

1961
FALL ENLARGEMENT
PROGRAM



Theme " H I N E I G H B O R "

Key Note - ENLARGEMENT THROUGH VISITATION

Dates SEPTEMBER 24 - OCTOBER 29, 1961

Method VISITATION THROUGH THE COMBINED EFFORTS OF THE SUNDAY SCHOOL,
CHURCH AND EVENING CRUSADER HOUR GROUPS.

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ANALYZE

WAIT! Stop one
brief moment
before you
start your
Enlargement Drive . . .



You want to enlarge your Sunday School? The time is now, but first:

ANALYZE . . . the purpose of your Sunday School.

What are your aims? Are you accomplishing what you can?

ANALYZE . . . the ability of your staff.

Can you challenge your present staff to do more? Do you need to train more workers?

ANALYZE . . . the adequacy of your present facilities.

Do you know possible places where expansion could be made? Are you making plans for expected growth?

ANALYZE . . . the efficiency of your program.

Is your record system up to date? Are your people friendly? Are you constantly endeavoring to reach more people by every means possible?

ANALYZE . . . your Sunday School. . . its purpose, its staff, its facilities, its program. And then, in prayer, analyze the SPIRITUAL TEMPERATURE of your school. Do you have the necessary spiritual force to launch this enlargement effort? Ask God for guidance and help. He will give you the SPIRITUAL HELP YOU NEED AS A LEADER! You will then discover the purpose, ability and foundation for Sunday school growth.

: :
: MAY GOD BLESS YOUR ENLARGEMENT DRIVE. :
: This is the prayer of the entire :
: International Youth and Christian :
: Education Staff. :
: :

ORGANIZE

Prayer

Well in advance of the Enlargement Drive, begin to organize prayer groups. You will note on the Enlargement Calendar (see next page) that a given time has been set aside for special prayer meetings. An "around the clock" prayer chain is suggested. "Not by might, nor by power, but by my spirit, saith the Lord of hosts." Zech. 4:6

Plans

Enlargement month plans can be introduced to your staff at a special workshop. The following should be covered: purpose, campaign ideas, records, visitation, plus everything that is needed to make this campaign a success. The chairmen of the various committees should be announced at this time...also show a display of all supplies. Close with a time of prayer.



Visitation

The best way to succeed in an enlargement drive is to VISIT! The heart of this program is visitation. The pastor should preach a series of messages on the Christian's responsibility to the unchurched to stir the people and show the importance of visitation. Zeal and vision are essential if visitation is to be properly motivated. The "Visitation Blueprints" may be used during the worship programs or presented at your workers' workshop as a beginner course in the how-to of visiting. It can be given in a series or utilized as a complete visual in one evening. A special committee on visitation should begin to make plans for the coming visitation drive. The following is the visitation schedule for this program:

Week of:	Sept. 24 - Sept. 30,	FRIENDLY TEACHER VISITATION
	Oct. 1 - Oct. 7,	FRIENDLY FAMILY VISITATION
	Oct. 8 - Oct. 14,	FRIENDLY CLASS VISITATION
	Oct. 15 - Oct. 21,	FRIENDLY SHUTIN VISITATION and preparation for
	Oct. 22 - Sunday,	FRIENDLY COMMUNITY CANVASS
	Oct. 23 - Oct. 29,	FRIENDLY SUNDAY SCHOOL VISITATION - Community Canvass follow up

For more complete details, see "VISITATION SPECIFICATIONS."

E N L A R C E M E N T C A I E N D A R

S u n d a y

M o n d a y

T u e s d a y

W e d n e s d a y

T h u r s d a y

F r i d a y

S a t u r d a y

September 24:

Introduce Enlargement Drive to Sunday school and church. Teach "Hi Neighbor" theme song. Distribute dodgers giving complete details. Display posters. Explain program details.

MAIL CARDS to all Absentees & Prospects

FRIENDLY TEACHER VISITATION Teachers and membership chairmen or other members of the class call on all absentees and prospects and invite them for next Sunday.

PHONE BRIGADE Slogan: "Call Enlarge 1961"

AROUND THE CLOCK PRAYER

October 1: "WELCOME ABSENTEE"

Welcome back all absentees. Promote family visitation for coming week. Ask for prayer volunteers, phone callers and secretaries to help with mailings. Announce visual score.

"

FRIENDLY FAMILY VISITATION Form family units to visit friends and relatives, inviting them to Sunday school to have Sunday dinner with them following church.

Meet to- gether or separately

PRAYER MEETING

October 8: "WELCOME FAMILY"

Welcome new members of families brought in. Have S. S. members fill in "Welcome Friend" cards. Promote class visitation for coming week. Announce visual score.

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FRIENDLY CLASS VISITATION Classes visit class members, going in groups of 2 or more depending on age and experience. Use "Welcome Friend" cards that have been returned.

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"

October 15: "WELCOME FRIEND"

Welcome friends of regular members. Line up everyone for Community Canvass. Promote Shutin Visitation, jails, hospitals, homes, etc. Announce visual score

"

FRIENDLY SHUTIN VISITATION and meeting for COMMUNITY CANVASS Visit all members who cannot attend S. S. Lay plans for Community Canvass after church next Sunday. Prepare for lunch and nursery facilities.

"

"

October 22: "WELCOME SHUTIN"

Welcome shutins who have been brought with the help of a regular member. Give recognition. Give account of those who were visited but cannot attend. Encourage everyone to stay for Community Canvass after church.

"

FRIENDLY COMMUNITY CANVASS follow up and plans for OPEN HOUSE-- Provide refreshments and program for Open House. If you expect a lot of new people from the community, invite a public official to greet them.

"

"

October 29: "WELCOME COMMUNITY"

Welcome all new people from the community and other visitors. Announce Open House, if you plan to have one. Promote visitors to help follow up canvass contacts. Announce final visual score. Present "Mr. Friendly" (Miss, Mrs.) award.

"

FRIENDLY SUNDAY SCHOOL VISITATION Follow up contacts made during the church community canvass. Now is the time to begin a regular visitation program and promote "friendliness" in your Sunday School all year 'round.

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VISUALIZE

RULES OF THE ROAD . . . Along with the Program is a visual. This will add increased interest and incentive in your endeavor for enlargement.

A
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m

The aim of "Hi Neighbor" is to gain 10% in attendance each Sunday over the corresponding Sunday last year. For instance, if you averaged 100 last year, your goal would be 110. Each person counts 1 point.

How

On the Visual Poster there is a stopping place at a different house each week. The object is to reach visitation view by the 5th Sunday, which is the end of the program.

If you reach your goal each Sunday move the car (you may purchase a toy car at the dime store or make one out of cardboard) to the proper house.

If you do not reach your goal, then you are not entitled to stop at the house but must stop short of it at the prepared place; such as, dead end, etc.

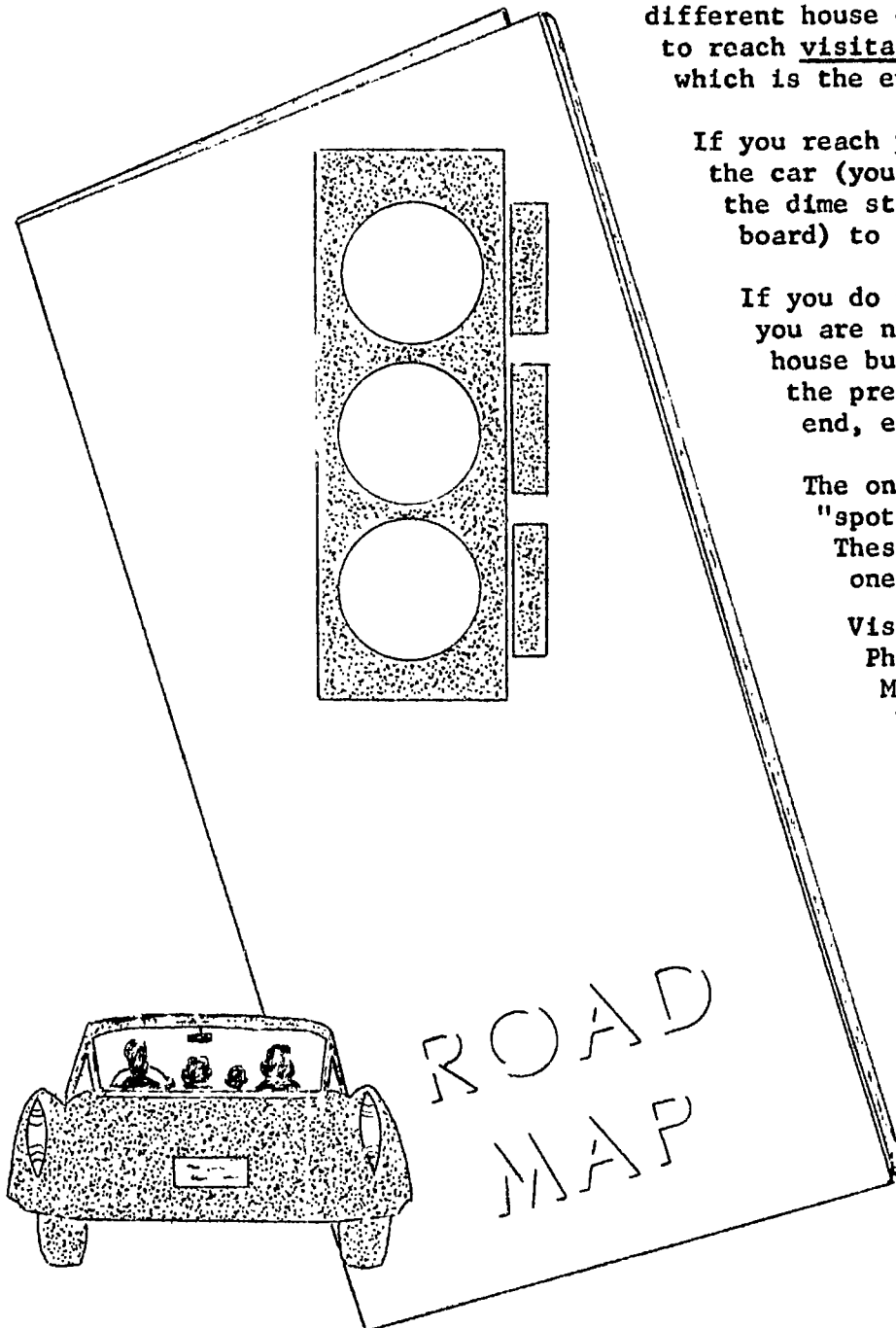
The only way to get out of these "spots" is to make extra points. These can be made by doing any one or all of the following:

Visitation (each visit) -1 point
Phone calls (each call) - $\frac{1}{2}$ point
Mailing (each card) - $\frac{1}{2}$ point
Visitors (each one) -2 points

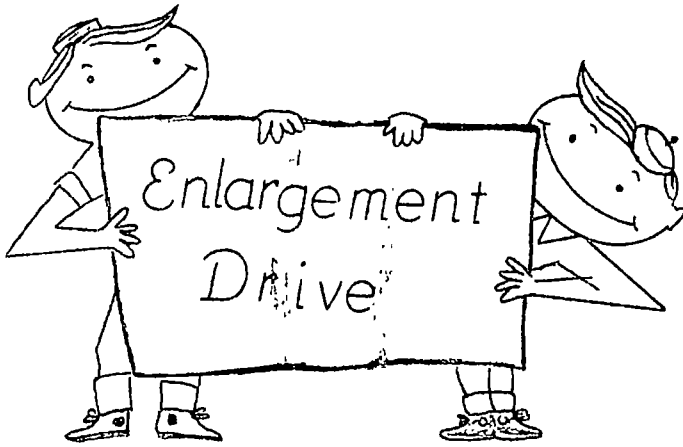
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These are general rules to help you work the program; however, they can be adjusted to suit your individual needs.

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ADVERTISE



Well planned publicity is the first step toward a successful drive. It should include: NEWSPAPER (ads, feature stories and news releases), HANDBILLS, DIRECT MAIL, CHURCH BULLETINS, TELEPHONE BRIGADES, POSTERS, POST CARDS AND PULPIT ANNOUNCEMENTS. Use TV and RADIO facilities whenever possible. Utilize many different areas of promotion in order to reach more people.

Pictures —

A few weeks before the drive take pictures of all the babies in your church. Place appropriate captions under each picture; such as, (picture of a smiling baby) "I'm really looking forward to enlargement month in October." Place these on appropriate bulletin boards for added interest.

Discovery of Mr. Friendly

The best program will fail to keep visitors unless there is a friendly atmosphere. The discovery of Mr. (Mrs. Miss) Friendly will help create this. Appoint a mystery person who will be on the look-out for the most friendly person in the Sunday school and church. No one is to know who this person is. The mystery person should keep a record of everyone who greets him or shows themselves friendly in any way. The person with the highest record at the end of the program is selected to receive the special honor. Everyone will have to be friendly with everybody, to be friendly with the mystery person. A special award should be given to Mr. Friendly on the last Sunday of the program.

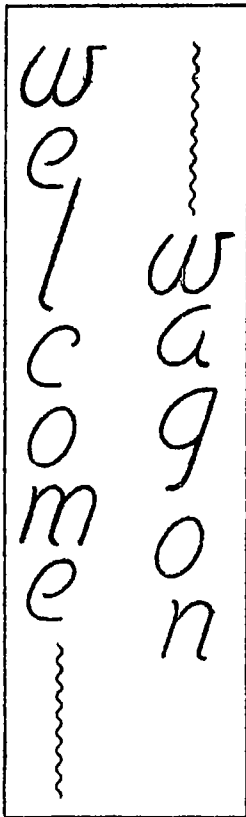
Welcome Committee —

Members of the welcoming committee should greet visitors with a smile and a friendly handshake, show them where to hang their wraps and direct them to their classes.

Whenever possible, they should personally escort newcomers to their classes or at least introduce them to a member of the class. The welcoming committee can meet people at the car door on rainy Sundays with a large umbrella, ready for their use.

Stress the wearing of "HI NEIGHBOR" badges. Leaders and officers; such as, pastor, superintendents, teachers, officers, welcome committee, etc. should wear them every Sunday during the program.





The "Welcome Wagon" should be loaded with gifts to be given to all NEW families, friends, etc.

These gifts can include those donated by merchants in the community (some of the businessmen in your own church may want to donate gifts) or gifts from the church such as, book markers, booklets, pamphlets, pencils or any interesting item available at a bookstore.

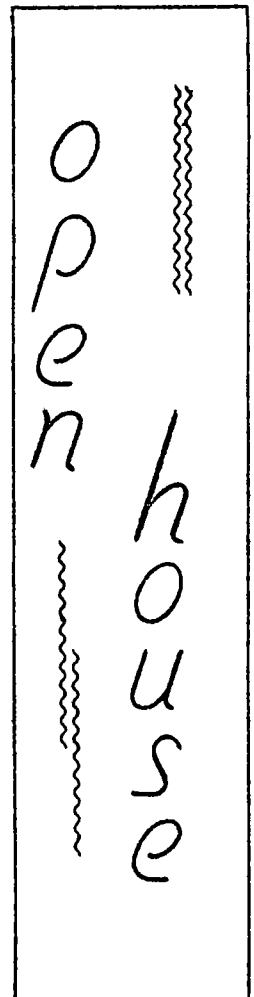
The "Welcome Wagon" should be displayed in a conspicuous area of the church with a large Welcome Wagon sign.

The tokens given from the wagon will make your visitors feel welcome, and will also serve as a reminder of the importance of Sunday school and church attendance.



Let your community know what your church's Christian education program offers. Plan an Open House and publicize it! It will attract the attention of your community. Elaborate, expensive plans are unnecessary! Here are a few suggestions:

1. Have your church spic and span! This is absolutely necessary!
2. Designate individuals to greet newcomers and show them the facilities. Make sure everyone wears "HI NEIGHBOR" badges.
3. Be sure to obtain names and addresses of everyone attending.
4. In children's departments display handwork, a story visualized on a flannelboard or in a sand box, blackboard illustrations and lesson material. In adult departments display maps, charts, lesson material, etc.
5. Arrange for the teacher and a few pupils to be present in each classroom.
6. A short and entertaining program could include a welcome by a child, good music, and a presentation of the history of the church and present activities.
7. Simple refreshments may be served.
8. Present free souvenirs from the "Welcome Wagon" that list church name and address, pastor's name and service schedule.



SUPPLIES

. . . you will need

LEADER'S MANUAL - every leader should have one.

GENERAL POSTER (with weekly replacement themes) - to help promote the drive early.

CHURCH BULLETINS - for general church services and coming enlargement plans.

DODGER - for use in describing the complete program to your members.

"HI NEIGHBOR" BADGE - to be worn by every leader, officer and worker.

INVITATION FOLDER - a calling piece to leave at each house you visit.

"WELCOME FRIEND" two-part card - to use in contacting friends of Sunday school members.

DOOR KNOB HOLDERS - to leave when calling if party is not home.

TRACTS "What's in it for Me?" - What the Sunday school offers each individual.
"The Greatest Question" - Salvation.

POST CARDS - for weekly mailings.

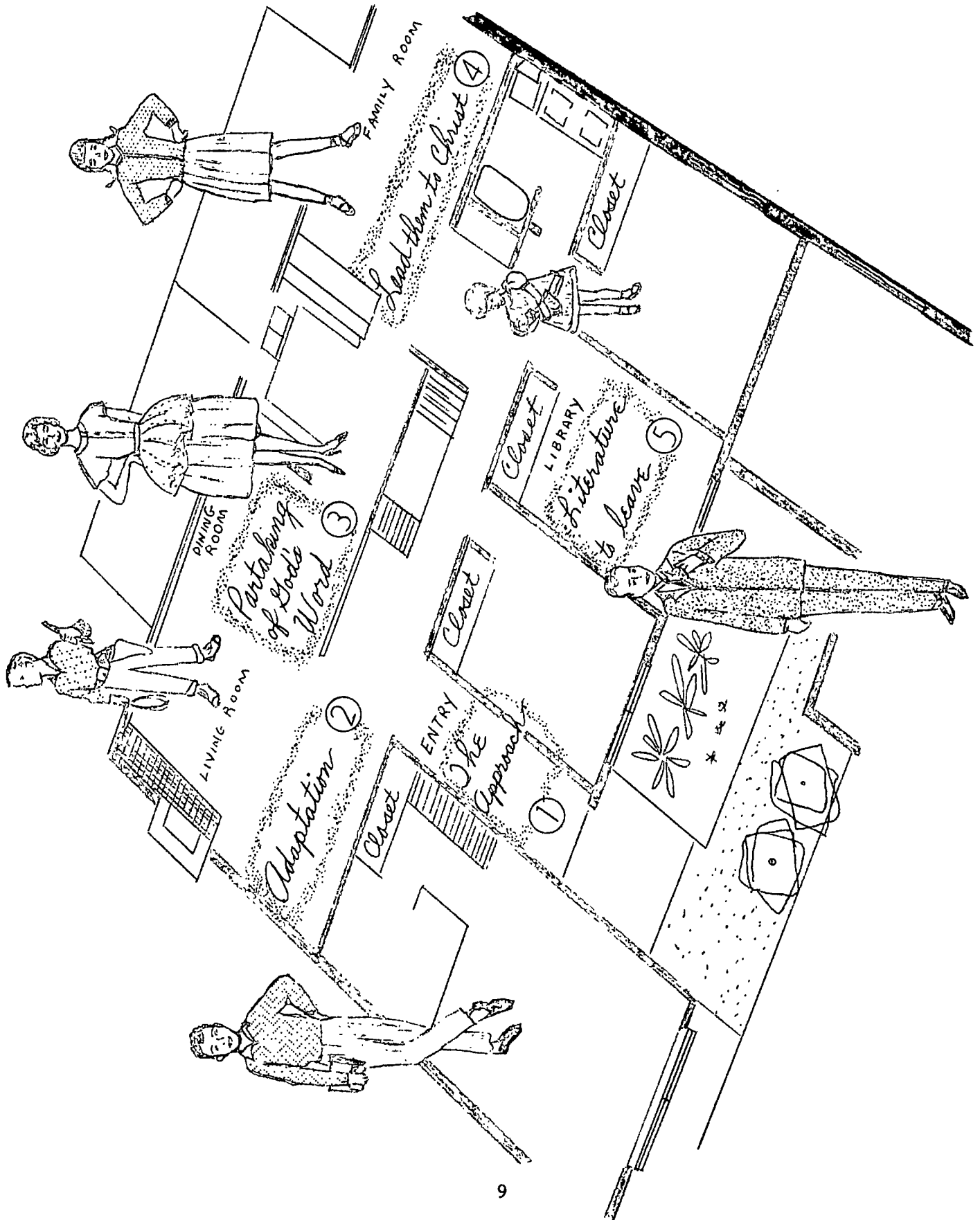
The above materials have been designed
to enhance the entire program, give you
complete instruction and tools for a
successful visitation effort.

These materials may be ordered on
the order blank in the Sample Packet

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VISITATION BLUEPRINTS



. . . Use as a VISUAL to be presented
in a series or one lesson at
Workers' Workshop, Pre-Canvass
Instructions, etc.

The primary purpose of the following is to challenge and inform all who will be participating in the enlargement drive this fall. You are about to enter into the most thrilling experience of your Christian experience. You are one of the many who are doing the greatest work in the world...the important work of going out to reach the lost for Christ. The majority of Christians have accepted the Lord Jesus Christ as their personal Savior by personal witness.

The heart of any visitation program is the HOME. There can be no visitation without the VISIT. Visitation can be a pleasant experience. The person who answers the commission to visit does the work of a teacher and evangelist. Behind the doorways in every community are problems which leave people utterly helpless and hopeless. The visitor may get an insight into many of these problems and be able to give comfort or speak words of wisdom that will bring the needed solution. The motive behind each visit is to win the household to the Lord Jesus Christ--then attend Sunday school and church. By way of this visual, we will lead you step by step beyond the front door into the home itself.

I. The Approach - Entry Hall

Some salesmen have advanced the opinion that a sale is made or lost in the first thirty seconds of the interview. Your approach must be courteous and kind. Remember, you are representing the Savior.

While on the way to the block you have been assigned, agree who is to be the leader or principal speaker at the first house. After ringing the bell or knocking on the door, stand where you can be seen; the leader standing nearer the door. When the door is opened, introduce yourselves clearly, and explain why you have called. In almost every instance you will be welcomed. Be pleasant and friendly! A bright, winning smile should accompany the first words. "Good afternoon. I am Mr. Jones and this is Mr. Smith. We are representing the neighborhood Foursquare Church in a friendly community canvass being conducted in this area this afternoon." Then remember that the next twenty words may be worth more than the following two hundred. You may say, "We would like to tell you about our current enlargement drive and give you an invitation to attend if you do not attend elsewhere. Are you folk attending church regularly"? At this point, Mr. Jones should pause and allow the head of the house to answer the question.

If your prospects have company or are preparing to leave, try to make an appointment for the following evening. Then, excuse yourselves, courteously thank them and offer to leave the gospel literature you have brought. If an appointment is made, be sure to indicate it on the census card.

If you are invited in, you should make yourself comfortable and put your hosts at ease. Act natural and, of course, be genuine. The people of the house will be quick to detect sincerity, and this will mean everything to you in your effort to influence them to Christ and the Sunday school.

Your attitudes are likely to be reflected in facial expressions and in what you say. If you are there merely because of a feeling of obligation, this will be sensed and will greatly hinder the purpose of the visit.

II. Adapting Your Visit - Living Room

After entering any home, the first room you will usually go into is the living room. So it is with our visual. Here we meet new friends, re-make acquaintances and find many hours of happy fellowship with old friends. One can learn a lot about people by looking at the living room. Books, magazines and furnishings tell a lot. After you are invited into the living room, the leader should make sure they are seated near the best prospect. The first few minutes will be used in securing as favorable an environment as possible. This can be done by your expressions of interest in the children, the family's hobbies, compliments for the home or family, etc. Ordinarily you will try to get the family together. If possible, have the radio and television turned off or turned down, but be gracious and tactful in accomplishing this. Often the simple lowering of your voice will accomplish this much-to-be-desired end. In case the family is gathered about the TV set, you can say, "If you want to watch this program, we will come back later." Some callers, finding a family determined to watch a program, have found it effective to sit quietly until the change of program.

What we have to offer is so important and of such value that it is worthy of the very best environment possible to make the presentation. When you feel that you have secured as good an environment as possible (usually about five minutes is required), start talking about the purpose of your visit. Your prospect knows that you are not there to talk about the weather or politics; he expects you to talk about Christ and His Church. Don't disappoint him.

The visitor must quickly decide what type of visit will be best for the situation. If the people seem to lack interest and are in a hurry to terminate the visit, you may want to take the indirect. Discover what the interests are. Use them to lead to the main object of the conversation--their spiritual condition and what Christ has to offer them.

While one is speaking, the other should be earnestly praying in his heart; for, an opportunity to do some home great good can develop. If God opens the door to witness, be free to spend as much time as is needed, even though it may delay your completing the assigned area.

III. Partaking Together - Dining Room

From the living room we go into the dining room, the room where physical appetites are satisfied. What shall we give them? We can give them bones, corn husks, sour cabbage, leeks, onions and garlic right out of Egypt...worldly fare, we might call them. There is nothing radically wrong in any one of these particular items, but it is not the food that can satisfy the lives of these we need to help.

One important item--do not argue. The Word of God does not need to be defended; the truth stands alone. Men's viewpoints may vary, but God's Word stands eternally and has remained the same through nearly two thousand years. There may be those who will try to stir up an argument. Your refusal to argue, as you gently lead the conversation in some other vein, will be more of a testimony than if you talk back.

A good portion of the time should be spent in "selling" the church and the Sunday school. Remember high points and special features of your church and Sunday school to relate. The visitor sells as a salesman sells his product: 1) He presents the need for his product. 2) He presents his product. 3) He tells what it will do. 4) He requests action on their part. Talk about the conveniences of your Sunday school. Describe the friendliness of the people. Mention the capable interesting teachers. Tell about the classes which are provided for every age, and then, extend the invitation.

Get a decision now! This is a good chance to invite them to attend the enlargement program. As you present your appeal, do not permit yourself to be side-tracked. Having determined the prospect's interests and needs lead toward a decision through one of several possible appeals:

1. The appeal of a united home
2. The appeal of influence
3. The appeal of service.
4. The appeal of reason (Isa. 1:18)
5. The appeal of salvation (Acts 4:12, Heb. 7:25)
6. The appeal of becoming part of a united group (Acts. 2:41, 47)

IV. Lead Them to Christ - Family Room

The most important part of the visit is that of bringing about a decision for the Lord Jesus Christ. The family room is intimate and comfortable. It has a fireplace, overstuffed chairs, sofa and a quiet atmosphere. We can have fellowship here with Christ. If the opportunity has come to speak a word about Christ and salvation, invite the person to kneel and accept the Lord Jesus Christ as his personal Savior. You may find it helpful to relate briefly why you are a Christian and what Christ means to you. Or in some instances, you will find a need to tell what is required in becoming a Christian (Mark 16:16, Acts 2:38, Romans 10:9, Galatians 3:26, 37, I Peter 3:21).

Ask your prospect to accept what God says and not what you think. When he is ready you might say something like this, "Jim, we would like to see you make this important decision. You have agreed that you should and you know there is nothing to be gained by delay. There will never be a better time for you to make your public decision for Christ than this coming Sunday. Will you decide for Christ now?" This appeal must be in your own words, of course. Make it naturally, sincerely and compassionately. The Lord will give you the words to say. Have him follow you in the sinner's prayer, then have him sign some type of a decision card.

Hand the card and pen to the prospect and ask him to read the card aloud: "I believe that Jesus is the Christ, the Son of the living God." Then say, "Since you make this decision, write your name here and you may keep the card with you as a reminder of this wonderful occasion." There may be some cases where you will want to leave the card without a decision, hoping it will be filled in later when the prospect is alone. In this case you might say, "We hope that you will think this over carefully. We shall be praying that you will make this important decision soon. We know you will never regret it."

Leave an appropriate tract at the close of your visit. Do not be rude or offensive. Keep the way open for a future call. Whenever a decision is made, it will be most natural for you to express your happiness and ask to have a brief word of prayer. The prayer need not be lengthy or elaborate, just a simple expression of gratitude and a petition for God's guidance and

strength for the convert. Suggest helps that are available to the young Christian; such as, Bible study, prayer, group worship, church activities, etc.

V. Literature to Leave - Library

To be well equipped the visitor takes along a "library of helps and information." Always take a small Bible or New Testament with key scriptures noted. The literature taken to leave in the homes should consist of tracts, the Foursquare Magazine, Sunday school papers and other materials. Every piece should have the church name and address on it as a reminder. Pictures of the church and books used in classes also help to stimulate interest.

Before you leave, be sure to obtain complete information. This must be done without becoming too personal or demanding. Much information can be derived from normal conversation. The most important things to note are found on the census card; family name, address, telephone number, names and ages of children, church or Sunday school-denomination-, etc. Be exact and secure correct spelling of names and ages of children. Write legibly and print if necessary. Indicate the approximate age group of parents on the card in order that a prospect card may be assigned to the proper class. If there is sickness in the home or the family would appreciate a call from the pastor, this should also be noted.

As you prepare to leave, you will feel real victory in your heart for the privilege of encouraging someone or leading them personally to the Lord Jesus Christ. Leave happily, saying, "See you in church Sunday"!

T H O S E C L O S E T S !

One must always be on the lookout for hidden difficulties--difficulties that can be barriers to accepting Christ and attending church. The visitor can often find out what these barriers are and show that he is interested in helping to solve these problems. Let your prospects know by your actions that you have something to offer that will help them. Don't give the impression that you are begging something of them. Let them know you are willing to assist them in any way possible, should they need transportation or other assistance. Give them your phone number--and, if once you don't succeed, remember to try, and try again!

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VISITATION SPECIFICATIONS

. . . Outline of the Plan for your Sunday School

Friendly Teacher Visitation

Set aside one concentrated night for teachers and their membership chairman or other members of their class, to meet for visitation. Present them with names of class absentees and prospects. If there are too many calls to make in one evening, then another night or two should be taken, or more than one class team chosen. The purpose is to endeavor to win back all absentees. These are to be welcomed on the next Sunday when the theme will be Welcome Absentee.

Friendly Family Visitation

Center this night of visitation around the family. Organize the family units of your church. Have each family visit a disinterested or unchurched family, and encourage them to attend Sunday school. The easiest contacts would be relatives of your Sunday school members who live in different areas. Urge them to attend next Sunday when the theme will be Welcome Family.

Encourage families to attend Sunday school by inviting them to dinner following church. Appropriate tracts can be left in the home that stimulate family devotions and Christian living.

Friendly Class Visitation

Class visitation is not only a good way to get a large number of people to visit, but can prove to unite the class and provide a spiritual stimulus. The Sunday previous, cards should be distributed to class members on which they can suggest the names of their friends who might be good prospects for the Sunday school. Collect these names for class visitation night. Teams can be made up of class members, the size depending on age and experience of classes involved. Urge each one visited to attend Sunday school and give them a special welcome on Welcome Friend Sunday. Give each prospect a card of welcome which will make their first visit easy.

Friendly Shutin Visitation

Shutins are no doubt the most neglected folk. This is unintentional--perhaps for years prior to their illness they had been faithful attenders of Sunday school.

Extend this visitation night to include others who cannot attend for one reason or another. Work, age, prison or some other vital reason may be keeping them shut out from Christian fellowship. Remind Christians of their privilege to bring cheer and blessing into the homes of those who are denied church services. This may be the initial step in organizing year-round calling in the homes of shutins.

Visitation is likely to be done more thoroughly if a chart is kept, the volunteers agreeing to call on certain shutins within a given week. A lending library of Christian literature and other wholesome reading may be solicited in the Sunday school and kept in circulation through systematic calling. Mimeographed lists of books available may be distributed among shutins. Booklets of Bible memory verses, flowers from the church services or little personal remembrances such as tiny plaques may be distributed also.

Among those visited will be some, who with a little help, could come to Sunday school. Provide a way for them to come to the special service next Sunday when it will be Welcome Shutin day.

Get as many of your members as possible to minister in at least one old folks home, one hospital and one jail or prison. If your church does not have a standing appointment for ministry in any of these institutions, it will be necessary to contact the officials in charge and make definite arrangements several weeks in advance. Make sure you have appropriate tracts and materials to leave.

Friendly Community Canvass

The pastor should determine whether the canvass will be under his personal direction or whether the Visitation Committee should be in charge of the planning. An individual such as the superintendent of enlargement of the church, who is especially qualified, might be selected to take over this work, although in its initial stages it would seem the best procedure for the pastor to head up this important task.

Decide on the area to be canvassed. Do not select too large an area. A good selection for the first community canvass is the area immediately surrounding the church. This can be covered in one Sunday afternoon. Morale is important, and if the first canvass is so ambitious that it cannot be completed in the time allowed, an adverse reaction could develop. Secure a map of the chosen area. This can be drawn, or one could be obtained from the City Building Department or the Engineer's Office, which generally has area maps showing the individual blocks. The area to be canvassed by each team ought to be given a number. Write the numbers on the map.

1. Enlistment of Canvassers

Put forth a concentrated effort to enlist canvassers early! A sample of a canvasser's enlistment card is shown below for this purpose. These cards should be passed through the congregation three weeks before the canvass and an urgent appeal given for all who are of high school age or above to commit themselves to assist. The pastor should go over the list of those who plan to work in the canvass and then personally solicit any who have hesitated, but who, in his opinion, are qualified to do this vital work.

<u>I</u> <u>E</u> <u>N</u> <u>L</u> <u>I</u> <u>S</u> <u>T</u> . . .	
AS A WILLING WORKER IN OUR " <u>Friendly Community Canvass</u> "	
Age, if under 20 _____	Name _____
	Address _____

2. Launching the Canvass

Canvassers ought to be sent out two by two. Such teams should be planned so that an experienced person is combined with an inexperienced, an older with a younger, etc. Assign each team a definite area.

Use the Census Envelope, R-902 and Census Card, R-901 to help you in the assignments and reporting. These can be ordered on your Foursquare Publications order blank, side 2, with your regular quarterly literature order or they may be ordered separately.

Small maps, similar to the one below, appear on the back of the census envelope and can be used to show each canvasser's area. If you do not use the envelope, these can be made quickly with a bit of colored tape and cardboard (cardboard should be about 6" square), and mounted on a piece of celotex. Before the canvass is launched, obtain the house numbers of the area and place them on the maps and on corresponding cards. These numbers can usually be found in a city directory. If not, two people in a car, driving slowly down the street, can quickly jot them down.

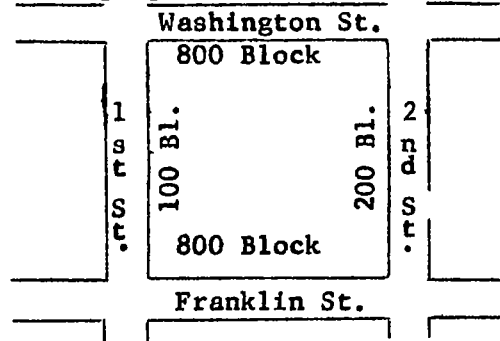
Since this canvass is planned to be conducted immediately after the Sunday morning worship service, have canvassers bring a sack lunch and provide a nursery for canvassers' children. Final instructions and assignments can be given while lunch is being eaten. Thus, actual canvassing can begin by one o'clock. Early Sunday afternoon has been found to be the most successful time because it is most convenient for the canvassers and more folk are at home from one to two thirty Sunday afternoons than later on. The canvassers go to their task fresh from the inspiration of the worship service. The wise pastor will take special pains to address the group in the language of inspiration and encouragement.

3. Instruction to Canvassers

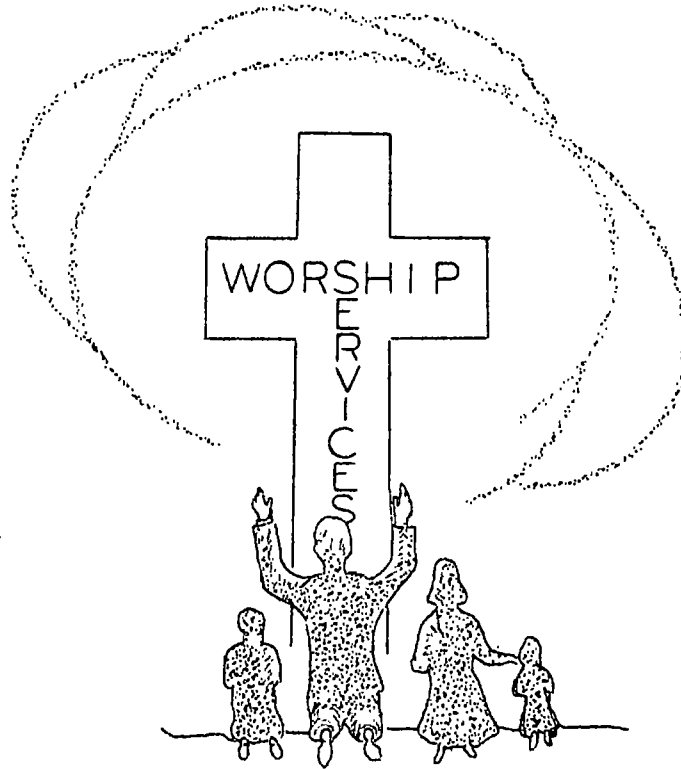
Canvassing day has begun. The group has had prayer, received their assignments, have their kit of materials for the friendly community canvass which contains advertising material, prospect cards, block map and gospel tracts. The pastor has already given the final instructions and answered last-minute questions. The group breaks up into teams of two. Jesus' method in assigning the inexperienced was to send them out two by two. However, the disciples were capable of going alone after they had some experience. If the canvassers go two by two, it is wise for the pastor to pair them off so that the weaker goes with the stronger, etc., as mentioned in the previous instruction.

First, let us admit that it is unpleasant to ring a doorbell while feeling that a call will be resented. If this were not true, speciality salesman would keep our doorbells ringing all day long. But we have no gadgets nor vanilla to sell the people! Why, then, should we be resented? Perhaps we are mistaken for representatives of some cult, ready to press our peculiar dogma upon everyone we meet. Such obnoxious religionists have been ringing these same doorbells for years.

We can tell our canvassers frankly that, unless we too make ourselves obnoxious, the call itself will be pleasantly received by at least 19 out of 20 homes, and the one exception will not be harsh. See Visitation Blueprints for instruction on how to conduct your visit.



CAPITALIZE



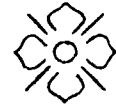
WORSHIP PROGRAMS here are designed to follow the theme of each particular Sunday. We urge you to use them each week! Departments and classes will have their own ideas to add, too.

The PRE-SESSION and DEPARTMENTAL PROJECTS are for your convenience to help you promote friendliness in your Sunday School.

Encourage everyone to be FRIENDLY! Wear Hi Neighbor badges every Sunday! Promote the search for "Mr. Friendly" (Miss or Mrs.) Give visitors a token of appreciation from the "Welcome Wagon"! Have everyone greet one another with a "Hi" or a "Howdy." Encourage friendliness by singing enlargement choruses!



Enlargement Choruses



HI NEIGHBOR!
(tune: Hi Neighbor)

Hi Neighbor! Hi Neighbor!
We welcome you - to our Sunday school
Hi Neighbor! Hi Neighbor!
We'd like to express - the good golden rule.
First we'll give a smile
 then a handshake or two
Next a word of greeting
 you'll never feel blue.
Hi Neighbor! Hi Neighbor!
It's time to say - and say Hi!

(When you come to the part of the chorus
that says smile, handshake and greeting,
greet visitors and do as song says.)

IT'S A GOOD TIME TO GET ACQUAINTED
(tune: It's a Long Way to Tipperary)

It's a good time to get acquainted
It's a good time to know
Who is sitting close beside you
And to smile and say "hello"
Goodbye lonesome feeling
Goodbye glassy stare
Here's my hand, my name is _____
So put yours right there!

(Everyone inserts his own name at
the proper time.)

It Isn't any Trouble to S-M-I-L-E
Friendship with Jesus

What a Friend We have in Jesus

Welcome Absentee

October 1

HYMNS: As a Volunteer, Faith is the Victory

SCRIPTURE READING: Acts 1:8, 2:47, 6:7 and 8:4

PRAYER:

WELCOME VISITORS: Make a special effort to make all returned absentees feel welcome.

DIALOGUE: Getting Back Those Absentees

COMING ENLARGEMENT PLANS: Promote Family Visitation, Prayer, Phone Brigade, "Mr. Friendly" Award, etc.

VOCAL OR INSTRUMENTAL: I'll Go Where You Want Me to Go

CLOSING HYMN: Stand Up for Jesus

GETTING BACK THOSE ABSENTEES

(By two young people)

Place two chairs on the platform. A and B appear from opposite sides of platform.

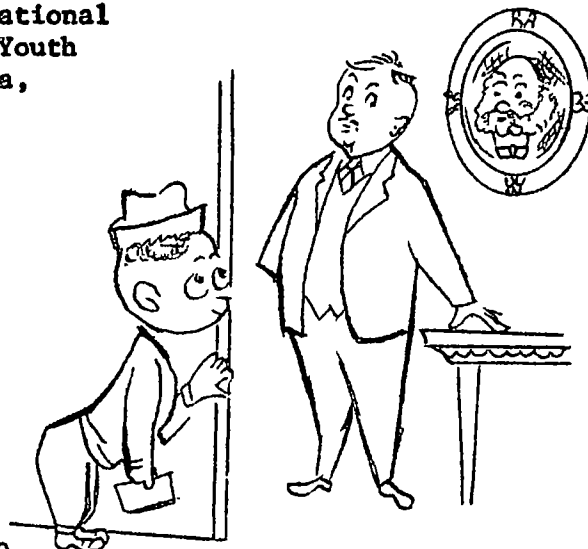
A: HI! Where were you last Friday night? We missed you at basketball practice.

B: Yes, I'd like to have been there, but I was with our Sunday school teacher calling on some absentees. You know Jim and Phil haven't been to Sunday school in three months.

A: You calling? That's a switch! What brought this about?

B: Well, I got to thinking about the sermon our pastor preached last Sunday and you know, it's time we realized our position in this world of ours as Christians. It's true we need a national physical fitness program and this Youth Peace Corps seems to be a good idea, but I've been thinking that the biggest need today is for Christians to be willing to become life-line teams. They need to win the lost and those who are gradually drifting away from the church.

A: It seems to have paid off. We had young people here today I haven't seen in a long time! Well "willing worker" what else did you decide?



- B: Oh yes, "Teach" and I got to talking about this business of making people feel welcome and at home once they get here. You know, I think this is the biggest problem our church faces. I feel if we have a genuine concern for others, we will naturally want to show ourselves friendly.
- A: Yep! But, guess some of us get a little shy at times. Don't want people to think we are too forward!
- B: You! Too Forward! That's a laugh! You didn't seem to have any trouble making your acquaintance with that cute new blonde two weeks ago! Ha!
- A: Well, of course there's one's reputation at stake in a case like this. But I think you know what I mean. We'd all like to be more friendly and realize we should, but at times don't quite know how to go about it!
- B: That's the reason we decided to meet with our Sunday school officers for a special meeting. We came across some ideas that will help us. First, we all know we are beginning our fall enlargement program this Sunday. Well, we thought we'd like to go along with the idea of having a mystery person on the lookout for the most friendly person to be crowned "Mr. Friendly" (Miss or Mrs.) when our program is over.
- A: Oh, I get it! In order to be friendly with the mystery person, everyone has to be friendly with everyone else! Good idea!
- B: Then too, we've got badges, songs, and lots of other things to help us become more friendly. Of course the final test of our friendliness and concern will be to see who will be willing to actually go the second mile by visiting their family, friends and shutins during the community canvass. That's where the big test comes in my dear ole pal! In fact, I'm getting kinda curious to see how much shoe leather you wear out. Of course, I can always try to arrange to place a nice looking girl here and there if that will help get you out.
- A: Don't worry about me. You keep up preaching the way you have to me and we'll win this whole state before you know it.
- B: Seriously, friend, we have a big challenge before us! I wonder if God isn't giving us all our "last chance" to prove the things we have been saying to Him all these years. Do we really love Him? Do we really love the lost? Are we willing to do even 1/4 of what the Communists are ready to do for Satan's cause? God help us in these perilous days - not to do less than our best!

CAN WE DO LESS?

Because lost souls in sin today
 May die and never know
 That Jesus shed His blood to pay
 The debt of sin they owe,
 Can we do less than give our all,
 Whate'er His will may be,
 And answer when we hear His call,
 "Lord, here am I, send me?"

Welcome Family

October 8

HYMNS: Wonderful Words of Life, Faith of our Fathers

SCRIPTURE READING: Deuteronomy 6:4-9

PRAYER:

SPECIAL MUSIC: I'm a Child of the King , A musical family combination (vocal or instrumental), if possible.

WELCOME VISITORS: Have members introduce visitors they have brought; tell relationship if they are related. Sing welcome choruses! Emphasize the importance of winning our family to Christ and inviting them to church!

ENLARGEMENT ANNOUNCEMENTS: Promote Class Visitation, Prayer, Phone Brigade, "Mr. Friendly" and all other coming plans!

TESTIMONIES: Have outstanding leaders of your church tell the influence their families have been in their becoming Christians.

DEVOTIONAL: Family Life

CLOSING HYMN: Blest be the Tie that Binds

FAMILY LIFE

Present a token of appreciation to the largest family, youngest member, oldest member, etc. Someone could speak on "The Highchair" and "The Lowchair" (this could be done by the youngest Christian and the oldest Christian in the Sunday school). Or, have several people read the following quotations on family life:

You may elaborate on these if you wish.

1. The trouble with family life today is that so many homes have become mere filling stations.
2. No act in the home is trifling if it means love; nor is it a trifle if it means the lack of love.
3. The Christian family is a dress rehearsal for Heaven.
4. We will have more obedient children when we have more disciplined parents.
5. Our families are the people we love the most, but whom we grumble at the most.
6. Home is the place where the great are small and the small are great.

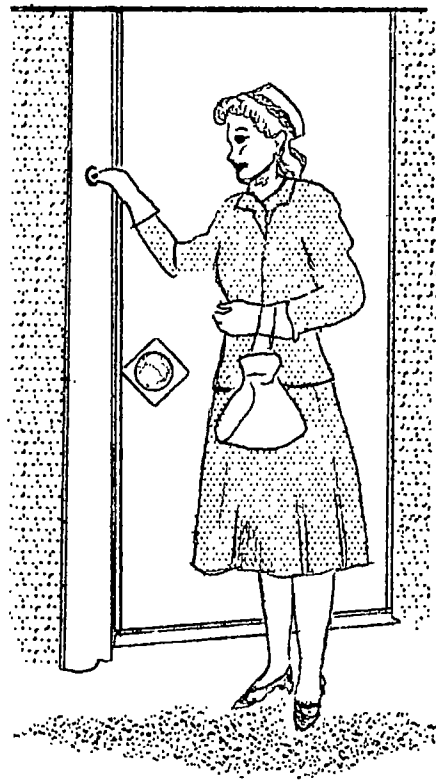
A VISIT

One day I rang a doorbell
In a casual sort of way,
'Twas not a formal visit
And there wasn't much to say,

I don't remember what I said--
It matters not I guess--
I found a heart in hunger;
A soul in deep distress.

He said I came from Heaven,
And I often wondered why;
He said I came to see him
When no other help was nigh.

It meant so little to me
To knock at a stranger's door,
But it meant Heaven to him
And God's peace forevermore.



HYMNS: What a Friend, Friendship with Jesus and I Would be True

SCRIPTURE READING: Proverbs 17:17, 18:24, 27:10, James 2:23 and 4:4

PRAYER:

WELCOME VISITORS: Have those who brought visitors introduce them! Sing welcome songs.

ENLARGEMENT ANNOUNCEMENTS: Promote Shutin Visitation, "Mr. Friendly" Award, Prayer and Phone Brigade

DIALOGUE: Friendliness Discussion

QUARTETTE: I'll be a Friend to Jesus

CLOSING HYMN: Saviour, Like a Shepherd Lead Us.

FRIENDLINESS DISCUSSION

A. Have you ever wondered: Who is a friend? What qualities make a friend? Let's hear from several young people who feel they have an answer. (Give these statements to four young people in advance.)

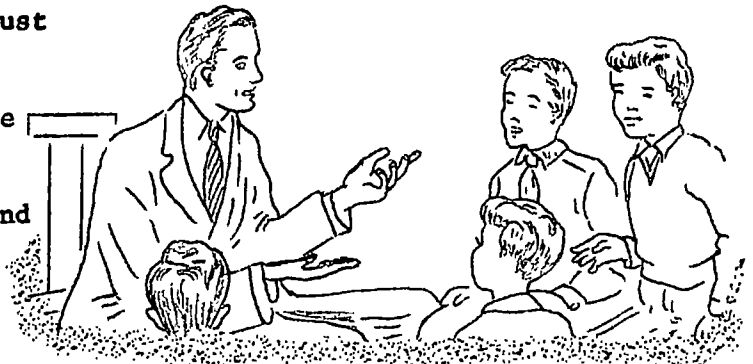
1. A friend is unchangeable. I know he'll be the same tomorrow as he is today.

2. A friend is true. You can trust his every action and word.

3. A friend is understanding. He seems to feel as you do.

4. A friend is helpful. "A friend in need is a friend indeed."

B. The only person we know that fits all of these requirements is our friend, Jesus Christ. He's the same, yesterday, today and forever. He's true; the way, the truth and the life. Touched with the feeling of our infirmities and a very present help in the time of trouble!



Even though we may not have all these attributes or know of anyone who does, we should each strive to have them. And, we should be thankful for the friends we do have. There is a proverb which says "They are rich who have two friends." The Lord Jesus found time to be friendly and to make friends. Let us appreciate our friends and if we love them, we will want to win them to Christ. Do you know any one in your community who might be hungry for friends? What kind of a friend are you?

BE FRIENDLY

You may not stand in halls of fame
With many honors to your name;
You may not own a lot of wealth,
Nor even have the best of health;
You may not reach some earthly throne,
Nor claim a palace of your own;
You may not master some great art,
Nor rank with those the world calls smart,
But, you can be friendly.

You may not be a scholar great,
Nor with the learned highly rate;
You may not wear a pretty face,
Nor fill a great, important place;
You may not write a book or song,
Nor have the praises of a throng;
You may not ride in Pullman cars,
Nor reach through eloquence the stars,
But, you can be friendly.

Yes, friendly with your folks at home,
And friendly where you chance to roam;
Quite friendly all along the way
With those you meet from day to day;
For people know it's well worth while
To wear a kind and friendly smile,
And reach to them a friendly hand,
However great or small they stand -
Yes, you can be friendly

-- Walter E. Isenhour

Welcome Shutin

October 22

HYMNS: Make Me a Blessing, Help Somebody Today

SCRIPTURE: Zechariah 7:8-14, Deuteronomy 15:11b

PRAYER:

WELCOME VISITORS: Introduce all visitors and give special recognition to shutins who do not regularly attend.

ENLARGEMENT ANNOUNCEMENTS: Promote Community Canvass following morning worship, also "Mr. Friendly" Award and general friendliness, Phone Brigade and "Open House" next Sunday afternoon.

DEVOTIONAL: Our Forgotten Neighbors

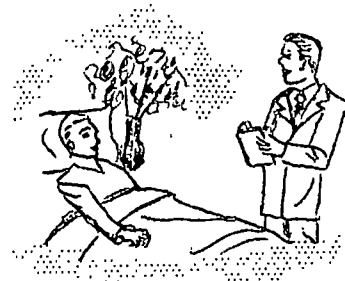
CLOSING HYMN AND CHORUS: I Would be Like Jesus, Jesus Never Fails

OUR FORGOTTEN NEIGHBORS

You can make a tape recording, bringing messages from the homes, hospital, prison, old age homes of shutins (to be played instead of the devotional). This can prove a great blessing. Or, this service can be recorded and played later in the homes of all the shutins you visit at a later date.

Biblical Neighbors

1. The Rich Man and the Poor Man, II Samuel 12:1-6
2. The Pharisee and the Publican, Luke 18:9-14
3. Lazarus the Beggar, Luke 16:19-31
4. Herod the King, Matthew 2:1-18
5. Woman of Samaria, John 4:1-26
6. The Priest and the Levite
compared with
7. The Good Samaritan, Luke 10:25-37



Today's Neighbors

Name those neighbors likely to be overlooked as we go about our busy lives.
Read Matthew 25:31-46

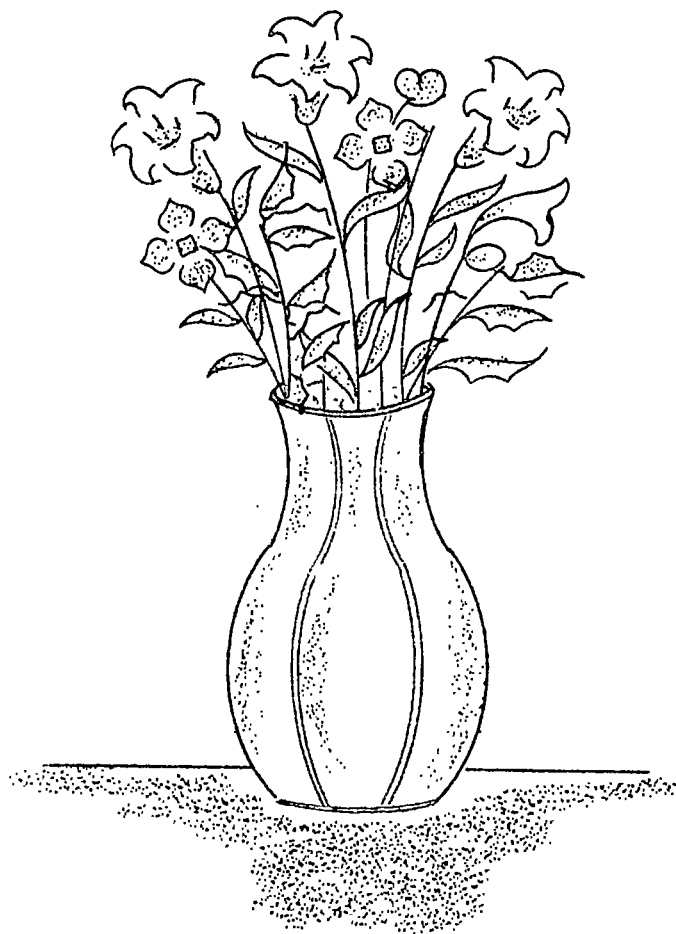
1. How does this apply to our being good neighbors?
2. Just what should we do for those who are confined to hospitals, orphanages, old peoples homes or prisons?

3. Are we likely to find the well-to-do in need of a neighbor?

4. What should we share with the needy?

FLOWERS TO THE LIVING:

Do you have folk today that can never come to Sunday school because of health, age, work? Why not present a flower or some token to them to remember this occasion by.



Welcome Community

October 29

HYMNS: We've a Story to Tell to the Nations, Sweet are the Promises

SCRIPTURE READING: Luke 19:10, Matthew 28:18-20 and Acts 1:8

PRAYER:

WELCOME VISITORS: Give recognition not only to the first timers but to those who have been coming since the beginning of the program.

ENLARGEMENT ANNOUNCEMENTS: Announce "Open House" if you plan to have one. Visitation and Follow-up of Community Canyass.

DEVOTIONAL: Christ and His Community

CLOSING HYMN: Work for the Night is Coming or Tell it Wherever You go

CHRIST AND HIS COMMUNITY

Luke 2:11 - The beginning of a visit! The most phenomenal in history! Then He began to visit...teaching...preaching and healing. Matthew 9:35.

1. He Visited in the House of the People. In every village and city Christ went into the homes of the people. His first miracle was in a home. He healed the mother-in-law of Peter in a home! He feasted with the publicans and sinners in the home of Levi! A woman washed his feet with tears in a home!
2. He Sent His Disciples into the Homes of the People! Matthew 10:6, Matthew 10:12 and Luke 10:5 These show how he specifically sent his disciples into the homes of the people.



3. He Made Wayside Visits. As Jesus was journeying from Jericho to Jerusalem, he came upon two blind men sitting by the way...he was moved with compassion and healed them. On his way to visit Jairus...he paused long enough to heal a woman with an issue of blood. In this way he not only healed the sick of their bodily sickness but the soul as well.
4. He Visited Specific Individuals. Luke 19:5.- He visited the house of Zacchaeus.
5. He Visited Family Groups. Jesus made frequent visits to the home of Mary, Martha and Lazarus. These were more than personal calls. They were for encouragement and inspiration. John 11.
6. He Visited Crowded Places. The shore of Galilee...the pool of Bethesda... at the tax collector's office...anywhere the crowds were, you will find Jesus!

SHOULD WE NOT DO THE SAME?

Who can tell what the future holds for someone we invite to Sunday school?

The deacons of a certain church did not like the work of their pastor during the previous year. They met him one evening and said, "We love you, pastor, but we think you ought to resign. No one has been saved this year."

"You forget," said the pastor, "that little Bobby Moffat came to the Lord." Too many had overlooked the salvation of that one little boy.

A few years later Bobby Moffat came to his pastor. "Do you think I ought to learn to preach? I feel I ought to," he said.

Because his pastor encouraged him, Bobby tried and succeeded. He was the Robert Moffat to whom the King of England and Parliament rose in respect when he returned from the great missionary work he had done in Africa.

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Nursery and
Beginner
Departments

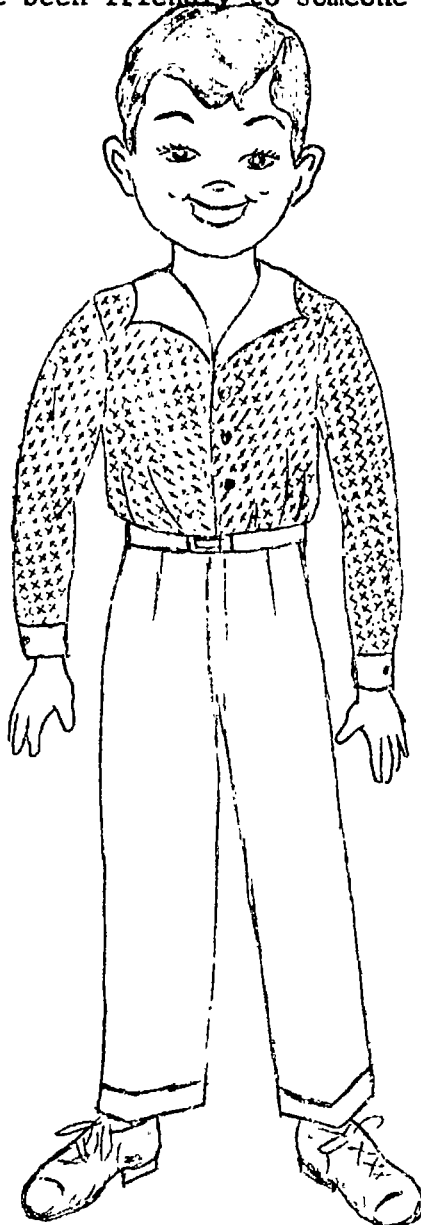


MR. FRIENDLY VISITOR

Pre-session and Departmental Project

INSTRUCTION:

The Nursery and Beginner children are too young to comprehend contests and complicated projects. However, they are old enough to understand that God wants them to be friendly with others. The following will encourage regular attendance and friendliness. The idea is to make "Mr. Friendly Visitor" by adding a section of his body each Sunday they attend and can show how they have been friendly to someone the past week.



FIRST SUNDAY . . . head

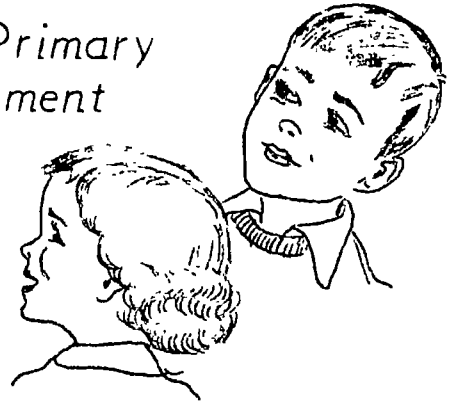
SECOND SUNDAY . . torso

THIRD SUNDAY . . . arms

FOURTH SUNDAY . . . one
leg

FIFTH SUNDAY . . second
leg

Primary Department



I WILL BE FRIENDLIY

Pre-session and Departmental Project

INSTRUCTION:

Primaries are very "friend" conscious, and they can understand the advantage of being friendly. They have started making friends outside the scope of their family and can be encouraged to invite their friends to Sunday school.

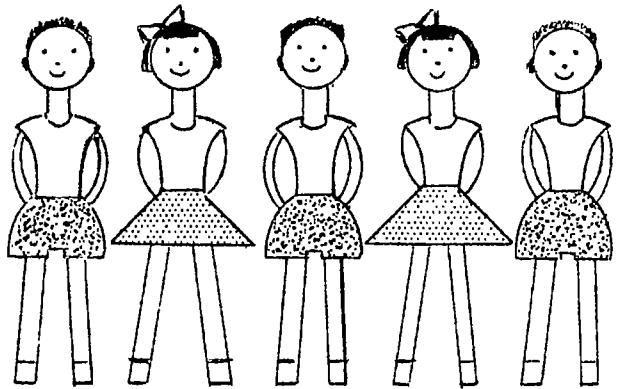
Form a "Friends Club" and encourage each pupil to continue to be friendly every Sunday. Print special invitations for the students to use to invite their friends to Sunday school.

Make individual achievement charts. Print "Jesus Wants Us To Be Friendly" on the top of each sheet. Write the name of the pupil on the lower portion. Just above the name print "I Invited These Friends To Sunday School."

As the owner of the chart brings a friend to Sunday school, place a small figure of a boy or girl on the chart. Write the name of each visitor on the corresponding figure to give them special recognition.

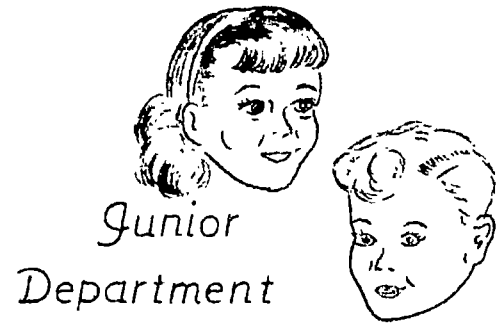
Give some award token to the primary who brings the most visitors during the program.

J E S U S
W A N T S U S T O B E
F R I E N D L Y



I INVITED THESE FRIENDS TO SUNDAY SCHOOL

NAME: _____



M Y F R I E N D S

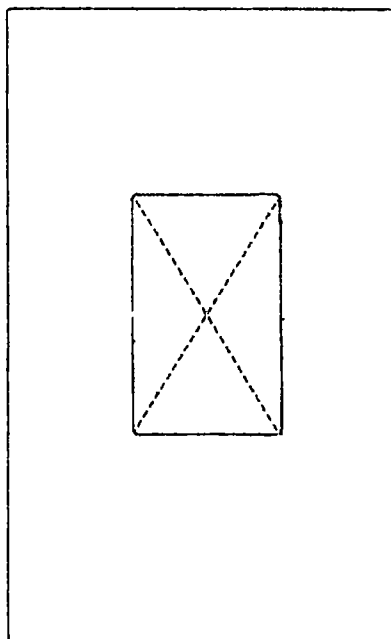
Pre-session and Departmental Project

INSTRUCTION:

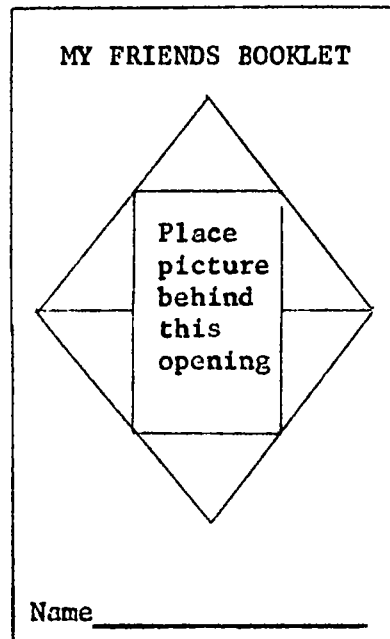
Picture booklets can be real incentives to encourage regular attendance and friendliness. Prior to the enlargement drive, plan a day to take pictures of all pupils, along with their teachers. Obtain a picture of the church and a picture of the pastor. Develop enough copies so every child will have a copy of each. Provide materials so that every pupil can make a five page booklet. Staple the books together or tie with ribbon. Pages can be lettered as follows:

- Front cover: "MY FRIENDS" - Second page: "MY CHURCH"
- Third page: "MY PASTOR" - Fourth page: "MY CLASS"
- Last page: "MY VISITORS" A gold star may be placed on this page every time the child brings a visitor, or a polaroid camera picture can be taken and placed in the book.

The frames for pictures are made by preparing openings (see figure 1) slightly smaller than the pictures. Cut along diagonal lines from corner to corner and fold back the triangular portions (see figure 2). Secure pictures to reverse side with art corners.



(figure 1)



(figure 2)

Junior Hi and
High School
Departments



B E L L R I N G E R S a n d

D O O R K N O C K E R S

Pre-session and Departmental Project

INSTRUCTION:

To add interest in your enlargement drive, try a contest between the Junior Hi and High School departments. Call one department BELL RINGERS and the other DOOR KNOCKERS. Each time a pupil makes a phone call or knocks on a door extending an invitation to Sunday school and gets results, he scores for his side. Place the names of those who score on a chart and display in the auditorium. Mark each additional recruit alongside the names on the chart accordingly. Treat the department that wins to a special party, dinner, etc. . . .

o r

Give amateur poets an opportunity to compete in writing parodies on a familiar song, poem or saying, promoting friendliness and attendance to Sunday school. Use the songs and poems to promote your enlargement program throughout the church. Composers may give their creations at youth services, church services, etc. Offer some stimulating reward to the writer of the best parody.

PLEASE FILL OUT THIS REPORT AT THE CLOSE OF YOUR ENLARGEMENT DRIVE AND THEN
DETACH AND MAIL IN THE SELF-FOLD ENVELOPE. (Follow directions on reverse side.)

E N L A R G E M E N T P R O G R A M R E P O R T

FOURSQUARE CHURCH OF: _____ STREET _____
CITY _____ STATE _____ PASTOR _____
PERSON REPORTING _____ TITLE _____

1. Average attendance for October, 1961 _____
2. Per cent of increase over October, 1960 _____ %
3. Which Sunday recorded your highest attendance _____ ?
4. Check all the following suggestions you used:
 - a. Enlargement Calendar of events _____
 - b. Pre-session and Departmental Projects _____
 - c. Worship Program Suggestions _____
 - d. Advertising Suggestions _____

NOTE: Let us know how you conducted your visitation program. Special ideas you have used and have proved successful will be helpful; also, materials you would like to see made available. Write in the blank space below:

"THIS IS HOW WE DID IT"

Detach here