

Making Effective 'Discovery Group' Invitations

(These guidelines assume the 'Second Look' group materials are being used. However, most points below would apply to any other follow-up group or course being planned.)

1. If appropriate, agree with your visiting partner as to who will deliver an invitation to interested viewers. (At this point, it is preferable to deal with those of your own gender.)
2. Contact the Follow-up Co-ordinator two or three days following the weekend when most *Questionnaires* were completed to find out which day/date and venue have been chosen for the discovery group's first meeting. Collect a sufficient number of group invitations and, if necessary, fill in the details on the card, along with your name and telephone number.
3. Call at a time when the interested viewer is most likely to be home. It is essential to make this a personal contact (as opposed to leaving the invitation with another family member) in order to strengthen the connection and motivation of the individual to participate.
4. Go over the details in the invitation, stressing the 'no embarrassment, no boredom, no pressure' in order to set the person at ease about the group's purpose. If a 'taster occasion' (barbecue, etc) has been planned for the first of the group meetings, offer to collect and accompany them.
5. Explain that the discussion group leader will possibly be ringing them the weekend before the first meeting to confirm their plans to come. This is necessary in order to make plans for notes, chairs and for the sake of the host. Ask for the person's name and telephone number if you have not already done so. Explain that it would be helpful to have this in order to notify them if any changes are made in the date or venue of the first group meeting.
6. Try to determine the person's degree of interest in actually coming to the first session. Report to the Follow-up Co-ordinator so that it can be evaluated whether a telephone call should be made over the weekend before the first meeting. It is important to inform the Follow-up Co-ordinator when the discussion group invitation has actually been delivered.
7. If the individual decides not to attend the group, ask the Follow-up Co-ordinator for ideas on how to encourage the viewer to investigate the Christian faith further. It is recommended to lend a DVD (like '*So who is this Jesus?*') with the suggestion of coming to collect it at a time when a one-to-one discussion of its contents might be possible. If the viewer is open to further contact and you do not feel competent in doing so, ask the Follow-up Co-ordinator to assign someone to accompany you.