

WARMING UP FOR THAT FIRST VISIT

Would a 100 meter sprinter toe the line without first jogging, stretching, and relaxing those muscles? Athletes of all kinds know the importance of staying relaxed. That is the way they achieve maximum performance.

Warming Up for a Prospect Visit

1. Understand what you are about to do. Your purpose is no more and no less than presenting your prospect with an opportunity to participate in mission to others. You want to help your prospect know the joy of giving similar to the joy you have felt from your own support for mission.
2. Develop realistic expectations. Decide what constitutes success. A baseball player with a lifetime batting average of .300 is likely to make it to the Hall of Fame.
3. Visualize the worst thing that could happen. A "no" answer is really "no, not now".
4. Carry with you a mental outline of your conversation. Put yourself in the prospect's shoes. You are a resource, not a task master.
5. Understand what you owe the prospect -- listening to their story, waiting for them to complete their thoughts, respecting their questions, remaining silent to draw them out, and developing your relationship with them as another child of God.

So relax. We are merely planting seeds. We are not the master builder responsible for constructing the Taj Mahal.

And what joy we will feel when one day those seeds sprout in perhaps the most unexpected ways! If we have not yet experienced that outcome ourselves, we have certainly heard many stories to convince us that it happens with great regularity. So, when you make that first visit, go with the confidence that comes from knowing that you are about your Father's work.
