

## CONNECTING WITH LOCAL CHURCHES

### 1. Do Your Homework

- Know the church's mission/vision and burdens/challenges
- Know the church's history and ministry context/demographics
- Who are the leaders/decision-makers?
  - Lead Pastor?
  - Missions Pastor/Director?

### 2. Before You Meet

- Identify and articulate how you/ISI can help the church accomplish its mission/vision
- Call and make an appointment with the appropriate leader/decision-maker.

### 3. When You Meet

- Share what you understand the church's mission/vision to be, then ask him/her to clarify what you've missed or don't understand
- Ask what their greatest missional/vision needs/challenges are
- Briefly explain what ISI is about & how you/ISI can help them fulfill their mission/vision
- If he/she shows interest, ask for a follow-up meeting to share/explore strategies for their ISM and disciple-making mobilization.

### 4. After You Meet

- Send a thank-you email/note
- Confirm next appointment and agreed-upon discussion content/issues
- Send relevant documents/info for their review.

#### IMPORTANT:

- Know where you're meeting
- Dress appropriately
- Be prepared (relevant info/materials, appropriate questions of them)
- Be on time and respect their time
- Don't be pushy (listen carefully/take notes)
- Leave relevant materials and your contact info.