

Small Group Launch Training

Session 3

First Contact:

This session will give detailed specifics of how to establish contact with new HOSTS in a way that will encourage them and position you in their minds as an unexpected advantage. You will also learn what to do at the orientation in order to begin your new relationship well.

A. Begin with the End in Mind

1. Look for ways to make the Orientation itself a good experience.
2. Look for ways to help your HOSTS fit in and connect at the table.

B. Make the best first impression.

1. Call to connect and invite to the HOST Orientation

"Hi, this is Mark Howell from Adventure. Is this Bob? Hey I saw that you signed up to be a HOST. That's great! We're so excited about what God's going to do with One Month and the part you'll be playing.

You should have gotten a letter this week from Pastor Rick. Have you figured out which orientation you'll be attending?

Perfect! I'm hosting a table at that orientation. Why don't you sit at my table?"

- a. Be friendly and easygoing
- b. DON'T introduce yourself as their coach or community leader
- c. Have the answers you need (date, time, location, childcare, etc.)
- d. Don't be afraid to "get back with them."

C. What to do at the Orientation

1. Be friendly.

2. Help them connect with the other new leaders at the table.
3. Once you're recognized by Pastor Rick, take advantage of the time by getting to know them and their regular weekly routine (what service do they attend, what does their normal day look like, what day of the week is their group meeting). **TAKE NOTES!**
4. Your objective is to get to know them AND establish a "best time to connect" on a weekly basis.

D. How will define a "win" in this effort? Two ways:

- The new HOSTS will feel supported and encouraged (determined by a survey taken in week 5 of the launch series)
- We will sustain at least 70% of the groups launched