early church?

How can we bring these priorities about in our own lives?

How can we teach this to the church?

Read the second and third paragraphs of McGavran's comments on p.15 of the text.

CONCLUSION

Pray for wisdom in sorting out the right priorities.

Bring a New Testament and your textbook to the next study (A concordance may also be helpful).

RESPECTING BIBLICAL PRINCIPLES

Begin with prayer and welcome by leader.
Share how you are discovering new priorities in your life.
Pray for one another.



Quick review of Chapter 2. Fill in the missing words.

"Respecting Biblical principles means"

1. Accepting the Bible as our final _____
2. Seeing people outside of _____ as lost.
3. Affirming that God's love and concern is for _____ the people.
4. Believing that Christ is the _____ way.
5. Obedience to the _____ of the Holy Spirit.
6. Praying intelligently and specifically for the _____ of the church.
7. Seeing the Church as the _____ of Christ.

1. _____ Using your Bible,
2. _____ fill in Scripture
3. _____ references which
4. _____ form the basis for
5. _____ these principles.
6. _____ Individually, then
7. _____ as a group, using
- _____ Concordances only
- _____ when essential.

Romans 5:8
Matt 18:10-14

After you have found your own Bible material, look up the references below and equate each group with one of the principles.

1 Cor 2:13
Acts 15:28

2 Tim 3:14-17
John 20:30,31

Ephes 4:15,16
1 Cor 3:6,8,9

John 14:12-14
John 15:16

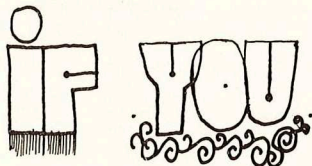
Luke 19:10
Romans 3:23

John 14:6
Acts 4:12



DISCUSS: WHICH BIBLICAL PRINCIPLE IS MOST NEGLECTED BY AUSTRALIAN CHURCHES?? (5 mins only)

Conclusion: BEFORE YOU PRAY, spend two or three minutes answering the following question - not aloud, but in meditation before God.



*If you really believe that people outside of Christ are lost
what changes should take place immediately*

- (a) *in your own lifestyle?*
- (b) *in your church program?*

GOD'S UNSWERVING PURPOSE IS THAT HIS LOST CHILDREN BE FOUND.

After sharing and praying together, look at the Great Commission again.



*"Go therefore and make disciples of all nations,
baptising them in the name of the Father and the
Son and of the Holy Spirit, teaching them to
observe all I have commanded you"*



- Jesus, as recorded by Matthew (28:19,20)

Circle the key words.

Re-write the Great Commission in words which would speak clearly to your church.

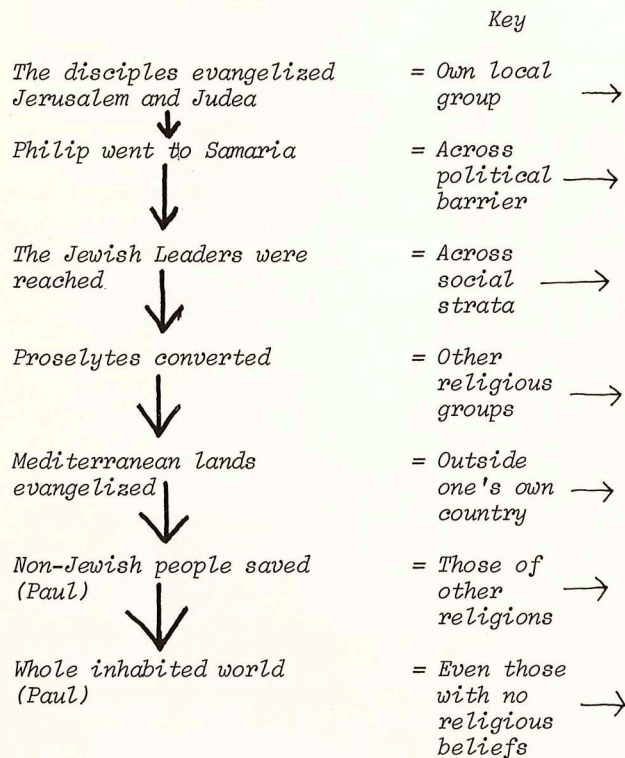
Share your responses. Have someone write up the best response on a large card and place it in your church entrance.

HERE IS HOW THE EARLY CHURCH
RESPONDED TO THE COMMAND OF
JESUS

USING THE KEY ALONGSIDE EACH MOVEMENT OF
THE EARLY CHURCH, DESCRIBE THE RESPONSE
YOUR OWN CHURCH WILL MAKE IN EACH AREA



WHO WILL GO?



FIND EXAMPLES OF THE ABOVE AS YOU RE-READ "ACTS"
WITH "CHURCH GROWTH EYES".

CONCLUDE BY PRAYING FOR THOSE YOU HAVE
LISTED IN THE COLUMN ABOVE.

4

GIVING PRIORITY TO EVANGELISM

Begin with prayer, then review your response to the Great Commission at the local area....
is your response effective enough? where are the weaknesses? where are the gaps?

DISCUSS

Which section of your community is most neglected?

Recall the Bear Creek Presbyterian Church. What are the motives for church growth?

TYPES OF OUTREACH

- | | | |
|----------|---|--|
| E - Zero | = | Renewing nominal or lapsed Christians |
| E - 1 | = | Reaching non-Christians in your own culture |
| E - 2 | = | Crossing cultural barriers in evangelistic outreach. |

Find examples of each type of evangelism. Which is easier? Which has quickest results?

PROCLAMATION AND PERSUASION. There is a strong body of Christian opinion which stresses that we need to earn the right to witness to people. Some even go as far as saying that a silent witness, or "Christian presence" is all that is needed. Both presence and proclamation are necessary.

Discuss pages 55 and 56 of the text - read them aloud to the group and ask for comments.

Also refer to page 47f. N.B. "Well fed sheep cannot be stolen."

ROLE PLAY. Ask one group member to act as a visitor for evangelism and another an Italian born householder.
The visitor discovers the householder is a nominal Christian
Discuss the role play.

LIST EXCUSES we make for not talking to people about faith in Jesus and His Church.

1. _____
2. _____
3. _____
4. _____

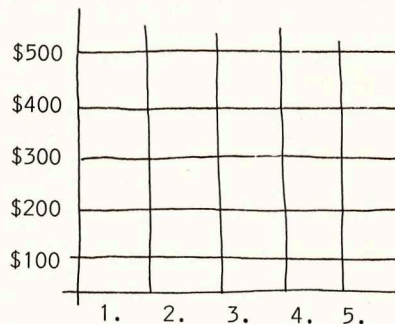


IS YOUR CHURCH STRUCTURED FOR GROWTH?

- (A) FINANCIALLY? Find out, over the last year how much your church spent on:
(exclude all payments to ministers)

1. Repayment of loans and building debt
2. Maintenance costs and insurance
3. Evangelistic outreach to local area
4. Teaching materials for its own church families
5. Missionary work (E2)

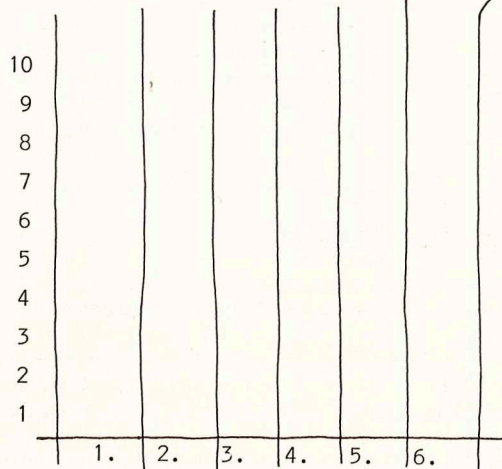
MAKE A GRAPH OF YOUR FINDINGS



- (B) IN MANHOURS? Assess your own hours spent, over the last month, in each of the following:

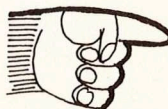
1. Worship Services
2. Teaching and Bible Studies with other Christians
3. Pastoral visitation of other Christians
4. Visitation evangelism of non-Christians
5. In church committee meetings
- * 6. Watching TV (be honest)

GRAPH YOUR FINDINGS



DECIDE: What areas of the church budget should be altered?
What better use can be made of our time?

PRAYER TOGETHER.



NOTE: For Study 5 you will need to collect some statistics of your congregation's life over the last ten years.

SEEING THE CHURCH AS IT REALLY IS THROUGH THE FOG

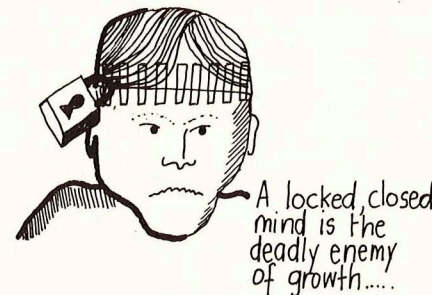


Review the manhours graph from Study 4. What changes have been made to that pattern since your last meeting? Pray for one another.

Chapter 5 of the text lists several causes of "fog" which confuse our view of the church and prevent us from honestly assessing the church in its TOP PRIORITY (Which is? Review Study 3).

CAUSES OF FOG: Give local examples of each (refer p.65)

1. Sour grapes thinking
2. A co-operative spirit which allows many churches to relax
3. All religions are equally good
4. Unity is more important than salvation
5. Lack of emphasis on evangelism
6. Too busy on maintaining the structure.



REMOVE THE FOG WITH FACTS:

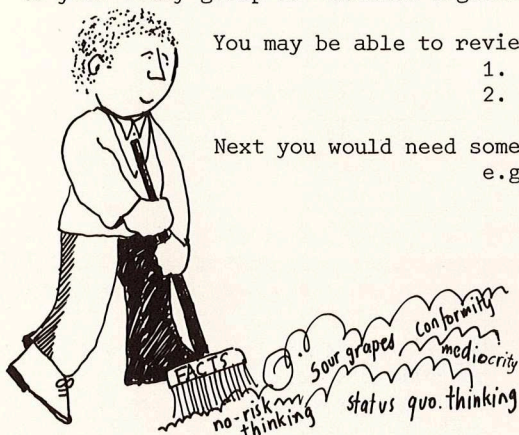
If your church has had representatives at a Church Growth Seminar in 1975 or 1976, there will be available to your study group an "Advance Organizer" listing many facts about the development of your church.

You may be able to review some overall statistics showing -

1. Growth or decline of your denomination
2. Growth or decline of your congregation.

Next you would need some sub-totals

- e.g. Sunday School members over ten years
Breakdown of age of membership
Percentage of men/women/family units in total membership.



PREDICTING GROWTH OR DECLINE FOR YOUR CHURCH

Dr Foster Shannon is quoted in the text pp. 68-71. He asserts that a very reliable indicator of a church's growth prediction can be found with one graph, using two sets of statistics.



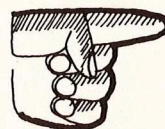
TOTAL MEMBERSHIP														
NEW MEMBERS														
YEAR		1966	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976	1977	
	250													25
	200													20
	150													15
	100													10
	50													5

NEW MEMBERS

READING YOUR RESULT: New members (dotted line) must be equal to total membership (firm line) or above it to give a growth prediction.

Where is action needed? Are you satisfied with your growth? Can this be presented to the church at a business meeting or special study session?

Where will the new members come from? Will you start by praying now, specifically for church growth?



→ Before Study 6, maps of your ministry area will need to be obtained: also some duplicating needs to be done.



DISCOVERING YOUR COMMUNITY

You probably think that your church represents a fair cross-section of your community. Upright, honest, English-speaking, elderly, God-fearing people. But is this what your community is really like?

PRAY for a vision of your community as it really is -
and for what God wants to do in it.



USING A MAP, on a board so all can see it,
define your Ministry Area (see page 73). Mark in location of all members. Discover segments of the community untouched by your church.
How many streets have an effective Christian witness?

COMMUNITY SURVEY. There are many types of community surveys. A religious census, if that is needed, may require inter-church cooperation. Statistics are available through government Year Books and local government officials can make other information available. However, the best quick survey of your area can also introduce your group members to outreach visitation. One Melbourne church set out to visit a community area of 600 houses and found such good response that this is fast becoming the major activity of the church. A church in Western Australia had lost touch with its immediate area and a survey showed that in the six houses nearest to the church there were now four Italian families, one German family and one Australian family. All the Italian families were, incidentally, interested in family-centred programs centred on the church buildings - what an opportunity for church growth!

THE SURVEY. Over the next week, each group member should endeavour to visit the ten nearest houses to his own residence. He should explain he is involved in a community/church survey and ask can he ask seven questions. He should record the answers and return the results to the next study meeting.

PREPARATION. Practise the questionnaire with two other group members, taking turns to the householder and the visitor. Note that you do not ask the family name or details of children or nationality, but these facts may be known and added for follow-up. If the family agree to having a copy of the report, or for any other reason you can return be certain to follow up the contact. Take with you an attractively presented invitation to your church activities.

COMMUNITY SURVEY SHEET

Visitor should introduce himself and explain purpose of questions.

1. Do you think our society has become better or worse over the last ten years? BETTER/WORSE
2. Do you think there should be greater censorship of films and magazines? YES/NO
3. How long have you been living in this house? _____
4. What are the greatest needs of this community? (Parks, pre-school, transport, medical, etc.)

5. Are you a member of any church? YES/NO
(Which _____)
When did you last attend? _____
6. In what ways should the church change to meet the needs of families today? _____

7. Would you be interested in having a copy of the results of this survey? YES/NO

ADDRESS _____
NAME _____ NATIONALITY _____
FAMILY _____

CONCLUSION: Pray by name for the families you will each be visiting. Remember, these are people in need of God's love in their lives - you are meeting them as God's ambassador with the good news of Jesus Christ.



WHAT ABOUT AN E-2 TASK FORCE?

The text suggests that in many ministry areas there are pockets of people who are not the same as the members of the church. They may be a different socio-economic level; different ethnic origins; a student or youth club sub-culture.

If you can identify such a group, why not set about planning to reach them?

It may mean learning a second language, or setting up a house church in your own home (see p.76).

Are we willing to pay the price for church growth?

* Some people are opposed to the institutional church and would not come initially to your chapel. Rev. Bob Girard (author of "Brethren Hang Loose") suggests the possibility of a house church in every second street. Go back to the map of your ministry area and think again



FINDING THE RIGHT MIX

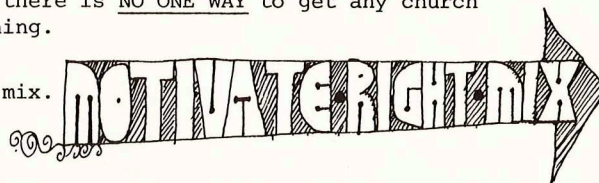
REVIEW In this series of studies we have seen the Biblical Principles of Church Growth (there are seven).

We have looked at our own church growth potential and have made a first attempt at coming to grips with the community in our ministry area.

You will quickly recognise that there is NO ONE WAY to get any church growing; this is a composite thing.

Number one is to be motivated.

Number two is to find the right mix.



SHARE your experiences in visitation.

PRAY, thanking God for the new contacts, the vast potential available to your church.

REPORT the results of the survey. Each person ought to summarize his own visits and report back briefly, e.g. Q.1 Better 6, Worse 4.

One person should collect a summary sheet from each person and prepare a written letter to be ready at the next meeting of group for members to take back to each home visited. Be sure that a positive Christian message and a warm invitation to your church is included.

CHAPTER 7 OF THE TEXT is concerned with the principle that churches grow as they find new segments of society and disciple them.

LET'S BE AWARE OF SOME PROBLEMS

1. THE CHOKE LAW (p.81) *This law indicates that many Christians are so involved in church committees and other non-productive Christian work that they have no time for church growth. It is important if we are going to reach other segments of society that we are involved with the people in that segment in some way other than solely your desire to disciple them.*

Test yourself with this check list -

WHAT SEGMENTS OF SOCIETY ARE YOU INVOLVED WITH?

Elderly citizens
Rotary or Service Club
School Committee
Trade Union
Ethnic Group
Cultural Group
Baby-sitting Cooperative
Business Associates
Social Club
Sporting Club

<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>

Indicate other groups

PROBLEM 2: GETTING STARTED ON CHURCH GROWTH

The text uses the analogy of the immense power needed to gain "LIFT OFF" for a rocket. A massive blood transfusion can even revive a body that may have been suffering a "terminal illness".



Example - Decide your Ministry Area and select a series of pieces of Christian literature which very simply present the gospel.

Distribute each piece in fortnightly intervals. Each piece should be accompanied by a reply paid business card to your church and should offer free Christian literature, New Testaments, etc. but also opportunity for people to indicate a desire to become a Christian or join the church. This program needs to be followed up as soon as possible with a door to door visitation. If your area includes 6,000 homes, that is a major project. It may cost over \$1,000. It may be essential.

If you are not prepared to pay the cost, don't expect church growth.

PROBLEM 3: WELCOMING NEW MEMBERS

Study the diagram on page 84 of the text.

Identify some of the groups in your church, e.g. young marrieds, foundation members, etc. Make a list of those who do not fit easily into any group. Visit them, befriend them.

NOTE - New members will have friends from other segments of society, e.g. local hotel group etc. Remember new Christians are best equipped to witness naturally and will find it easiest to bring others: OLDER ESTABLISHED MEMBERS MUST WORK OVERTIME TO SEE NO ONE WHO ENTERS THE FELLOWSHIP OF THE CHURCH SLIPS OUT BECAUSE OF NEGLECT.

THE RIGHT MIX

What are the ingredients of your present church mix?

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

WHAT NEEDS TO BE ADDED?

WHAT NEEDS TO BE PRUNED BACK?

Pray before you complete your study time for those you visit; for your own church program; for the vision to get started



IT'S YOUR MOVE



CHURCH PLANTING is church growth by extension, beyond the local congregation into a new gathering together of God's people. It may be E-1 (extending into new pockets of our own people) or E-2 (extension to ethnic or other socially different groups).

In Australia we commonly believe that there is very little to be done in this area. However, you may have found an unreached segment in your Ministry Area, e.g. students at local schools and colleges, ethnic group, a group of families suffering from unemployment, etc. Don't just think of "evangelizing" that group - think about planting a church among them.

PRAY TOGETHER for a vision as to where your church should be reaching out to grow by church planting.

THE REGIONAL CHURCH CONCEPT. We make a mistake of thinking a church centre as a place where we not only have worship facilities but basketball court, creche, elaborate committee rooms and Christian education facilities. This is an acceptable model for a Regional Church, where the facilities are used by a number of smaller congregations in the region (see Rev Alan Walker's book "Now for Newness" for a fuller discussion of the Regional Church in Australia's cities. However, smaller meetings, (some newly planted, many meeting in houses and rented halls), ought to specialise in providing spiritual strength for God's children and discipling the lost. The Regional Church itself initiates the smaller church and provides sport and recreation facilities and wider ministry opportunities. A new convert may be baptised at the regional church where special recognition is given to the local congregation.

A PROBLEM WE FACE is that our church members confuse "church attendance" with "ministry".

TWO ANSWERS

1. We need to teach the need for a "mutual ministry" within the framework of our services - opportunities need to be given at every meeting of the Lord's people for sharing what God is doing in their lives, for people to ask for prayer, and for the members to pray for one another.
2. Our people also need to recognise that they have a ministry where they live. If one member has moved house and now travels 20 miles each Sunday to services, or another member lives only one mile from the church, each one ought to be able to describe his ministry to his community. The home of every member is a potential location for a house church - and the question we ought to ask is not "why?" but "why not?". Decide for your group which are the best houses in terms of location, facilities and the ability of the church family to set up a house church.

A "NEW CHURCH" COMMITTEE IN YOUR CHURCH?

On page 94 of the text such a committee is set up to:

- (1) Survey the community and select the area
- (2) Locate a suitable meeting place
- (3) Cultivate the field
- (4) Prepare the sponsoring church.



HOW TO START A HOUSE CHURCH (Based on a Christian Home in the immediate vicinity. If there is no Christian family in the area, perhaps the challenge is for one family or more to move into the area).

1. Two or three families will need to commit themselves to this project. One family will need to be resident and make its home available. Leadership does not necessarily depend on the host family - but a leader must be appointed.
2. Decide your area - one street, ten houses, one block of flats - and start praying for them.
3. Visit with an invitation to "an informal family night" - indicate location, time, supper provided - and also offer a baby-sitter (your parent church would help here).
4. Your first meeting should be very informal; introductions, ice-breaker games, explanation of the purpose of the meeting, completion of evaluation card and supper. You might use your pastor at a later house church meeting. Your leader might use a simple audio-visual. "Number One", "The Stranger", "In the Bin" - all available through the Vic/Tas Department of Christian Education - or discussion material such as the "Serendipity Placemats". Be sure all complete the evaluation cards.

Once you have a group who are attending regularly, encourage them to invite new members - be ready to start a second group when your group grows. ALWAYS include in your House Church program:

1. Scripture Readings (in modern translation)
2. Request for prayer (and pray for one another)
3. Sharing of experiences of what God is doing (bring along guests to talk about their faith and answer questions).

THANK YOU FOR COMING. It would help us if you completed this card before you leave. Indicate your responses.

- ☐ I enjoyed the program
- ☐ I would like to come again
- ☐ I am interested in church membership
- ☐ I am a member of _____ church
- ☐ I would like to know more about the Christian faith
- ☐ I would like to become a Christian

Name _____

Address _____

Any other comment or question _____



STRUCTURE FOR GROWTH

Begin by sharing what you have discovered through these studies.

Pray together.

Chapter 9 in many ways summarises the church growth principles and refers to the material you will find in "How to Grow a Church" by McGavran and Arn

Fill in the blanks. TEN STEPS TOWARDS GROWTH (p.97-110)

1. Build a _____ for growth.
2. Identify needs and _____
3. Establish _____ goals.
4. Involve _____ and train them.
5. Rightly discern the _____
6. Rightly discern the _____
7. Develop effective _____
8. Invest _____ in growth.
9. Give _____ to effective evangelism.
10. Use _____ resources.

Your leadership will probably show a large percentage of Class 1 leaders and very few Class 2 leaders. DISCUSS:

How can your church release Class 1 leaders to be trained for Class 2 leadership?

Dr Win Arn says that if a church has as many leaders involved in church growth as it does on church maintenance, that church will grow

THE MISSING WORDS

FAITH COMMUNITY
PRIORITY
CONSCIENCE LAYMEN
SPIRITUAL
OPPORTUNITIES
RESOURCES
BODY STRATEGY

TYPES OF LEADERS

Graph your church leaders.

CLASS 1 Member whose energies are used primarily in the service of existing Christians.

CLASS 2 Member whose energies are used primarily in evangelism and discipling new Christians.

CLASS 3 Evangelistic Bible Study leaders outside the local church.

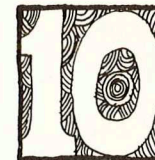
CLASS 4 Full time paid professional staff.

"THE KEY TO DYNAMIC, EFFECTIVE CHURCH GROWTH IS TO BE FOUND IN RECRUITING, TRAINING AND UTILIZING CLASS 2 LEADERS"

- Church Growth Principles, p.103

					30
					20
					10
Class	Class	Class	Class		
1	2	3	4		

CHURCHES GROW AS THEY RISK FOR GROWTH



CAN YOUR CHURCH GROW? Each participant answer this question in his own words before you pray at the beginning of this study session.

THERE ARE FOUR TYPES OF CHURCH GROWTH

1. Church growth by extension (planting)
2. Church growth across barriers (E-2)
3. Growth within the body
4. Outreach growth of local congregations.

DISCUSS: Which type of growth does my church need to experience most right now?

A CHALLENGE FOR YOUR STUDY GROUP

In your group life you have discovered many things about church growth.

1. How can you spread the good news to the church board or committee?
2. How can you get the total membership thinking about growth?

GROWTH EXPECTATION

It is not only important to set goals and to risk for growth, but to make goals public and to review your growth at regular intervals.

Place growth graphs and statements of goals clearly in the most obvious place where people pass each week in your building. Appoint someone to keep graphs up to date.

Your growth committee should meet separately and report to the church board and membership quarterly.

GROUP MEMBERS each read one important paragraph from Chapter 10 to the group - and then all pray before you set your goal - be ready to grow.

PARABLE There were once two churches, each with eighty members.

The first church got itself all excited about church growth thinking and upset a few of its older members and even had the audacity to set a growth goal of 20 new members in twelve months. They failed of course and only ten new members were added to the church.

The second church concentrated on its own membership and had none of the problems faced by her more ambitious sister church and lost none of her members in that twelve months period - in fact she seemed certain to gain a couple of malcontents from her sister church.

Which church would gain more approval of Christ who is Head of the Church?

REMEMBER: Your group can set a goal, but this will need to be discussed by the church and confirmed if it is to become a church goal.

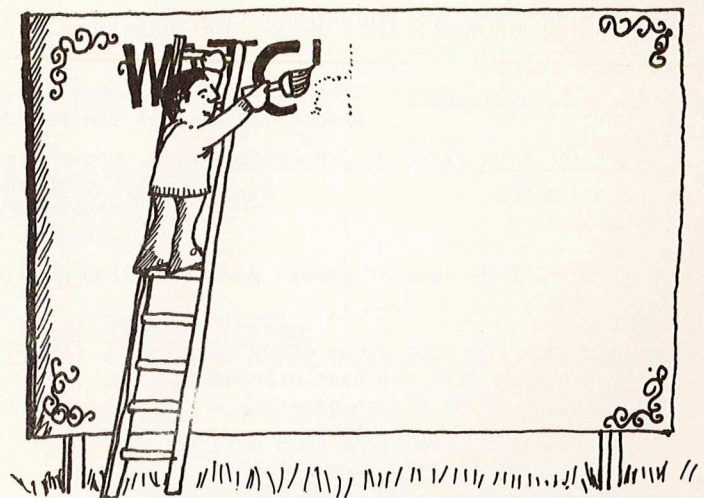
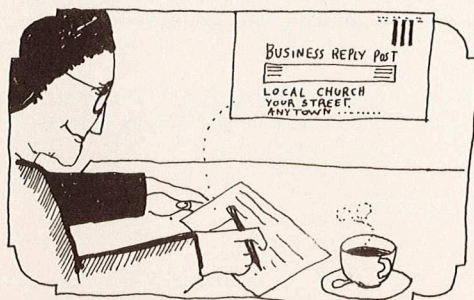
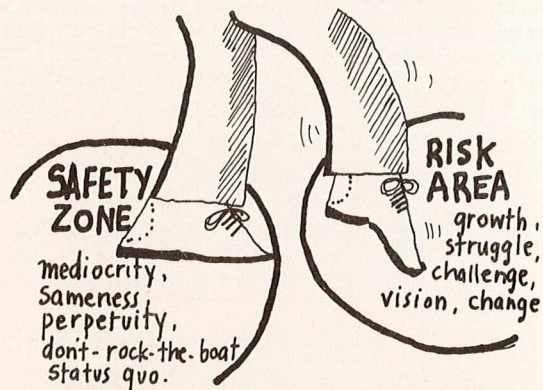
Your goal could be three new families, twenty four new members, two new churches, 15% growth over the next twelve months.....

OUR GOAL FOR OUR CHURCH:

... YOUR GOAL IS A TARGET ... NOT A TYRANT ...

WATCH THIS SPACE

Somewhere around your church property or within your ministry area you can find (or rent) a billboard which can improve your church's visibility. Before you go off hunting, decide what message you would want to portray to your community to tell something of God's love and your own church's desire that God's lost children be found (limit yourself to twenty words).



THEY RISKED FOR GROWTH ...

A church of twenty five members at South Melbourne received a special faith offering of \$400 one Sunday to pay for 20,000 leaflets to be letterboxed by the members throughout their Ministry Area.

Each leaflet was accompanied by a business reply card which asks for name, address and offers a free Bible, Bible Correspondence Course, home Bible discussion group - but also allows people to respond by indicating a desire to join a church, become a Christian or talk with someone.

One of the earliest responses resulted in a new member who is very active in the church now. The literature is printed in the three predominant language groups of the area.

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