



Becoming Trustworthy Stewards

Local Outreach Training

Course Introduction

Equipping Anabaptist Churches for Effective Local Ministry

Thank you for your interest in the Salt & Light Local Outreach Training. Please use the following link to listen to the overarching reason for the Local Outreach Training. Recording A1: Introduction to Training (3 minutes)

This Local Outreach Training is a self-guided set of seminar recordings with considerations for Anabaptist congregations desiring to get involved in practical, sustainable outreach to their neighbors and coworkers.

You'll find the SUGGESTED AGENDA FOR LOCAL OUTREACH TRAINING on page 2. On page 3 and 4 you'll find a brief description of every recording.

As you watch the recordings be prepared to fill out the related worksheets on pages 5-14.

It is recommended that you purchase, read, and incorporate the content of Gary Miller's book **Reaching America** into your group meetings. Available from www.cambooks.org or 330.893.4828

Part A Recordings

[A1: Introduction to Training \(3 minutes\)](#)

[A2: Introduction to Salt & Light Program \(25 minutes\)](#)

[A3: Do I Know My Neighbor? \(36 minutes\)](#)

[A4: Analyzing Worldviews \(33 minutes\)](#)

[A5: The Impact of Culture \(52 minutes\)](#)

[A6: Adapting to Changing Conditions \(54 minutes\)](#)

Part B Recordings

[B1: Learning to Categorize Needs \(24 minutes\)](#)

[B2: Practical Steps of Salt & Light \(49 minutes\)](#)

[B3: Adult Learning Facts & Truths \(28 minutes\)](#)

[B4: Using Salt & Light as a Tool for Outreach in the Kingdom \(44 minutes\)](#)

[B5: Consensus Building in your Congregation \(44 minutes\)](#)

SUGGESTED AGENDA FOR LOCAL OUTREACH TRAINING

Task 1: Coordination In-Person Meeting 1:

1. Review training content.
2. Determine which venue you will use for the training such as midweek prayer meetings, winter or summer Bible schools, outreach committees, local church leadership, small groups, or personal use.
3. Determine your objectives/goals for outreach and the Salt & Light course in your community; determine who will participate in the training.
4. Agree on a schedule for the training completion.

Task 2: Group or Personal Assignment:

Watch Part A seminar recordings (six recordings- Exhibit A) and complete worksheets (Exhibit B) after watching each recording.

Task 3: Coordination In-Person Meeting 2:

1. Have group discussion of each person's completed worksheets from the Part A recordings. Note what you have learned or hope to apply from the Part A recordings.
2. Continue to discuss your local objectives/goals for outreach and the Salt & Light course in your community.
3. Begin discussing likely participants/attendees for your first Salt & Light course and decide who will communicate with each prospective participant to determine interest.

Task 4: Group or Personal Assignment:

Watch Part B seminar recordings (five recordings- Exhibit A) and complete worksheets (Exhibit B) after watching each recording.

Task 5: Coordination In-Person Meeting 3:

1. Have group discussion of each person's worksheet responses from Part B recordings. Note what you have learned or hope to apply from the Part B recordings.
2. Determine next steps, including:
 - A. When do you hope to start the first Salt & Light course in your community?
 - B. Who from the congregation and the local community will participate?
 - C. Who will facilitate the course?
 - D. Where and what evening of the week will the course be held?
 - E. Who do you know such as coworkers, neighbors, friends, etc. that could benefit from this teaching?
 - F. Will you print the handouts and distribute to friends and acquaintances?

If watching the recordings personally, we encourage husband and wife couples to participate in the training together; being "missionaries" or local outreach workers in our own communities does impact the home and it is good for both marriage partners to plan and ponder these matters together. Ideally, three to five or more couples from the local congregation participate in the training.

EXHIBIT A

Part A Recordings

1. Introduction to Training (3 minutes)

Brief review of the overarching purpose of the course.

2. Introduction to Salt & Light Program (25 minutes)

Vision and goals of Salt & Light to share truth with our neighbors and to understand physical poverty, the Matthew Principal, and how Mary from Milwaukee (who is afflicted with generational poverty) deals with it.

3. Do I Know My Neighbor? (36 minutes)

Do I really see my neighbor the way Christ does? Do I care about them the way He does? Do I live my life in such a way that if my neighbor is struggling, he would reach out to me?

4. Analyzing Worldviews (33 minutes)

What is a worldview and how was mine developed? Is my worldview much different than my neighbors' who struggle to provide for their families? Is it possible that my worldview is not perfectly aligned with the Word of God? Can my worldview change in a month? A year?

5. The Impact of Culture (52 minutes)

How does culture impact our views such as fatalism or what is sometimes called the "cause/effect" view? Is it true that the cause/effect culture creates a lack of compassion and humility? Do our differing worldviews create obstacles to outsiders becoming a part of our congregations and staying long term?

6. Adapting to Changing Conditions (54 minutes)

Do our neighbors really believe we have what they need for the deepest needs in their lives? Is the typical American in a different place spiritually than they were 50 or 100 years ago? Do the young people growing up in our neighborhoods know who Jesus is? Does the contaminated name of Christianity in the American spiritual landscape warrant different methods of reaching out?

Part B Recordings

1. Learning to Categorize Needs (24 minutes)

Let's face it: not all needs are the same! Am I being a good steward of the resources God has poured into my life if I am not evaluating the need and then endeavoring to be effective in reaching my neighbor?

2. Practical Steps of Salt & Light (49 minutes)

A methodical review of the course material and how the participant guide works with the facilitator slides. We cover how to best facilitate the course, including practical ways to engage quiet participants, addressing dominating personalities, utilizing the "parking lot" method for off-topic subjects, encouraging better attendance, fostering group discussions, how to best ask open-ended questions, and more.

3. Adult Learning Facts & Truths (28 minutes)

All of us learn differently, but adult learning styles are much different than how we learned as children in school. In this session we will learn best practices in helping Salt & Light participants leave the course excited to implement what they have learned.

4. Using Salt & Light as a Tool for Outreach in the Kingdom (44 minutes)

In this session, we address commonly asked questions about Salt & Light: What is the best way to enroll participants in the course? Once we have participants enrolled, how can we be intentional and look for opportunities to have Jesus' teaching speak to the deepest needs in our neighbor's lives? How can we view obstacles as opportunities?

5. Consensus Building in your Congregation (44 minutes)

Does my congregation have a burden for the lost around us? This can be difficult; without the leading and blessings of the Lord, our efforts will not bear fruit. Ideas are shared on how to communicate lovingly and patiently with our brothers and sisters in Christ without losing our zeal and enthusiasm for reaching out.

NOTE: The worksheets (Exhibit B) should be completed during or after watching each recording.

Exhibit B

RECORDING A2: INTRODUCTION TO SALT & LIGHT—By Clyde Zimmerman

As you watch the recording, answer the questions, and then take to your next group meeting for discussion.

Content questions from the recording:

1. What are the two primary purposes of the SALT program?

2. What is known as the Matthew Principle and do you agree?

Application questions for your community:

1. Do you know of any “Marys” living in your community? If you want to help, what should you do first?

2. How can you help in a sustainable way that does not create dependencies?

3. What obstacles might you encounter in reaching out locally? How can you overcome them?

List at least two thoughts, ideas, or questions to be discussed with others taking this local outreach training:

1.

2.

Exhibit B

RECORDING A3: DO I KNOW MY NEIGHBOR—*By Joe Hess*

As you watch the recording, answer the questions, and then take to your next group meeting for discussion.

Content questions from the recording:

1. What Scripture from the book of Matthew is referred to and what is the key take-away?

2. To which parable was Jesus referring when He answered questions about who our neighbors are?

3. List the six items that identify ways our neighbors know us and form views or impressions of us?

Application questions for your community:

1. As you think of your neighbors or coworkers in your community, how many can you think of who would be good candidates for you to work with closely, and what are some things that you would do first?

2. Based on your past interactions, which of your neighbors or coworkers are likely to reach out to you to share their needs or challenges? How can you respond that does not harm your relationship?

3. What are some ways you could help your neighbors most effectively that would be sustainable long term? What are some things you believe you could learn from your neighbors.

List at least two thoughts, ideas, or questions to be discussed with others taking this local outreach training:

1. _____

2. _____

Exhibit B

RECORDING A4: ANALYZING WORLDVIEWS—By Gary Miller

As you watch the recording, answer the questions, and then take to your next group meeting for discussion.

Content questions from the recording:

1. Compare godly Christian men from African culture versus how godly Christian men from our own culture treat their wives and children.

2. Does anyone have a completely accurate worldview? What would a completely accurate worldview look like?

3. What are a few things that have developed the typical Anabaptist's worldview, and what are a few things that have developed the typical low-income American's worldview?

Application questions for your community:

1. If you were making a hiring decision in your community, would you hire the believer or the unbeliever referred to in the recording? Why?

2. What would you say are some of the most critical attributes when working with those that have very different worldviews? Why?

3. When working with the needy or low-income, what are some ways we can show the compassion of Jesus without making allowances for sin? How is that best done practically?

List at least two thoughts, ideas, or questions to be discussed with others taking this local outreach training:

1. _____

2. _____

Exhibit B

RECORDING A5: THE IMPACT OF CULTURE—By Gary Miller

As you watch the recording, answer the questions, and then take to your next group meeting for discussion.

Content questions from the recording:

1. What do worldviews typically produce and what are some consequences?

2. What are some differences between the cultures of "cause & effect" and "fatalism"?

3. What are some typical Anabaptist cultural obstacles?

Application questions for your community:

1. Regardless of where you believe your congregation is currently on the quadrants shown in the recording, what are some things that you can do today to move toward the New Testament ideal of an evangelist church family?

2. What are some challenges of reaching out cross-culturally locally? How can you work through them?

3. What are some ways that we can be more aware of what others from the community face as they attend our church services and endeavor to become members?

List at least two thoughts, ideas, or questions to be discussed with others taking this local outreach training:

1. _____

2. _____

Exhibit B

RECORDING A6: ADAPTING TO CHANGING CONDITIONS—By Gary Miller

As you watch the recording, answer the questions, and then take to your next group meeting for discussion.

Content questions from the recording:

1. What can we learn from the Acts 2 and Acts 17 accounts about sharing the gospel locally?

2. How many of the common responses in the survey of American Evangelical Christians apply to Anabaptists?

3. What are common "soil contaminants" and have you seen some of them locally?

Application questions for your community:

1. What are some "soil contaminants" in your local community and how can you avoid those mistakes?

2. As you think about your personal posture and platform of reaching out, in what areas could you improve?

3. As you view the list of what hurting Americans are really searching for, do you think you personally or your congregation are well prepared to offer some of these resources?

List at least two thoughts, ideas, or questions to be discussed with others taking this local outreach training:

1.

2.

Exhibit B

RECORDING B1: LEARNING TO CATEGORIZE NEEDS—By Gary Miller

As you watch the recording, answer the questions, and then take to your next group meeting for discussion.

Content questions from the recording:

1. List two reasons why you think our efforts to help others tend to fail.

2. What are the two types of needs referred to, and what are some differences?

3. What are the two Scriptures in the Old Testament about chronic needs? Do you think they apply today? Why or why not?

Application questions for your community:

1. If you were to help pay consumer debt for a man living in your community, how would that be a blessing or challenge to him long term? If you did not agree to help pay the debt, what could you do to show the compassion of Jesus and help him?

2. When providing relief for chronic needs, how does that change the recipient for better or worse? How does it change the giver for better or worse?

3. What are some examples of critical or chronic needs from your community? Please list one example of where it was unclear what to do and how it was handled.

List at least two thoughts, ideas, or questions to be discussed with others taking this local outreach training:

1.

2.

Exhibit B

RECORDING B2: PRACTICAL STEPS OF SALT & LIGHT—By Clyde Zimmerman

As you watch the recording, answer the questions, and then take to your next group meeting for discussion.

Content questions from the recording:

1. What are the five main categories of the Salt & Light curriculum?

2. When the facilitator is using the slides, where are additional instructions located while teaching?

3. What are some best practices when helping the participants of the Salt & Light course determining their operating guidelines?

Application questions for your community:

1. How will you overcome the typical Anabaptist tendency to provide everything—such as the evening meal, transportation, or even babysitting—to the point that there is nothing left for the participants from the community to contribute?

2. What are some pros and cons of having the group save money throughout the 12-week course?

3. What are some ways that you can continue a relationship and work with Participants after the course is completed?

List at least two thoughts, ideas, or questions to be discussed with others taking this local outreach training:

1.

2.

Exhibit B

RECORDING B3: ADULT LEARNING FACTS AND TRUTHS—By Clyde Zimmerman

As you watch the recording, answer the questions, and then take to your next group meeting for discussion.

Content questions from the recording:

1. What are six common ways to connect with adult learners?

2. As shown in the "Cone of Learning", what are the percentages of retention after two weeks for each type of learning environment?

3. What are effective ways of giving and receiving feedback with adult learners?

Application questions for your community:

1. What are some ways you will overcome the tendency to simply lecture Participants versus having them participate to increase retention and learning?

2. What are some effective ways to impart truth while still allowing people to express their thoughts and views?

3. What are ways you can continue to build long-term relationships well beyond the 12-week course?

List at least two thoughts, ideas, or questions to be discussed with others taking this local outreach training:

1.

2.

Exhibit B

RECORDING B4: USING SALT & LIGHT AS A TOOL FOR OUTREACH IN THE KINGDOM—By Joe Hess

As you watch the recording, answer the questions, and then take to your next group meeting for discussion.

Content questions from the recording:

1. What are some effective ways to enroll participants in a Salt & Light course?

2. What are the six ways Joe lists for intentional living that reaches out locally in effective, meaningful ways?

3. What are some of the passions Joe talks about in the recording?

Application questions for your community:

1. How many neighbors, coworkers, employees, or acquaintances from your local community do you have a relationship with today that you believe you could invest in further?

2. How could you start investing deeper in these relationships today?

3. What are some of your passions and do you believe they are a help or hindrance in demonstrating the Kingdom of God?

List at least two thoughts, ideas, or questions to be discussed with others taking this local outreach training:

1.

2.

Exhibit B

RECORDING B5: CONSENSUS BUILDING IN YOUR LOCAL CONGREGATION—*By Joe Hess*

As you watch the recording, answer the questions, and then take to your next group meeting for discussion.

Content questions from the recording:

1. What are the three categories Joe lists as important for consensus building in your congregation and in reaching out in your local community?

2. What common attributes demonstrate a burden for the lost?

3. What are common challenges in reaching out and what are ways we can work together to overcome them?

Application questions for your community:

1. Are seekers normal in your congregation or is that a rare event? How can we improve?

2. How many of your personal and congregational outreach activities are scheduled events and how many are “way of life” activities; what are some ways you can improve and be more effective?

3. When comparing the account of the Emperor Penguin and its sacrifices with a brotherhood working together to demonstrate Jesus in daily life, what are some things we can learn and apply?

List at least two thoughts, ideas, or questions to be discussed with others taking this local outreach training:

1. _____

2. _____

EVALUATION FORM

To be completed and returned at the conclusion of Local Outreach Training Course

We recognize that reaching out locally in meaningful and effective ways is a lifelong journey; there is much to learn about doing so in a Biblical manner. America continues to change rapidly around us; our neighbors are hurting and looking for answers, perhaps more than ever before. Perhaps the Lord has our local church communities here for “a time such as this” to demonstrate the Kingdom of Jesus and simply serving those around us. Your feedback and insight on this training is appreciated. May the Lord bless your efforts!

1. Were the written instructions and introductory recording clear and easily understandable? What are some ways they could be improved?

2. Of the 10 recordings, which recording was most helpful? Were any not helpful? If so, please explain why.

3. Did you follow the suggested agenda for the Local Outreach Training and were the in-person group discussion meetings helpful? How could the proposed agenda be improved?

4. Were the Exhibit B worksheets helpful, sparking good discussion among your brotherhood? How could they be improved?

5. Did you find the book *Reaching America* by Gary Miller helpful?

6. Do you have the resources and training needed to get started with using the Salt & Light Course as a tool in your local outreach efforts? If not, how could we improve?

7. List two (2) questions you still have:

8. Additional comments:

OVERALL REFLECTIONS OF THE LOCAL OUTREACH TRAINING



SATISFIED



EXCITED



QUESTIONING



CONFUSED

Please explain why you chose this answer:

Providing contact information is optional:

Date: _____ Name: _____ Phone: _____

Address: _____

Email address: _____ Church Name: _____

Are you *tired*
of *financial*
struggle?



We understand the feelings of
hopelessness and failure.

**But, you don't have to be
stuck in patterns of the past!**

It's *easy* to get started...

1

Sign up*

Fun, interactive sessions

2

Show up

(Each session builds on the last, giving you exciting, hands-on tools for real-world change.)

3

Trade up your life

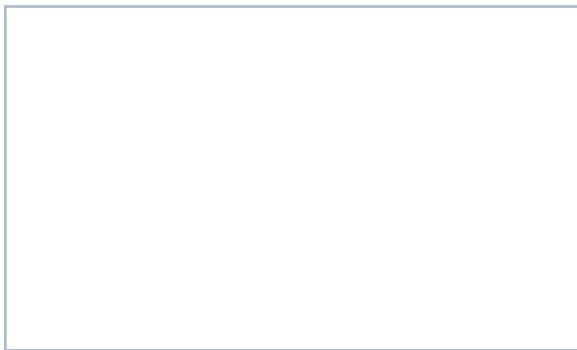
(Set out with a fresh start, newfound freedom, and new friends who believe in you.)



Together we'll discover Biblical principles on how to spend wisely, save when it seems impossible, track your income and expenses, identify your talents, avoid impulse spending, and much more!

Call today to reserve your spot

at the next Salt & Light course or to ask any questions you may have.



Becoming Trustworthy Stewards

**This course has no solicitations and is provided at no charge.*





Are you *tired* of *financial struggle*?

We understand the feelings of hopelessness and failure.
But, you don't have to be stuck in patterns of the past!

The SALT & Light course can help you
find solutions to tough financial problems

**Salt &
Light**
Becoming Trustworthy Stewards

It's *easy* to get started...

- 1 Sign up***
Fun, interactive sessions
- 2 Show up**
(Each session builds on the last, giving you exciting, hands-on tools for real-world change.)
- 3 Trade up your life**
(Set out with a fresh start, newfound freedom, and new friends who believe in you.)

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