

## Shoulder Tapping

When is the last time that you have seen help wanted signs hanging around for people to ring the Salvation Army bells at Christmas time? Or when have you seen commercials on TV to go give blood at the American Red Cross? Or have you ever seen highway billboards to donate cookies for your schools bake sale? I realize that sounds absurd. It just wouldn't happen. The Salvation Army, American Red Cross and the PTO all realize that spending gobs of money on publicity wouldn't be the wise thing to do—it's much better by word of mouth.

When I was in the 7<sup>th</sup> grade I overheard two of the teachers talking about free ice cream that would be available at lunch that day. Boy did the thoughts flash through my mind. Ooo---the possibilities:

- What kinds of ice cream were there going to be?
- Was it someone's birthday?
- Was the ice cream for the students?
- Or only for the teachers?
- Did the principal get fired? Or maybe the superintendent.

KidsQuest can use this same concept for our benefit. It's called Shoulder Tapping. And it's all about the buzz.

It boils down to this: For some bizarre reason you keep coming back to help out and minister to kids—so talk it up! Wear your name badge as a badge of honor. Slap on that KQ shirt and wear it with pride. And don't hesitate to tell all your friends how much fun you have when you teach your class and do your part for the team.

You see, I only know so many people—and most of them are under 12. And chances are pretty good that you probably know a few people that I don't. And if everyone depended on the KQ staff to recruit each team member, it would be pretty sparse. But if each person that reads this tapped someone on the shoulder and invited that person to come and watch for a Sunday, and if each of those people decided to join the team, we would DOUBLE the team! How cool would that be! We would be exploding at the seams and ready for God to send more kids to our ministry. How exciting is that!

Let me give you the blow by blow and what works for me:

1. The first thing I would do is pray and ask God for some direction as to who I need to target. You may want to look in some unlikely places. Maybe it's the person in your small group that doesn't seem connected. Or the wacky dad you see pick up the shy girl in your class that reminds you of the day when I walked on stage with the flower outfit on. Or maybe it's a friend that doesn't even go to church. Whoever it is, pray that your conversation will be successful.
2. Get up the guts and talk to them about it. Sometimes I even go on the sly—I talk about how much fun I have and how cool it is to see kids having fun—and undoubtedly the person will say---“Wow—it sounds like you have fun.” And my response back is---“Yeah—Wanna come and check it out this Sunday?” And the

- funny thing is, most people do! Actually I have even had people tell me that they always wanted to be a part of a team—it is pretty cool really.
3. Set a date for them to come.—make sure you greet them and wear a smile. Ask them to participate so they see how much fun it can be. Small things like passing out the crayons or getting the kids lined up can be great wins so they realize they can be just as successful as you!
  4. Invite them back and let me know they came! I would love to send them a card thanking them for checking KQ out and for serving—what a difference it makes. Maybe they won't want to stay long term and teach a class of their own—but maybe they would want to be a helper or work at the registration desk. Or maybe even come in during the week and help getting curriculum prepared. No matter what their decision, our goal is to make sure they are excited about what is going on in the kids ministry.

If each person taps just 1 friend to serve with, we will double our number of team members and double the number of kids God can send to our ministry.

And even if they don't decide to help out a seed was planted.

That is the cool thing about buzz--Who knows who they will talk to!?!