



**Outreach / Recruiting  
Training Session**  
ROCK - Recruiting-Outreach Coordinator for Kairos

**WHERE DO I BEGIN?**

"Everyone who hears these words of mine and does them is like a wise man who built his house on rock.  
Matthew 7:24

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**Matthew 28:19-20**  
**The Great Commission**

<sup>19</sup> Therefore go and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, <sup>20</sup> and teaching them to obey everything I have commanded you. And surely I am with you always, to the very end of the age."

*Don't be discouraged*

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**Prison Ministry, an untapped mission field.**

Core impacts prison ministry can have on the local church and its members:

- America's largest spiritual harvest field.
- Does wonders for revitalizing the spiritual lives of volunteers (and subsequently their churches).
- Breathes new life into church evangelism and outreach programs.
- Enhances the church training effort.
- Gets church members off the pews and outside church walls.
- Teaches deep spiritual lessons.
- Promotes cooperation and goodwill among Christians.

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### THE 10 COMMANDMENTS OF RECRUITING

For All New (and used!) Outreach/Recruiting Coordinators



- I. Thou shalt never consider thyself solely responsible for recruiting. Thou art not!
- II. Remember your title of 'coordinator' means *one who arranges in proper order*.
- III. Your main job function is to bring order to the different approaches your associate volunteers will be making. They are the recruiters and you are their coordinator!
- IV. You are never alone, even when it appears that way. There is always someone to call for advice and support. Always! Just remember to *reach out* for help. This should be easy because it's actually in your job title.
- V. Kairos Recruiting is not rocket science, but primarily common sense and focus. Remind your fellow volunteer recruiters of this as often as possible.

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### THE 10 COMMANDMENTS OF RECRUITING, continued

For All New (and used!) Outreach/Recruiting Coordinators



- VI. Before you encourage your unit's volunteers to go somewhere new, find out where they are already going. Their best prospects are usually already in their contact list!
- VII. No one on planet earth likes to be 'sold' anything. Kairos recruiting is never selling, but simply sharing positive experiences and then asking a few follow-up questions.
- VIII. Expect positive results and you are more likely to actually realize positive results.
- IX. Daily prayer is the single most important item on your job description. Mt 7:7
- X. Becoming a Kairos volunteer is one of the best things to happen to those of us now in prison ministry. It's not for everyone, to be sure, but for those currently serving the Lord through this ministry it is a privilege, an honor and an adventure! That's the main message you should be coordinating your fellow volunteers to spread.

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### Recruiting....

#### Anatomy of a Volunteer / Spouse



Open minded, non-judgmental...  
Matthew 7:12

Active listener...  
James 1:19

Has a compassionate heart, and cares deeply for the cause they are volunteering for...  
1 John 4:21

Speaks words of encouragement and prays for discernment and wisdom...  
1 Thessalonians 5:11

Dedicated hard worker, anonymous servant...  
Colossians 3:12-17

Hands and feet of Jesus Christ...  
Matthew 25:35-40

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**Where to start?**



1. Understand and Embrace your Coordinator Role
2. Ensure that the Advisory Council and your Kairos Community are the recruiters and you are their coordinator!
3. Utilize the ROCK - Checklist as a "Road Map" and assess how your AC is doing?
4. Be familiar with the many resources available to enable your recruiters. i.e. Invite people to closing.
5. Remember, very few of us were recruited in the end with a video or brochure ... it was a one on one exchange along with a personal invitation.
6. Ensure we never fail to follow up with someone who has expressed an interest in Kairos!

<http://www.mykairos.org/>  
<http://www.kairostexas.org/>  
<http://www.kairostexas.org/Recruiting-Outreach.html>

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**Discussion....**

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