



Cold Approach: This Program is for helping people overcome the anxiety and discomfort in approaching strangers to give a church or Bible invite.

This program is designed to help you learn how to get comfortable with people in new environments and social situations. The following exercises reflect that. They may seem stupid or silly, but in the below stages, they will help you acclimate to interacting with strangers. This program can be used individually and also as homework for soul seekers, in a Bible class. Of course this exercise material in such instances should be accompanied with proper Bible study material resources. If done in a group setting, in or outside of the church, encourage the students to talk about their experiences, and where they are at and their progress. Each person will reach the end of the program at different speeds. But a group dynamic will give the extra benefit of accountability and will be a support structure.

Before any exercise: First talk to people to warm up. If you're very shy, it can be family, friends that you first practice on.

Go at your own pace. The more time and days you devote to exercises the faster your progress.

The goal is to interact with 2- 5 people per exercise, *until* you feel comfortable with that exercise. Then move forward with the next social exercise.

We are all at different levels. So exercises will be harder for some then for others. Some will take longer finishing the program then others will. But this is not a race. Go at your speed and level.

I have these exercises set for 2-3 days to a week of practice. Keep doing an exercise till you're comfortable with it. May take 1 time doing an exercise, may take many times of doing the exercise, (3-5) should not take longer. But if it does, know you are growing. You are facing walls and are slowly eroding the limitations away. As said before. Go at your own pace. Once you feel comfortable, than feel free to move on to the next exercise.

If you need some TLC and a week off. Feel free to take an emotional break. External behavior that causes discomfort and Internal change can be taxing. But know that, the sooner you get done with this program, the sooner you can get a new social life started.

The more you do these exercises, the smoother, more confident, you will become. These actions build behavior patterns that will be more and more instinctive and natural over time; such patterns that once done a few times can be redone, even under difficult emotional circumstances. Know that in tearing down your social limitations, you will also broaden your life, not just in evangelism but in all facets of life. This is a program to help you develop and get strong socially. But it does require you to go to the preverbal gym.



Stage 1: Beginner

People you know exercises: Environments.

Exercise 1: Talk to 5 *people you know* in a comfortable environment

Exercise 2: Talk to 5 *people you know* in uncomfortable environments. Start in your least uncomfortable go to places and slowly add more different environments, malls, gym, Movie Theater, etc.

Remember that each exercise should be focused on being down in a week's time. Each exercise should engage, (unless specified in the exercise) 2-5 people. And each exercise should like no longer than 3-5 times to finish. If you can't meet this aims, do what you can at your pace. It's not a race. The only competitor you face is you. And the prize is worth the work, that of reduced limitations and social freedom.



Exercises for learning how to communicate and talk

Friend exercises

Exercise 3: Just talk to someone you know in a comfortable environment.

Exercise 4: Just talk to someone you know in an uncomfortable environment.

Exercise 5: Talk to friends as long as you ca

Stage 2: Intermediate

Exercises for learning how to approach Strangers

Exercise 6: Talk to 5 professional people at their jobs, cashiers at gas station, cashier at grocery store, cashiers in general, can move on to other types of professional servers, waitress'/waiters, etc.

Exercise 7: Go up to *strangers* in the outdoor mall, at Starbucks, in the park or other social area you know and give a statement remark, like “man it’s hot in here,” “wow

If the following exercises are real easy, feel free to speed through them. Also if you don't feel the need, and have the experience of doing the social actives listed go ahead and skip them. But make sure you are completely comfortable with the following before doing so.

they have amazing ice cream,” or the like, in comfortable environments. Do this with 5 people. Try to do so with others who are walking by you, like at a beach, park, parking lot, etc.

Exercise 8: Go up to *strangers* in the outdoor mall, at Starbucks, in the park or other social area you know and give a statement remark, like “man it’s hot in here,” “wow they have amazing ice cream,” or the like, in uncomfortable environments. Do this with 5 people. Try to do so with others who are walking by you, like at a beach, park, parking lot, etc.

Exercise 9: Go up to *strangers* in a comfortable environment and ask a question, even if it’s a question you already know, may even be easier if you do, like “do you know where the food court is?” or “do you know what time it is?” Do this with 5 people. Try to do so with others who are walking by you, like at a beach, park, parking lot, etc.

Exercise 10: Go up to *strangers* in a uncomfortable environment and ask a question, even if it’s a question you already know, may even be easier if you do, like “do you know where the food court is?” or “do you know what time it is?” Do this with 5 people. Try to do so with others who are walking by you, like at a beach, park, parking lot, etc.

Exercise 11: Go up to 5 *strangers* in a comfortable environment. After giving a statement remark ask a question *or ladder question*: Goal being, to try to engage in some dialogue.

A ladder question is a question that is connected to the last question answered. Example: Do you know where McDonalds is? They got such great food. 😊 (Answer) Thanks! Do you know if they are still serving Breakfast? (Answer) Great been craving some pan cakes. 😊 Probably will take a while to get there from here, right? (Answer) Cool! Appreciate the help! 😊

For further study on ladder social interactions and much more, see my favorite social tip booklet. [How to Make People Like You in 90 Seconds or Less: by Nicholas Boothman.](#)

This is book is also on Youtube in audio format.

Exercise 12: Go up to 5 *strangers* in an uncomfortable environment. After giving a statement remark ask a question or *ladder question*: Goal being, to try to engage in some dialogue.

The following three exercises are the most critical and are the foundational stones for building the bridge to social interaction.

Exercise 13: Try to engage people you know well and are close too, like friends, family, in your conversations. Ask them questions. Listen to answers. Rinse and repeat till comfortable. Try to keep the conversation going as long as you can.

Exercise 14: Try to engage people you know in conversations, coworkers, neighbors, church members, relatives, people you interacted with day to day, etc. Ask them questions. Listen to answers. Rinse and repeat till comfortable. Try to keep the conversation going as long as you can.

Exercise 15: Try to engage people you don't know in conversations. Find reasons to engage and talk to them. Ask them questions. Listen to answers. Rinse and repeat till comfortable. Try to keep the conversation going as long as you can.

How to engage strangers? Ask questions on something you see, want to know about, or are interested in. If you are aware the person you want to engage is doing or wearing something, ask them about that.

When it comes to engaging, it helps to first start with talking to professional staff, at a store, hair salon, restaurant, etc.

You can also give a complement, followed by a question in connection to that complement.

Later when you are advanced and socially comfortable with approaching people, you can also just introduce yourself in certain social settings, like at a party, at church, in a college class or office meeting, at a gym. Not at a beach, park, town walk area. Common sense must be used. You can say "Hi I have not met you here before, I am" (name), and extend you hand.

The great part is, for the situation, place and occasion, when you do something and it works, the interactions and words you used, become a social pattern that can be done again and again.

Stage 3: Advanced

Exercises for learning how to connect through deep diving

Exercise 13: Practice talking to people you are real close to, friends or family about their hopes, dreams, goals, their interests. Till comfortable.

Exercise 14: Practice talking to people you know, coworkers, church members, neighbors, relatives, etc. about their hopes, dreams, goals, their interests. Till comfortable.

Exercise 15: Practice talking to people you meet about their hopes, dreams, goals, their interests. Till comfortable. Example, to cashier, how long have you been working here? (Response) Do you enjoy your job? (Response) What job would you rather have? Or are you going to college too, (for a future degree/job?)

Deep diving is the best way to build rapport: Basically this term means to show interest in people and ask them about the things they value and enjoy doing; talk to them about their, hopes, dreams, goals, work, family, personality qualities, hobbies, etc. Things they cherish.





Stage 4: Active missionary

Exercises for getting comfortable with outreach

Exercise 16: Talk to friends or family about general Bible stuff.

Exercise 17: Talk to friends or family on just their hopes and dreams, Segway after bring hopes and dreams up into spiritual things; this will take practice.

Exercise 18: Talk to people you don't know well on just their hopes and dreams, Segway after bring hopes and dreams up into spiritual things; this will take practice. But with time you will become smooth.

Exercise 19: Talk to stranger on just their hopes and dreams, Segway after bring hopes and dreams up into spiritual things.

Exercise 20: Talk to stranger on just their hopes and dreams, Segway after bring hopes and dreams up into spiritual things. If they seem warmed to talking with you on such topics invite them to study with you, give

Don't expect results. The goal is to get comfortable. If results happen that is an added bonus.

It's good to be actively part of a work that does outreach, or to be personally doing outreach. But even if you're new, with practice in having Bible studies you'll get comfortable in sharing the Word.

When inviting you can suggest meeting at a place like McDonalds, Starbucks, IHop, Perkins, etc. Some place you know that does not have a large crowd or has privacy. This is a good idea, if it's just you doing outreach and you don't want to be alone with someone in your house.

But if you do have Christian friends who are interested in studying with you or you have a outreach group helping you. This is great for support, though once you do get comfortable with studies, this moral buster will not be necessary, except as a buffer if alone with the opposite sex.

them your card or get their number. Again such will take practice. But with time will you become natural and comfortable with doing this.

Congratulations!! You've finished! You are now more experienced in social interaction than most people you will meet and know. Approaching strangers and getting a conversation is a rare talent and is seldom learned. For reminders and tips before you go, please remember to visit the Cold Approach page at the church of Christ evangelism website <http://www.churchofchristevangelism.com/>

Thanks for having the desire to serve God and save the lost. We need people like you!
May God bless your efforts!! :D

Sincerely,

Joseph Sullivan