

Staying with the We Care program

Be on the same page. Train soul winners. Stick with the flowchart.

A talk to the Cadre before a campaign lab. About forty-six minutes. Larry West, director. The point is not to compare the approaches we each already use. The point is what we must do that is the same — so the local church can learn one way, and keep it when we leave.

Why stay with the program

Some of you come from other soul-winning events and trainings. The challenge is to bring those things into this approach — not to replace it. Larry says he feels that challenge himself. Since this was put together he has grown, learned more of the Word, had more experiences. He has had to discipline himself to stay with the program.

We Care has three or four goals: win souls; train soul winners; edify the local church; and solidify a friendly relationship between the community and the congregation. One of those is to train soul winners. That is the emphasis of this meeting. It will help later in Chattanooga, in Mesa, in Amarillo.

We do not need to discuss what each of us is already doing that is different. We need to discuss what we must do that is the same. Different personalities, different backgrounds — that is reality. Marshal yourselves. Come together.

Tonight, in the small groups, we all need to be teaching the same thing, and frankly the same way. Consistency. Most Christians we are called in with have no approach at all. They are like little birds. We do not need to un-teach anybody. They do not have a way.

Don DeLukie, Jackson Street in Monroe, a friend of thirty-five years, told his congregation: I have three feet of books on soul-winning in my office, and not one of them will tell you how. Then he said he thought Larry West and We Care had the best thing going. Three feet of books, and none of them tell you how. So the brethren do not have a way. They do not need to sit in one small group and hear one approach, then another group and hear another.

Two preachers in Alabama: we went to an evangelism class at the college in Florence. We came out with a book that thick of all the approaches. We had not mastered any of them. Preachers call: I have heard this approach and that one. I still do not know what to do. That is why we all need to be on the same page — in the lab tonight, and on the street, so that whoever's team they go with, they hear the same thing.

Local people come back after a campaign: Larry, he doesn't use your approach. Larry, I was out with that team; she didn't use that approach. It is hard, as director, to go to a surrendered servant in the Cadre and say you are not using our approach. But it is a problem. After we leave, the new people still do not know how. They are confused.

When you blow it, say so

Sometimes you get started with somebody and cannot get back on track. Larry has had that. Pull the team aside: I'm sorry, y'all. I blew it. That was not the approach. Let's see if I can do it next time. That tells the ones you are training: we do have an approach. We do have a plan. Plan your work. Work your plan.

Personality is not the method

Different personalities, different strengths. Billy Preston, a schoolteacher in the Cadre, can sit a person down without offending them: all right, here's what you do. That is her gift. You may have it too, and you may still win souls that way. Yes. The challenge is that you are also trying to train somebody, and they are not seeing consistency. Marshal yourself to do what we are all trying to do, so you can train. If training were not a goal, we could all hit the street and do our own thing. It is a goal.

Some Cadre write the interview down as they go. Larry cannot. It offends people when he does it. What is a strength in one person is a weakness in another. As best you can, do the approach. The charts.

Some have come up with flip charts. That takes away from the casual interview. We want the transition from interview to presentation to stay a conversation. We do not want, after a casual talk, to start preaching at them. Flip charts lend themselves to that. Some can get away with it in some situations. Work toward the same thing.

We do not need to discuss what we each are doing that is different. Our goal today is to discuss what we must do, and how we can do the things that are the same. Only then can we train others.

Tonight comes before tomorrow night. Tonight is the flowchart. Tomorrow night is the gospel presentation. Hold comments until we are on that subject.

The spirit that prevails everything

First item to be on the same page about: spirit. We Care has a spirit we all cherish.

- We do not want to leave anything but a friend.
- We are non-threatening. Kind. Courteous. Loving.
- That is why we call them We Care campaigns.

Larry has had to ask some to leave because they did not have that spirit. Loved them to death, but they did not communicate it, and they embarrassed some of us. Hard to say I demand you love one another — but there is an insistence that we have that prevailing spirit, so it does not embarrass any of us, and so we leave a good attitude between the community and the local church. That attitude has to transition from the flowchart into the gospel.

Beginner, intermediate, advanced

Grade yourself. Beginner. Intermediate. Advanced. Wouldn't it be great if we could put the members we are training into those three, and work with them accordingly? Some have taken the materials and the videotapes since the seminar and arrived already moving. Most of the people we train are beginners. Some come in mid-campaign, brand new. Some have been with us every day and by the middle are grabbing hold.

Wouldn't it be wonderful to pull the advanced aside for alternate closes — they already know the ABCs of the flowchart and Acts 22:16 — while the beginners are still in elementary school? That is true of the locals. It is true of the Cadre. Work toward that. Scratch where you are itching.

It has been the same since the mid-eighties

Chuck passed out the magazine article from 1992. Do not read it in the meeting. It is in your hands so you can see: sixteen years later, we have only tweaked it. Same approach. Same follow-through. The chain reference in that little New Testament is the same list we use today. Stick with the original as close as you can. Other Cadre are trained in this. A lot of churches have been left trained in this.

More than 150,000 of those little New Testaments, sold since the mid-eighties. The comic book: tenth printing of 10,000 each. Used in Bible studies, preacher schools, other trainings, other languages. We do not want to change it any more than we must. Concentrate on sticking with the program.

Ask the question

To stick with the program: ask the question. The people you are training need to see you ask it. Locals step up: the fellow or the lady I was with never got to the question. Then you started on the wrong foot. You have to ask the question. That is where you start conversation. That is where you change the subject and get into salvation dialogue.

When you step away from the door — maybe after two or three — say to your team: Did you see the approach? I asked her the question. Did you notice she did not answer? Did you see how she changed the subject? Did you see how I circled back and asked it again? Repetition. This is the approach. This is where I need to start.

If Peggy or Ruby assigns you as silent partner to a beginner who is listed as team leader, and they do not ask the question — do not do it in front of anybody. Step back to the street. Kindly, lovingly, address it. That helps the beginner among us and the beginner from the local church. Ask the question. Please be sure and ask the question.

Some situations, all you can do is leave a friend. Always leave a friend. Make a good contact for the church. "I'm in a hurry." Then you do not ask the question. Point it out to your trainees: I didn't ask it. I wanted to. He stopped it before I got there. It was not the setting. Point it out.

Get the question out of their mouths

How do we train people to make this natural? Lab starts before the door. Ask the local folks: here's the question. Let me hear you ask it. Sometimes we tell them what to say and never hear them say it in a protected place. Repeat after me. Count them one and two. One, you say it to two. Two, you say it to one. They see each other doing it. It takes the threat away. They are not by themselves. Jim said that. Do it.

The whole point of breaking into groups is to get them loud. They are to say it. Facilitators talk too much. Take a small bite. Just the question. Not their answers. It is a shame we have to do that with mature Christians. They do not have a way. When someone demonstrates, do not throw a curve. First grade before seventh grade. Take the threat away. No curves.

How you stand there

You are not the World Book salesman with both briefcases, can I come in, sit at your kitchen table, I've got books to sell. Body language. Eye contact is good. How are you and the Lord doing today? Come in close, then back off, give them room, look off, give them a break so they do not feel pressed. The Bible says He is going to come one of these days. We have got to be ready. What if He were coming today? Are you ready? Make it a positive time.

Some of us come on too strong. Some not strong enough — so evasive the person is not even sure you asked a question. Middle ground. Come on, then back off a little. We change the subject with friends all the time — from the car to hunting. We just change the subject.

No what-ifs. ABCs first.

On the flowchart under the question, three usual answers. Start on the left-hand side. Number twos: you are not interested. Give the Christian a chance to leave a friend. Do exactly as the chart says. Get the feel of the ABCs before any curves.

The what-ifs are the exceptions. We are not going to talk about exceptions. We are going to talk about the plan. Plan your work. Work your plan. No what-ifs.

A man stepped up last night: what if you got an atheist? We are trying to get to first base. Everybody wants the unusuals when they cannot get to first base. Be kind. Insist: no what-ifs. Start the session with that so you stop them before you get started.

Have them read the flowchart. Read it. Pull it away. Now what did you learn? Do it again without looking. Elementary. That is what they need. Then progress left to right, slot by slot. Facilitators explain too much. They come away having heard another lecture. Get them to say it. It is lab. Get their hands in this frog. Present it, read it, pull it away.

Bill's dad would buy a new tool: don't you touch that until I show you how to use it. Tonight we are not motivating the tool. We are showing how to use it. Before the doors, learn the flowchart. It will vary at the door

— vary from what? If they do not know the flowchart, they do not know what they are varying from. Tonight: the chart. Tomorrow night: the doors. Know it before you vary.

Treat adults with that same simplicity — without suggesting they are children. We all need that simplicity.

Facilitators tonight

- Different levels in every group. Some pick it up at once. Some lag. Be sensitive. Do not expect everyone to advance at the same speed.
- Shoot for three in a group — four if we go to pairs. Ten or twelve is too many.
- Watch the tape over and over. Cadre have said: I would go out, see a situation, come back, watch it again — there it is.
- If you are Cadre and not the facilitator, remain quiet. Do not interfere. Be a silent partner this time. (Tommy.)
- Go all the way across the top of the chart, then the middle, then the bottom. That is the M.O.
- Give a ten-to-fifteen-minute break. Coffee, restroom, stand up. Start at six. Two and a half hours is long enough. Try to be out about 8:30. Tomorrow night is the gospel.
- If you get through early: go over it again. There is value in repetition.
- If someone in the group is derailing you — chasing rabbits — come to Larry. He will walk over, take them, give them another facilitator. You get back on track with the two who are paying attention. (Marco.)

Bill wants a little time this afternoon on AfterCare. Between now and two o'clock — do not all go to the same restaurant or you will never get back — think: where on the flowchart do you have a bottleneck? Where have you seen others struggle? What do we need to be doing that is the same in training? Focus: the flowchart. Lab tonight and tomorrow night.

Be on the same page. Ask the question. Stick with the program.

Edited from Larry West's Cadre talk, Staying with the WCM program (~46 minutes). Names and places as spoken: Don DeLukie, Billy Preston, Jim, Tommy, Chuck, Marco, Peggy, Ruby, Bill. We Care Ministries, White's Ferry Road, West Monroe, Louisiana.