

## 1. Annual Church Profile Questionnaire

**Instructions:** The Southern Baptist Convention (SBC) requests that each member church voluntarily submit an annual report of its statistical data, giving statement, and leadership profiles to its local Baptist associations and/or its state convention through the SBC Workspace database (formerly SBDS—Southern Baptist Directory Service).<sup>8</sup> If your church voluntarily submits this information to the convention, the *Annual Church Profile Questionnaire* will be a simple, fast, and accurate process. If your church either does not submit this information or is not affiliated with the SBC, the first questionnaire may take a little more time to research, but the time will be well spent. Based on your recent Annual Church Profile submissions or on data you have available or have researched, complete the requested information over the last five years for each of the following questions.

1. How many ***total church members*** did your church annually report over the last five years?

Year	Total Members Reported

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<sup>8</sup>Voluntarily reporting SBC churches submit their Annual Church Profiles to their local Baptist associations and/or Baptist state conventions via paper forms or electronically through [www.sbcworkspace.com](http://www.sbcworkspace.com). Roger S. Oldham offers a helpful, concise history of and reasoning for the use and reporting of Annual Church Profiles in “Annual Church Profile Gives Church, SBC ‘Report Cards’”; accessed March 13, 2018; <https://brnow.org/News/July-2014/Annual-Church-Profile-gives-churches-SBC-report-ca>.

2. How many *total baptisms* did your church annually report over the last five years?

Year	Total Baptisms Reported

3. What is your church's annual *ratio of baptisms-to-total members* over the last five years? In other words, what is the ratio number of members your church reported for every one baptism your church reported?

Year	Baptisms-to-Total Members Ratio
	1 Baptism: _____ Total Members

4. What was the *total amount of undesignated and designated receipts* your church received and reported annually over the last five years?

Year	Total Receipts
	\$
	\$
	\$
	\$
	\$

5. How many *dollars for intentional evangelism and/or missions expenditures* did your church annually report over the last five years?<sup>9</sup>

Year	Total Evangelism/Missions Expenditures
	\$
	\$
	\$
	\$
	\$

6. What is your church's annual *ratio of intentional evangelism/missions expenditures-to-total receipts* over the last five years? In other words, what is the ratio number of dollars spent on evangelism/missions expenditures to the total number of undesignated and designated receipts reported?

Year	Evangelism/Missions Expenditures-to-Total Receipts Ratio
	\$1 Evangelism/Missions Expenditure: \$ ____ Total Receipts
	\$1 Evangelism/Missions Expenditure: \$ ____ Total Receipts
	\$1 Evangelism/Missions Expenditure: \$ ____ Total Receipts
	\$1 Evangelism/Missions Expenditure: \$ ____ Total Receipts
	\$1 Evangelism/Missions Expenditure: \$ ____ Total Receipts

<sup>9</sup>Examples of intentional evangelism and/or missions expenditures can include but are not limited to funding the employment of an evangelism/missions staff member, mission trips, evangelism tracts, intentional evangelistic events, missions offerings, etc.

## 2. Pastor Assessment Questionnaire

**Instructions:** The *Pastor Assessment Questionnaire* asks you to answer two types of questions. First, you will be presented several groups of statements and asked to designate which of the statements in each group you affirm. Second, you will be asked to write your responses either to a single question or to a brief number of questions. If a question includes multiple inquiries, please respond to each of them.

1. Which of the following statements do you affirm?

*(Check only the statements that apply):*

- The Bible is inerrant in every area of reality (e.g., theology, history, science, etc.).
- The Bible's message is true, but it contains some historical and scientific errors.
- The Bible is a good book, but it is no more inspired than other great books.

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- To be made right with God and go to heaven, people must repent of their sins and place their faith solely in Jesus Christ.
- Some people who do not personally know Jesus Christ as Savior and Lord will be in heaven.
- All persons will ultimately be saved.
- A real place of eternal, conscious torment awaits those who do not turn to Christ in this life.

- Unbelievers enter hell, but they are annihilated (i.e., they do not suffer eternal, conscious torment).
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- Every believer in Jesus Christ is responsible to evangelize.
  - Only pastors, ministers, and evangelists should evangelize.
  - Only grace-gifted evangelists, or those who appear to be good at evangelism, should evangelize.
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- Success in evangelism is doing evangelism.
  - Success in evangelism is when an unbeliever becomes a believer.
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- When preaching and teaching in the presence of unbelievers, a pastor/teacher should always invite his hearers to repent of their sins, believe in Jesus Christ alone, and verbally confess, "Jesus is Lord."
- When preaching and teaching in the presence of unbelievers, a pastor/teacher should only in particular circumstances invite his hearers to repent of their sins, believe in Jesus Christ alone, and verbally confess, "Jesus is Lord."
- When preaching and teaching in the presence of unbelievers, a pastor/teacher should not invite his hearers to repent of their sins, believe in Jesus Christ alone, and verbally confess, "Jesus is Lord."
- My weekly duty to preach does not absolve me from also having a weekly responsibility to practice personal evangelism.

- My weekly duty to preach absolves me from having to practice personal evangelism weekly.
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- Evangelism is that Spirit-empowered activity in which disciples of Jesus Christ give an intentional, verbal, and complete witness to His life, death, burial, and resurrection and invite unbelievers to become His disciples by repenting of their sins, believing in Christ alone, and verbally confessing, "Jesus is Lord."

- Evangelism is anything the church does, not always requiring the verbal sharing of the Gospel.

- Working for political, social, and/or environmental justice is just as important as verbally sharing the Gospel with those who do not believe in Jesus Christ.

- Working for political, social, and/or environmental justice is more important than verbally sharing the Gospel with those who do not believe in Jesus Christ.
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- I have no problem looking people in the eyes, telling them, "Jesus loves you," and genuinely inviting them to repent and believe in Christ.

- I have no problem looking people in the eyes, telling them, "Jesus loves some sinners," and instructing only someone who is visibly under conviction of the Holy Spirit to repent and believe in Christ.

- I have no problem looking people in the eyes, telling them, "Jesus loves some sinners," and then trusting that the Holy

Spirit will regenerate them apart from my either inviting or instructing them to repent and believe in Christ.

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- These are dark days, and I wonder if the Holy Spirit is working on unbelievers to turn them to Christ.
  
  - This is a great day because I am certain the Holy Spirit works tirelessly and constantly to bring unbelievers to faith in Jesus Christ.
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2. What do you understand to be the essential components of the Gospel message?

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3. How do you define evangelism?

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4. Do you consider yourself a consistent and intentional personal evangelist? If so, how do you practice personal evangelism, and in what way do you prefer to evangelize (e.g., intentional evangelism through relationships, visitation evangelism, social media, etc.)? If not, what is the most difficult obstacle preventing you from being a consistent and intentional personal evangelist?

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5. Do you ensure that your church's members are regularly trained/equipped in personal evangelism? If so, how often does this training/equipping occur?

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6. How are you and your members regularly equipped in personal evangelism training (e.g., what program(s), organization(s), book(s), or speaker(s) are used for evangelism equipping and training)? Specifically, what are you and your members trained to do in terms of personal evangelism (e.g., pray for unbelievers, make friends, make visits, share the Gospel, fold new believers into the church, etc.)?

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7. What specific expectations (either set by yourself or by the church), if any, do you have to ensure that you practice personal evangelism weekly? What specific expectations, if any, do you have of your staff members or lay leadership in terms of their commitment to practice personal evangelism weekly? What specific expectations, if any, do you have of your church members

in terms of their commitment to practice personal evangelism weekly?

*Pastor:*

*Staff Members or Lay Leadership:*

*Church Members:*

8. If you have such expectations of yourself, your staff/lay leaders, and your congregation, how do you communicate and then measure them?

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9. Does your church conduct a weekly visitation ministry in which it seeks to reach guests and witness to unbelievers? If not, does it have some other intentional method of contacting guests and unbelievers?

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10. Does your church utilize evangelistic events to reach your community (e.g., Revivals, Vacation Bible School, Wild Game Banquets, Block Parties, Backyard Bible Clubs, etc.)? If so, how often do you offer these events, and in what ways does the church make these events intentionally evangelistic?

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11. How does the church “follow up” with new believers to lead them to become new members of your church and faithful disciples of Jesus Christ? Does the church require any training/class(es) before new believers are baptized and/or new members join your church?

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12. Do you encourage your church’s members to make lists of unbelievers for whom they pray for salvation? If so, in what specific ways do you encourage them to do so?

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13. What is your understanding of the grace gift of the evangelist referenced in Ephesians 4:7-13 and the work of the evangelist in 2 Timothy 4:5-8? Are you a grace-gifted evangelist?

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14. Who in your church is a grace-gifted evangelist? How do you identify a grace-gifted evangelist in your congregation? How are these grace-gifted evangelists utilized in your church?

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15. Do you regularly identify and encourage those who consistently evangelize? If so, in what ways do you encourage them (e.g., send a note of encouragement, tell their stories to others, go evangelizing with them, etc.)?

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16. How do you describe your preaching (i.e., text-driven, expository, topical, or textual)?

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17. How often do you present the complete Gospel in your Sunday morning sermons (i.e., weekly, monthly, quarterly, annually, or only when the text warrants it)?

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18. Do you offer some form of a public invitation during your sermons? If so, what type(s) (e.g., prayer in the pew, altar call, decision room, raised hand, completion of a card, text message, etc.)? If not, why not?

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19. If you offer some form of a public invitation, how much time each week do you dedicate to the public invitation in your sermon preparation?

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20. Do any elements of your worship services contribute to evangelism? If so, what are these elements specifically?

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21. Do Sunday School/Small Group Bible Study classes practice open enrollment? That is, do they enroll people into the group at any place and at any time as long as the person agrees to be enrolled?

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22. Do you expect Sunday School/Small Group Bible Study teachers to explain the Gospel in each lesson? If so, how do you communicate and then measure this expectation?

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23. In what specific ways does your church evangelize those under the age of 18?

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24. In what areas do you believe your church is strong in evangelism?

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25. What do you believe your church needs to do to improve its evangelism effectiveness? Specifically, what do you believe you need to do in order to improve your church's evangelistic effectiveness?

*Church's Action(s):*

*Pastor's Action(s):*

### 3. Ministry Staff/Lay Leader Assessment Questionnaire

**Instructions:** The *Ministry Staff/Lay Leader Assessment Questionnaire* asks you to answer two types of questions. First, you will be presented several groups of statements and asked to designate which of the statements in each group you affirm. Second, you will be asked to write your responses either to a single question or to a small number of questions. If a question includes multiple inquiries, please respond to each of them.

1. Which of the following statements do you affirm?

*(Check only the statements that apply):*

- The Bible is inerrant in every area of reality (e.g., theology, history, science, etc.).
- The Bible's message is true, but it contains some historical and scientific errors.
- The Bible is a good book, but it is no more inspired than other great books.

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- To be made right with God and go to heaven, people must repent of their sins and place their faith solely in Jesus Christ.
- Some people who do not personally know Jesus Christ as Savior and Lord will be in heaven.
- All persons will ultimately be saved.
- A real place of eternal, conscious torment awaits those who do not turn to Christ in this life.

- Unbelievers enter hell, but they are annihilated (i.e., they do not suffer eternal, conscious torment).
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- Every believer in Jesus Christ is responsible to evangelize.
  - Only pastors, ministers, and evangelists should evangelize.
  - Only grace-gifted evangelists, or those who appear to be good at evangelism, should evangelize.
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- Success in evangelism is doing evangelism.
  - Success in evangelism is when an unbeliever becomes a believer.
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- Evangelism is that Spirit-empowered activity in which disciples of Jesus Christ give an intentional, verbal, and complete witness to His life, death, burial, and resurrection and invite unbelievers to become His disciples by repenting of their sins, believing in Christ alone, and verbally confessing, "Jesus is Lord."
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- Working for political, social, and/or environmental justice is more important than verbally sharing the Gospel with those who do not believe in Jesus Christ.

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- Christians can know truth.
  - Christians who claim to know the truth are arrogant. All we can hope to have and know are opinions.

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- These are dark days, and I wonder if the Holy Spirit is working on unbelievers to turn them to Christ.
  - This is a great day because I am certain the Holy Spirit works tirelessly and constantly to bring unbelievers to faith in Jesus Christ.

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2. What do you understand to be the essential components of the Gospel message?

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3. How do you define evangelism?

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4. Do you consider yourself a consistent and intentional personal evangelist? If so, how do you practice personal evangelism, and in what way do you prefer to evangelize (e.g., intentional evangelism through relationships, visitation evangelism, social media, etc.)? If

not, what is the most difficult obstacle preventing you from being a consistent and intentional personal evangelist?

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5. Does your pastor expect you to evangelize every week? If so, what specific expectations does he communicate, and how does he communicate them?

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6. Does your pastor expect the congregation to evangelize every week? If so, what specific expectations does he communicate, and how does he communicate them?

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7. In what specific ways do you encourage the practice of evangelism in your area of ministry/leadership?

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*Pastor's Action(s):*

12. Do you regularly pray for the salvation of unbelievers? If so, for whose salvation are you currently praying?

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## 4. Church Member Assessment Questionnaire

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- To be made right with God and go to heaven, people must repent of their sins and place their faith solely in Jesus Christ.
- Some people who do not personally know Jesus Christ as Savior and Lord will be in heaven.
- All persons will ultimately be saved.  
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  - This is a great day because I am certain the Holy Spirit works tirelessly and constantly to bring unbelievers to faith in Jesus Christ.

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2. What do you understand to be the essential components of the Gospel message?

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3. What is evangelism?

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4. Do you consider yourself to be someone who evangelizes? If so, how often do you evangelize? If not, what is the most difficult obstacle that has prevented you from evangelizing?

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5. Does your pastor expect you to evangelize every week? If so, what specific expectations does he communicate, and how does he communicate them?

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6. Whom do you consider the most evangelistic person(s) in your church?

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7. Does anyone in your church consistently encourage and inspire you to evangelize? If so, who?

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8. What one thing could your pastor do that would increase your motivation to evangelize?

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9. Do you believe your church is strong in evangelism? If so, why?  
If not, why not?

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10. Do you regularly pray for the salvation of unbelievers? If so,  
for whose salvation are you currently praying?

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