



DISCOVER JOY CRUSADE MANUAL



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DISCOVER JOY CRUSADE OVERVIEW

PURPOSE

Scott Camp Ministries is excited to partner with local churches to bring the Discover Joy Crusade to the community they serve. The Crusade is a strategically designed harvest event to reach the lost with the Gospel of Jesus Christ.

Led by Dr. Scott Camp and his Associate Evangelists, the Discover Joy Crusade Team is an experienced and dedicated coalition of ministry professionals. The team is enthusiastic, dedicated to God, led by His Spirit, and characterized by humility and integrity. The team is committed to evangelism and has seen thousands of people come to Jesus.



The success of the Crusade is determined by the number of lost persons in attendance. The churches that see the largest number of people come to know Jesus are the churches that pray for a great harvest and follow the details in this manual. For questions or concerns, contact the offices of Scott Camp Ministries at any time.

STRATEGY

The Discover Joy Crusade comprises events held Sunday morning and Sunday through Wednesday evenings. The Sunday morning Crusade begins at the church's regular worship service time(s). All evening pre-service Crusade events begin at 6:00 pm. The evening Discover Joy Crusade services and the Jewels for Jesus services for elementary school children begin at 7:00 pm.

The Crusade emphasis on Sunday morning is "Friend Day." Every church member should bring at least one unsaved individual to the service. To plan an effective Friend Day morning, planning curriculum may be ordered online at www.ChurchGrowth.org. Churches should order this material about three months prior to the Crusade.

The 6:00 pm pre-service events include a free meal (provided by the church) and a Crusade guest speaker. This thrust helps church members bring their lost friends, neighbors, and co-workers. Each evening targets a specific group:



- Sunday - Men's Night
- Monday - Ladies' Night
- Tuesday – Children's Night
- Wednesday - Student Night

Each pre-service event begins at 6:00 pm and is usually held in the church's fellowship hall. Details for each of these events are provided in an additional section of this manual. It is important that these guidelines be followed in detail.

The Discover Joy Crusade also incorporates a nightly student outreach called CRASHING (Christians Running Around Snatching Humans). This is a carpooling technique where small groups of students pair up with adult drivers and their cars. Adults drive students to pick up non-saved friends and transport them to and from the Crusade services.

Noon meals and Bible studies dealing with the Person and Work of the Holy Spirit can be scheduled Monday through Wednesday of the Crusade with Dr. Scott Camp. Special events at the junior and senior high schools are led by the Student Evangelists of the Discover Joy Crusade team. Elementary school assembly programs are scheduled on Monday and Tuesday so that tickets to the children's "Pizza Party and Illusion Show" can be distributed to elementary students.

COUNSELING

The highlight of the Discover Joy Crusade is when people accept Jesus Christ as their personal Lord and Savior. At the invitation time, Dr. Camp will ask those making a profession of faith to come forward and stand in the area immediately in front of the platform. Decision Counselors should also come forward, which helps encourage those making professions of faith. Scott will speak to the new believers briefly as a group, pray with them, and encourage them to follow Christ in believer's baptism.

After a word of prayer, Scott will direct the new converts to a Counseling Room. This can be any larger room of the church campus such as a gym, fellowship hall, or meeting room area. It is important that the room have a good microphone and sound system. One of the Discover Joy Associate Evangelists will direct the Counseling Room.

Decision Counselors will team up with new converts to help them affirm their commitment to follow Christ. With the help of the Holy Spirit, counselors must carefully discern each person's decision. Some respond to receive Jesus as their Savior, others to reaffirm their faith in Christ, and others will need more information about the Gospel.



Decision Counselors will fill out the commitment cards so that writing is legible. Commitment cards give the church the information it needs for additional follow-up after the Crusade. Cards will include an area for the counselor's name in the event the church needs to contact the counselor at a later time.

Dr. Camp's booklet *Discovering Joy* and a Bible must be given to each new convert. New Christians must be encouraged to develop a healthy prayer life and read their Bible daily starting with the Gospel of John. They must be encouraged to follow Christ in believer's baptism and seek church membership. Baptism can be scheduled as early as the next Crusade service so that family and friends can come and celebrate the new believer's victory.

In preparation for the Discover Joy Crusade, an evangelist of the Discover Joy team will meet with the Crusade counselors for a Training Meeting. This training will take place Saturday at 6:00 pm in the counseling room the day before the start of the Crusade on Sunday. Additional instruction and counseling techniques such as how to use diagnostic questions, present the Roman Road to Salvation, and how to lead someone to pray and receive Christ, will all be a part of this important training. Counselor name badges will also be prepared.

EXPENSES

The church should carefully plan for the Crusade in the same way it budgets all other aspects of its ministry. Typically the costs of a Discover Joy Crusade are the equivalent of one week of church budget. As part of the agreement with Scott Camp Ministries, all Crusade expenses such as advertising and promotions, counseling materials, costs of the pre-service events, meals, travel, lodging, and honorariums for special Crusade speakers and presenters, must be paid from the

church budget and not be taken from the love offering. To assist in Crusade budgeting, an expense worksheet is included in this manual. Please direct all questions regarding finances solely to Dr. Scott Camp.

HOSPITALITY

MEALS

Upon their arrival, each Discover Joy Crusade team member should receive an envelope containing a \$25 per diem cash allowance to cover meal expenses.

HOTELS

The church must provide accommodations for the Crusade team. Some team members require lodging for only one or two nights. Others will need lodging for the entire Crusade.

The Crusade team spends anywhere between one-third to one-half of their lives in hotels. Quality accommodations are appreciated. Hotels do not have to be expensive, but they should be clean and comfortable. A hotel close to the church is preferable and non-smoking rooms are a must. Also a hotel with quality wireless Internet service is needed.

In preparation for the team's arrival, accommodations must be pre-paid. Crusade team members do not give personal credit card information.

TRAVEL

The church is responsible for paying the travel expenses of the Crusade team. Team members that travel by automobile should receive roundtrip reimbursement based upon the mileage rates established by the Internal Revenue Service. Currently this rate is 56 cents per mile. Mileage should be measured roundtrip from each evangelist's residence or ministry headquarters and the church.



LOVE OFFERING

During each Crusade service, the church will be given the opportunity to partner with Scott Camp Ministries with a love offering. Immediately prior to each offering, the senior pastor must clearly explain to the congregation the unique aspects of itinerate ministry and challenge the church to invest financially in the winning of precious souls. For additional instructions on receiving an offering for itinerate ministries, the pastor should read the article in this manual "The Love Offering" by Dr. John Bisagno. He should also watch the offering appeal video from Pastor Andy Harris spoken during a recent Discover Joy Crusade. <https://m.youtube.com/watch?v=7KCWyTGnWOO>

The pastor should set a goal for the overall love offering and keep the congregation posted on its financial progress. Scott Camp and the pastor should discuss the ministry budget requirements and then pray and work to exceed these needs.

The Scott Camp Ministries team will provide offering envelopes for use during each service. Envelopes will be placed on each seat in the auditorium. Those willing to partner with Scott Camp Ministries can place cash and/or checks in the envelopes and deposit them in the offering. Partners should make their checks payable to the church. At the conclusion of the Crusade, the church must write one check, payable to Scott Camp Ministries, for the total offering amount. ***This check must be delivered to Dr. Camp after the last Crusade service and before his departure.***

BIOGRAPHIES

Complete biographies and thumbnail photos for Evangelist Scott Camp and the other Associate Evangelists can be easily downloaded from the ministry website at www.ScottCamp.org. The website also has phone numbers and email addresses for each evangelist in the event that the church needs to contact them directly. Media promotional files can be downloaded from the website as well.



FINAL

Scott Camp Ministries is thrilled about the opportunity to partner with local churches to reach the lost in their community. Crusade evangelism is not the only way to bring people to Jesus, but it is a highly effective means of reaping a harvest. The Crusade team stands ready to work with any church and its pastor who has a vision to see souls saved. God will bless the local church as it moves forward with the planning of its Discover Joy Crusade.

* * * *

MENS NIGHT AND LADIES NIGHT

Sunday is Men's Night and Monday is Ladies' Night of the Discover Joy Crusade. Special pre-service events are held at 6:00 pm in the dining facility or fellowship hall of the church to provide ministry and to enhance the attendance at the 7:00 pm Discover Joy Crusade service. These events include a meal and an inspirational speaker who will present a powerful personal testimony and a clear presentation of the Gospel. The events give church members a unique opportunity to invite lost friends, neighbors, and co-workers to the Crusade.

TIME

The meal service must start promptly at 6:00 pm. The inspirational speaker must begin at 6:15 pm. The event must conclude sharply at 6:50 pm so that everyone can move to the church auditorium for the 7:00 pm Discover Joy Crusade service with Dr. Scott Camp.

PREPARATION

Careful preparation ensures a smooth and successful pre-Crusade service event. A church must designate a Team Leader for Men's Night and a Team Leader for Ladies' Night. Team leaders must be organized, enthusiastic, and able to meet time constraints. They enlist and supervise volunteers to:

- Coordinate all publicity and promotions
- Oversee the printing and distribution of tickets
- Acquire door prizes and registration cards
- Set tables and decorate the dining facility
- Prepare and serve the meal
- Supervise cleanup after the event

DOOR PRIZES AND REGISTRATION CARDS

As an additional incentive for guests and church members to attend, a number of quality door prizes should be awarded. Prizes can be gift certificates, gift cards, meal certificates, merchandise, and special services from area stores, vendors, and businesses. Door prizes don't have to be expensive and four or five good door prizes are adequate. Door prizes should be given away beginning at 6:10 immediately prior to the introduction of the inspirational speaker. One "larger" door prize advertised on the tickets should be given away at the beginning of the 7:00 pm Crusade service to help motivate people to stay for the service.

Upon their arrival, everyone in attendance at the event should fill out a door prize registration card. Registration tables should be set up in the entryway of the dining area for this purpose. Church volunteers should be in charge of the tables to make sure everyone in attendance completes a card. The church must supply an ample number of Registration Cards and pencils. The card should ask for basic contact information such as name, address, phone, email address, and church affiliation.



After cards are filled out, they should be deposited into a large jar, bowl, basket, or other container so that the drawing of prizes can be done quickly. After the event, the cards will remain the property of the church to help the church build its outreach database.

TICKETS AND PUBLICITY

To promote the events, the church must print tickets and give them to church members the week before the Crusade so they can distribute them to potential guests. While a ticket is not actually required for admittance to the events, tickets provide a tangible invitation and communicate the date, time and place.

The church must print the tickets based upon one of the ticket designs available for download from www.ScottCamp.org. Tickets must indicate that the event is free, include the date, church name, and physical address. Tickets should state that the event will begin at 6:00 pm and end at about 8:00 pm. Tickets should also indicate what the grand prize is that will be given away at the beginning of the 7:00 pm Discover Joy Crusade service in the church auditorium.

MEAL

Good food is a must, but it does not have to be complicated nor expensive. Cuisine that appeals to most people should be chosen. Some churches use the pot-luck approach where everyone is invited to bring a dish of food, while the church provides the meat and drink. Or a church may choose to prepare the entire meal itself using its cooking staff and kitchen facilities. Some churches use professional restaurants and companies that provide catering services. Whatever food is chosen, it must be served promptly at 6:00 pm.



Self-service lines work great for the distribution of food. Multiple serving lines and both sides of serving tables must be used. Paper plates, plastic silverware, and disposable cups facilitate clean-up. Table centerpieces, decorations, and disposable tablecloths provide a festive atmosphere.

EMCEE AND INSPIRATIONAL SPEAKERS

The team leader must choose an emcee that will facilitate the door prize drawings immediately prior to dynamically introducing the inspirational speaker. Often the emcee is the pastor of the church, which gives him visibility to visitors and guests.

To make it easy for the emcee, each inspirational speaker will provide a written introduction. Inspirational speakers require a quality sound system and a microphone on a stand. Podiums are not needed. Speakers will speak for about 30 minutes.

At the conclusion of the speaker's message, the emcee will direct guests to move from the dining facility and to the worship auditorium for the Discover Joy Service.

CONCLUSION

As a result of these outreach events, thousands of men and women have been born again. Also it is a well known fact from church growth studies that when husbands and fathers are reached for Christ, their entire family soon follows. The church should carefully plan these pre-crusade outreach events, pay utmost attention to details, and pray fervently for their effectiveness.

* * * *

JEWELS FOR JESUS AND CHILDREN'S NIGHT

"Jewels for Jesus" is a specially designed children's Crusade that is held simultaneously in another part of the church campus while the Scott Camp Discover Joy Crusade services are held in the worship auditorium. Associate Evangelist and Illusionist Bruce Chadwick provides the preaching for each service. For additional ministry, he also presents "Know to Say No" school assembly illusion programs in area elementary schools on Monday and Tuesday. These school shows excite non-saved children in the community about attending the Tuesday night "Pizza Party and Illusion Show," and provide a platform to put tickets into the hands of each child.



SERVICES

The "Jewels for Jesus" name is a strategy to motivate children to attend the children's services, bring unsaved friends, and memorize scripture. Children compete by earning "jewels" for their paper crowns. On Wednesday, the child with the most jewels wins a bicycle, gift card, or other quality item chosen and provided by the church. To generate early enthusiasm about the jewels competition, the grand prize should be on display beginning Sunday morning.



Each Crusade service begins by awarding children the jewels they have earned for their crowns. Next Bruce begins his 30-40 minute illustrated sermon. Each message incorporates comedy illusion effects, preaching, and evangelism to reach unsaved children for Jesus. After each evangelistic appeal, the children's ministry takes over and fills the remaining time before the Discover Joy Crusade ends in the church auditorium with other activities such as songs, videos, skits, games, or other activities.

COUNSELING

After the evangelistic appeal, Bruce will direct the children who are making a profession of faith to follow one of the children's workers to a counseling room. The church must schedule ample volunteers to work as counselors. Bruce will say a few opening remarks in the room and then counselors will pair-up one-on-one with children. Follow-up curriculum should be given to everyone and Bibles must be given to those who need them. Decision cards are filled out so that the church can do follow-up after the Crusade. The same cards used in the Discover Joy counseling room can also be used in the Jewels counseling room.

TUESDAY PIZZA PARTY AND ILLUSION SHOW

The pinnacle event of the "Jewels for Jesus" Crusade is the Tuesday night "Pizza Party and Illusion Show." Bruce Chadwick's appearances in schools will have children excited about coming on Tuesday. Like the other pre-Crusade events, the pizza party will be held in the church dining hall or fellowship hall facility. Parents are welcome to attend the event with their children. Children will eat pizza, watch the illusion show, hear a clear presentation of the Gospel, and be given the opportunity to receive Christ.

**PIZZA
PARTY**

It is important to enlist at least five or six adult workers to work the registration tables and fill out a necklace registration decision card for each child. Children should not be allowed to receive pizza without a decision card and pencil/crayon hanging around their necks. Other volunteers distribute pizza, help with cleanup, and monitor the children.

Bruce requests a quick ten minute meeting at 5:30 pm with all adult volunteers to explain the event and answer questions. The church must have pizzas at the church between 5:30 pm and 5:45 pm. Paper plates and napkins facilitate cleanup. Inexpensive bottles of water are the prudent choice for drink. Children sit on the floor rather than at tables and chairs, so that the illusion program is more visible. Also seating children close together makes for a more dynamic program.

The event must start promptly at 6:00 pm because time is limited. Filling out decision/registration cards and eating pizza must be limited to the first 15 minutes. Bruce must begin his program at 6:15 pm and children must finish eating before Bruce begins his presentation so that distractions will be minimized. Promptly at 6:50 pm, adults will escort children to the designated seating area in the auditorium for the 7:00 pm Discover Joy service. Adults should sit with the children and monitor their behavior. Parents are welcome to sit in the area as well.

TICKETS

To promote the Tuesday “Pizza Party and Illusion Show,” the church must print “tickets” to the event. Ticket designs are available for download from www.ScottCamp.org. Note that while a ticket is not actually required for admittance, they serve as an invitation, designate the date, time and place, and communicate validity of the event to parents.

Tickets must have the church name and physical address. Tickets must clearly state the event is for elementary school students, and that it will start at 6:00 pm and end around 8:00 pm. Children should not come just for the pizza party.

Enough tickets should be printed so that every student at the “Know to Say No” school assembly programs will receive one. Also at the children’s Crusade service on Sunday morning, five tickets will be given to each child to distribute to their friends and neighbors. Additional tickets will be distributed during the Sunday night and Monday night Crusade services.

NECKLACE REGISTRATION DECISION CARDS

A special necklace registration decision card is used on Tuesday. Upon arriving at the pizza party, adult volunteers should fill out the cards so all writing is legible. A sharpened golf pencil or crayon is inserted through the slits in each card and children then wear their cards like necklaces.

During his evangelistic appeal, Bruce will verbally explain to the children what the symbols on the cards mean and ask them to circle the symbol that best describes where they are spiritually. Children leave their cards and pencils as they depart for the church auditorium. Cards remain the property of the church for follow-up purposes. This system provides a quick and effective method of canvassing the spiritual response of children who have limited writing skills.



SCHOOL ASSEMBLY PROGRAMS

To draw as many elementary school children as possible to the Tuesday “Pizza Party and Illusion Show,” and to provide additional ministry to students, the church has the responsibility to assist Bruce in scheduling “Know to Say No” school assembly programs into the elementary schools that the church serves.

This program is a dynamic 30-minute long illusion and sleight-of-hand show that is full of audience interaction, comedy, mystery and excitement. Using illusions to visually illustrate messages about important life skills, this educational program addresses decision making and basic refusal techniques, how to deal with peer pressure and bullying, and covers some vital essentials about self-esteem.



Bruce is capable of presenting up to four assembly programs per day on Monday and Tuesday depending upon logistics. He provides his own microphone, sound system, and all other equipment he needs for his program. As children file out of the assembly area, adult church volunteers hand out Pizza Party and Illusion Show tickets.

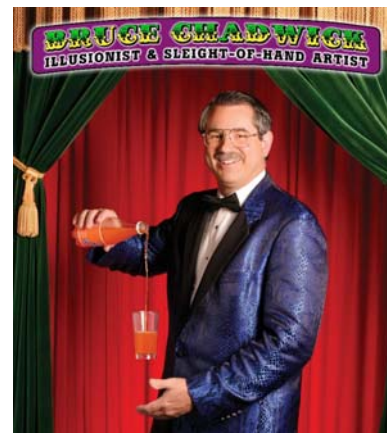
Educators that are members of the church should assist Bruce in scheduling school programs at their schools. They should be given copies of the full-color “Know to Say No” promotional flyer. School administrators uncertain about scheduling a program that has ties to a church must be assured that the program is not religious. The program does not violate school policies regarding separation of church and state. The program is in fact a secular school assembly program that Bruce regularly sells to schools outside of his ministry work.

Note that *the fee the church pays for the Jewels for Jesus Crusade services does not include the costs for school assembly programs*. School assembly programs are paid separately by the schools, their PTA and PTO organizations, or from private donations and business sponsorships. If a church funds the programs, funding must be taken from the church budget and not from the Scott Camp Ministries love offering. Church families can volunteer to underwrite one or more of the school assembly programs if they agree that their sponsorship will be in addition to their Crusade offering.

PROMOTIONAL MATERIALS

The “floating glass” poster can be downloaded from the Media page of www.IllusionMinistry.com. It can be reproduced into any size format at any office supply store or with a high quality color computer printer. The bottom of each poster must include the “Jewels for Jesus” title, the fact that the Crusade is for elementary school children, the dates and times, and the church name and physical address.

Other promotional downloads are also available from the Media page. These files are copyright but may be used free of charge to promote the Jewels for Jesus Crusade. Files can be used for advertising, used in emails, for publication on the church’s website, etc.



NOTE: The children’s section in this manual is intended only as a brief overview of the Jewels for Jesus Children’s Crusade. The church and children’s ministers **must obtain a copy of the more detailed “Jewels for Jesus Crusade Manual”** direct from Bruce Chadwick, phone 817-832-6062 or chadwickillusionist@yahoo.com.

STUDENT OUTREACH AND STUDENT NIGHT

SUNDAY MORNING

On Sunday morning of the Discover Joy Crusade, at the start of the morning student Bible Study, the Student Outreach Crusade Leaders will introduce themselves to the students of the church (normally 7th through 12 grades). As an additional strategy, the Student Crusade Leaders may also meet with students on Saturday night concurrently with the Counselor Training Meeting time. During these meetings, they will explain the purpose of the Crusade. They will give details about the Wednesday Student Pizza Night pre-Crusade event. They will explain how tickets will be used as a way to invite unsaved students. They will also explain how the CRASHING carpooling technique works and how it will be utilized.

DESIGNATED SEATING

A front section in the church auditorium should be reserved for students at each Discover Joy Crusade service. This section should be designated with simple signs at the ends of pews or seats. Students will be encouraged to sit in this section during each Crusade service.



CRASHING

One of the most effective tools to get unsaved students to the Crusade services is CRASHING (Christians Running Around Snatching Humans). This is a carpooling technique where small groups of students pair up with adult drivers and their cars. Adults drive students to pick up unsaved friends and transport them to and from the Crusade services. Except for Wednesday, students will leave from the church at 6:00 pm each night to do CRASHING.

COUNSELING

Wednesday is Student Night of the Discover Joy Crusade and it tends to be one of the most effective nights of the Crusade in reaching people for Christ. With upward to a hundred or more students in attendance for Student Pizza Night, the number of young people who come to Christ during the Crusade service is usually substantial.

The church must have additional counselors available in the counseling room on Wednesday night to talk one-on-one with the students making decisions. Counselors will confirm student decisions, talk to them about baptism, church membership, and the value of prayer and Bible study. New believer curriculum and Bibles must be given to those making decisions for Christ. Decision Cards will also be filled out so that the church can do follow-up after the conclusion of the Crusade with each person that makes a decision.

TICKETS

To promote the Wednesday Student Pizza Night of the Discover Joy Crusade, the church must print tickets based upon one of the designs available for download from www.ScottCamp.org. These tickets use the title "Student Pizza Night," advertise that the event is free, and include the church name and physical address. Tickets state that the event will begin at 6:00 pm and end at about 8:00 pm, so that students will be prepared to stay for the 7:00 pm Discover Joy Crusade.

The church must print two to three times as many tickets as the student population of the school districts targeted. For example, if the middle school and high school has a thousand students, at least 2000 to 3000 tickets should be printed. The key to the success of the ticket campaign is saturation advertising. While a ticket is not actually required for admission, tickets provide an invitation and communicate the date, time and place. They also communicate validity of the event to parents.

Tickets should be delivered the Discover Joy Student Outreach Leaders upon their arrival on Saturday before the start of the Crusade on Sunday. The leaders will immediately start distributing tickets to students. They will give bundles of tickets to each student in attendance on Sunday morning so that students can distribute them to their unsaved friends and neighbors. The Student Outreach Crusade Leaders will pass out tickets in the school lunchrooms during student breaks on Monday, Tuesday and Wednesday, as they talk to school sports teams, the school band, and other school student groups as possible.

WEDNESDAY PIZZA NIGHT

There is no CRASHING on Wednesday night since students will gather in the church fellowship or dining hall facility at 6:00 pm. Door prizes will be given during the party. Special activities will take place and the students will feast on pizza.

Registration tables will be used in the entryway of the pizza dining area and students will fill out registration cards to make them eligible for the door prize drawings. Several adults should man the tables to guide the registration process. The cards will remain the property of the church to help the student ministry build its student outreach database. Any registration card can be used that asks for name, address, phone, email address, and church affiliation.

Adults should serve pizza starting ***no earlier than*** 6:15 pm. Plates of pizza should be laid on a counter or table so that distribution is expedited.

No later than 6:50 pm, students will move as a group to the church auditorium for the Discover Joy Crusade service. Adults must be enlisted to help guide students to the auditorium, which also encourages students to stay for the service. Trash cans must be positioned at the entryway of the worship auditorium so that food and drink is not carried inside. Students will sit in their special reserved section. A few adults must sit with the students to help monitor the area.

The church must provide four or five door prizes such as gift cards, electronic devices, or other quality items to give away during the pizza night. The church must also provide one "big door prize" such as a quality electronic device or even cash, for a drawing that will be given away in the worship auditorium at the beginning of the Discover Joy Crusade service. This will help motivate students to stay for the 7:00 pm Crusade service.

It is very important that the church have a good microphone and sound system available in the Student Pizza Night area. The sound system should also provide quality student oriented music for the event.

PROMOTIONS

A successful Discover Joy Crusade is dependent upon prayer. The pastor of the church must lead his congregation to be prayerfully prepared for the Crusade. A Crusade is a spiritual warfare event and it must not be taken lightly.

The pastor must be enthusiastic about the Crusade. Enthusiasm is contagious and a church will be excited about the Discover Joy Crusade if the pastor is excited. For the Sunday services leading up to the first Crusade Sunday and Friend Day, the pastor should preach sermons on evangelism, the Great Commission, and the biblical responsibility of the church to reach the lost. The church congregation must have a firm understanding about the nature of the Crusade and be spiritually prepared for its demands.



Obviously a church will use its normal channels of internal communication and advertising. This can include promotions on the church's website, announcements during pre-Crusade worship services, emails, and printed announcements in its church bulletins and worship folders.

Beyond this however, a church must consider all external means of communication to advertise and promote the Crusade event to persons outside the church.

A church will have to tally its resources. It must determine the budget it is willing to spend on promotions. A church must be creative and do everything it can to get as many unsaved people to the Crusade events as possible. Each church has unique resources at its disposal. The church must determine how to best utilize them.

The church must follow this Crusade manual and at minimum print posters and distribute tickets to the Men's Night, Ladies' Night, Children's Night, and Student Night. Poster and ticket templates are available for download in MS Publisher format from www.ScottCamp.org.

The proper term **Discover Joy Crusade with Dr. Scott Camp** should be used in all visual advertising. For consistency in advertising and for product branding, the Discover Joy "heart logo" should be utilized as much as possible.

The following is a general list of ideas that a church might consider using to promote its Discover Joy Crusade:

Brochures	Daily Prayer Guides	Press Releases
Bulletin/Worship Folder Inserts	Dinner Table Tent Prayer Cards	Radio and Television
Bumper Stickers	Flyers	Sunday School Room Postings
Cartoons	Mailings	Tickets
Church Marquee	Newspaper Promotions	Vinyl Banners
Church Newsletter	Postcards	Web Advertisements
Coloring Book Sheets for Children	Posters	Yard Signs

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MUSIC MINISTRY

The Music Ministry is a vital part of Discover Joy Crusades. Scott Camp Ministries currently uses the dynamic talents of one of two music teams; Kent and Laura Lee Booth, and Mark and Lori Carouthers.



Each Discover Joy music team has specific needs that must be communicated directly to the church Minister of Music, church musicians, and worship team. The church is encouraged to contact the Discover Joy Crusade Music Ministers for direction four to six weeks prior to the Crusade.



Normally the Discover Joy Music Ministers schedule a rehearsal with the church worship team on Saturday afternoon or evening immediately prior to Crusade Sunday. A quality keyboard and a sound system with good microphones for all Crusade services are required.

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BUDGET WORKSHEET

How much will the Discover Joy Crusade cost? There is no definitive answer to this question. Like all outreach endeavors, costs vary from church-to-church. Much depends upon how a church decides to advertise and promote the Crusade, and the methods it will use to get unsaved people to the Crusade services. A good rule of thumb is that a typical Discover Joy Crusade costs the equivalent of one week of church budget.

The church should carefully plan for the Crusade in the same way it budgets and plans for all other financial aspects of its ministry. All Discover Joy Crusade expenses listed below must be paid from the church budget. As part of the agreement with Scott Camp Ministries, the church must agree that no Crusade expenses will be taken from the love offering.

CRUSADE TEAM:

Travel - Number of team x _____ miles x 2 (roundtrip) x .56 cents per mile = \$ _____
Lodging - \$ _____ (per night) x _____ (number of nights) x number of team = \$ _____
Meals - \$25 per day x four Crusade days x number of team = \$ _____

HONORARIUMS:

Men's Night Speaker = \$ _____
Ladies' Night Speaker = \$ _____
Children's Night Speaker = \$ _____

PRE-CRUSADE EVENTS:

Men's Night = \$ _____
Ladies' Night = \$ _____
Children's Night = \$ _____
Student Night = \$ _____

COUNSELING ROOM:

Supplies (Bibles, new believer curriculum, decision cards) = \$ _____

PROMOTIONS AND PUBLICITY:

Printing = \$ _____
Media = \$ _____
Mailings = \$ _____
Tickets = \$ _____
Other = \$ _____

ESTIMATE TOTAL: \$ _____

The Role of the Itinerant Evangelist

by Dr. Scott Camp

An evangelist has a passion to reach the lost. There is a difference between a person gifted in “stirring the saints” to seek God in revival and a person gifted to harvest the lost.

The primary difference is the focus of the preaching. The evangelist’s preaching centers on what God has done in Christ to reconcile the lost to himself. An evangelist is gifted to speak to folks who are lost. He or she relates to the unchurched. An evangelist often has a dramatic personal story of conversion. This can build a bridge with young people.

However, the message extends well beyond any personal testimony. The focus is the gospel — the life, death, resurrection, ascension, and reign of Christ. The evangelist calls hearers to repentance and faith in Christ. He or she is unusually gifted and skilled at extending a public invitation.

Invite an Effective Evangelist

Along with a passion to reach the lost by calling people to repent of sins and trust in Jesus, an effective evangelist has a plan to fill the building with people who need Jesus. Nothing frustrates an evangelist more than a failure to attract large numbers of unchurched people to the evangelistic meeting.

The building may be packed, but if it is packed with only Christians, the Crusade service will fail. Every harvest evangelist has a strategy for reaching the lost. Such a God-given plan typically focuses on reaching different groups within the community. Special pre-service events attract men, women, children, and students. For example, the church may serve meals and invite special guests to share testimonies of interest to lost folks.

We use an illusionist to communicate the gospel through magic to hundreds of elementary students. Many harvest evangelists gain access to the public schools via assembly programs. Athletic teams, high school marching bands, and other extra-curricular groups receive invitations to the Crusade.

The pastor encourages church members to bring lost family members, coworkers, neighbors, and friends to the pre-service events. Guests and church members receive prizes for bringing the most friends.

In short, the meeting has an exciting, inviting, celebrative atmosphere. The music should focus on Jesus, the Cross, the Blood, and the Second Coming.

With prayer and preparation, scores of lost people may respond to the invitation to come to Jesus. This ignites revival among God’s people as well. Spirit and water baptisms of new converts should take place in every service.

Follow the Evangelist’s Lead

Pastors, allow the evangelist to lead — and not merely preach — the meeting. Follow the plan and every detail. Help organize your people. Failing to plan is planning to fail. Every member of the congregation must have a responsibility during the Crusade.

Remember, the evangelist is a specialist God calls to this work. Release the specialist to lead the Crusade. Many evangelists bring in a team that may include a worship leader, youth and children’s workers, and other platform guests.

About the Finances

The congregation should pay all the expenses for the Crusade from the church budget in advance of the meeting. The evangelist and his or her team should receive a love offering collected in every service.

Explain to your people the unique aspects of an itinerate ministry. Ask the evangelist about budget requirements, and pray and work to exceed this need. Set a goal for the offering. Believe God, and inform the people of this goal. Keep the congregation posted on the financial progress.

Crusade evangelism is not the only way to reach the lost. But it has proven effective throughout the years, and churches that utilize evangelists win more souls than those that do not.

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The Love Offering

Dr. John Bisagno, Pastor Emeritus of the First Baptist Church, Houston, Texas

Attitude! Remember that word. In the final analysis, the success of the offering depends upon the attitude of the one who takes it. After spending over twelve years in the evangelistic field and watching hundreds of men take offerings, it seems that the most important factor is this: Does the pastor really want a visiting evangelist to get a good offering? If he does, he can get it. I know many pastors and full-time evangelists who consistently conduct revivals. I believe that I speak authoritatively when I say I do not know a man who would not be satisfied with the offering the people gave, whether large or small, if the pastor did all he could to take it. If he genuinely wants to get a good offering and seeks it in a positive way, with some preparations outlined herein, a good offering will be assured. But if he fails in some of the simple mechanics of taking a good offering and does not really want the man to have a good offering, the people will recognize it and will not respond.

One of the most common mistakes made in receiving love offerings, or any type of offering for that matter, is to presume that we must protect the people's pocketbook by not trying very hard. If you make up your mind to get a good offering, one that will be a true expression of love and a blessing to the recipient, then ask for it positively, prayerfully, and with great anticipation. The people will protect their own pocketbooks.

If you do it negatively, the people, the evangelist, and the Lord will be embarrassed. I have seen men take offerings when it was obvious that they really weren't trying and didn't care how much the love offering was. They always hand it to the evangelist and say, "My, we are sorry it couldn't have been more." They really weren't sorry at all. They didn't want it to be more or they would have tried.

Perhaps they were afraid of their people or were afraid they would give too much and hurt the church budget. But remember, you cannot out give God. You do your people a great service when you lead them to give as God convicts them. The Lord will bless your church as you bless the men of God who preach from your pulpit. Your people will not give more than they can. Let them worry about that; you need not protect them.

Have a clear understanding and do the best you can in the offering. I have never had to apologize for an offering I gave a man, or for any cause. ***It is with a great deal of pride that I hand a good-sized check to every man that preaches from my pulpit. God blesses a cheerful giver. He likewise blesses a church that expects to do big in the matter of the love offering.***

If you lead your people to think negatively and to give small, the chickens will come home to roost in your whole ministry and church. God must make big men for the big places. Part of our Christian "bigness" is our genuine desire to share. Make up your mind whether you really want this man to have a good offering that you will not be embarrassed to hand to a visiting preacher.

How much offering is enough for a visiting evangelist? In answering this, many factors should be considered. For pastors, who have a steady income, it is obvious that less is required than for the full-time evangelist with no other means of livelihood. Whether the man is the pastor of a large church with a large income or not, I know of none of God's men that are overpaid. Men with big incomes and big churches usually have big expenses. Most \$40,000 to \$50,000-a-year men could be making \$100,000 plus a year if their talents were dedicated to the business world.

You do not need to protect the people from giving too much, nor do you need to protect the visiting preacher from receiving too much.

You should at all times be positive in the receiving of the offering. Tell the people that we have a wonderful man, and it is an honor for our church to have him lead us. This is certainly not high pressure and no one will rebel at this positive approach. To the contrary, the businessmen in your church will think less of him and less of you if you pass

him off as a nobody to whom they may just give anything. Never use a negative approach in the receiving of the offering. If you tell your people that this man has twenty-nine kids, a broken down automobile, and a sick wife, they will not respond. ***People like to be identified with success, not misery. They will give much more if the evangelist is presented as a highly successful man whom God has blessed mightily. Neither evangelist nor pastor should ever put on the "poor act." The positive approach should always be used.***

Certainly never make the mistake of telling the evangelist you will send the offering later. You like to get paid on payday -so does he. Instruct the church treasurer to have the money counted, make the check, and present it immediately at the end of the services. He probably needs it then, not next week.

W ***ith your evangelist, your treasurer, your finance committee, and your people, the difference between the expense offering and love offering should be very thoroughly defined. The expenses for the special nights, publicity travel to and from your city for the evangelist, motel and meals should be taken from the expenses. It is best to have an amount set aside in the budget of the church to care for these expenses.***

It should also be clearly explained to the people what is to be done with the loose change and loose bills not given through the envelopes. Many people like to use envelopes for income tax records. Everything that is given loose and through love offering envelopes should go for the love offering, while that offering is being received. Do not use the method of giving the money placed in envelopes to the love offering and the loose change to the expenses.

In the event that an evangelist is eating part or all of his meals out, he should be instructed to sign the ticket, including tip, and told that the church will take care of this. As your guest, he should be treated as such.

Travel expenses to and from the meeting should be taken care of by the church. It is best to write ahead of time and see if he would prefer to have travel money sent in advance. He may need it to come to your church.

The actual distribution of the envelopes and the use of the offering plates to receive the offering is of tremendous importance. The most common mistake, and one of the worst, is to place offering envelopes in the plates and then pass the plates, announcing that envelopes may be obtained thereby. It is impossible for an individual to stop the offering plate, take out an envelope, fill it out, put money in it, and pass it on. This should never be done.

The second best way to distribute the envelopes is to put them in the pews in the envelope holders and publicly ask everyone to take one before you make the appeal for the offering. The very best way; however, is to place the envelope in the hands of the people ahead of time. This can be done at the door or by asking the ushers to come forward during the early part of the announcement time and give them out. Never ask people to raise their hands for them. You might just as well ask them to take a rattlesnake as to take an envelope. Most will not ask for one, and yet, 90 percent will give if you place an envelope in their hands. Some pastors have mailed letters to the church family a week ahead of time with an envelope enclosed, explaining that a love offering will be taken after the regular tithes and offerings. In my opinion the following method, over the years, has been the most successful and the most effortless.

A ***t the beginning of the announcement period, ask the ushers to go to the end of each row and give ten or fifteen envelopes to the person seated on the aisle. The pastor will announce that a love offering will be taken for the special speaker after the invitation. The person on the aisle will in turn pass the envelopes down his row, giving each person the opportunity to take one whether they intend to use it or not. Tell the ushers not to say, "Do you want one?" It may be that the man on the end will refuse to jump up and down and beg for one, but that the other fifteen people on the row will want one. Extend them to the man and ask him to take one and pass them on. The extras can then be left on the seat at the other end of the row.***

The servant is worthy of his hire. I have been on the giving and the receiving end of some very good offerings. I admonish you to remember the words of our Lord, who said, "It is more blessed to give than to receive." You cannot out give God.