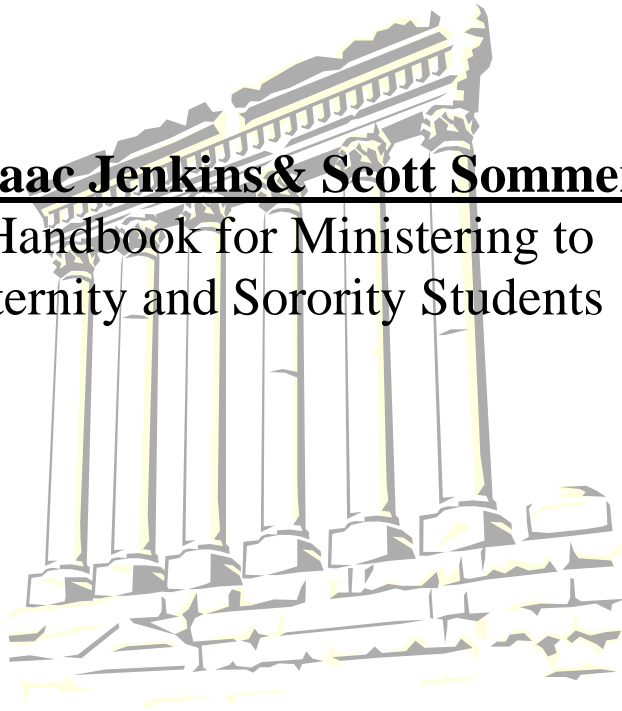


REACHING GREEKS

Isaac Jenkins & Scott Sommer

A Handbook for Ministering to
Fraternity and Sorority Students





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PREFACE

WHY MINISTER TO GREEKS?

The goal of this book is to help you become an insider and then to ultimately work yourself out of a job in ministering within a fraternity or sorority. We know that at first glance, this book will seem almost too basic –but this is our intent. We have tried to address the many questions people have asked us over the years about ministering to Greeks.

If you do a good job raising up laborers in a Chapter, you can move on to another house and at the same time become an advisor to key upper classmen in the other chapter –or chapters as you progress.

One of Campus Crusade's most basic mandates is to win students to Christ, build them up in their faith and send them out to minister to others. The Greek system is one of the best places on the campus today to see these objectives carried out. There have been so many different ministry strategies attempted in Greek houses over the years. Some have been effective while others have caused an entire chapter to close the door in our face.

This book is by no means a comprehensive guide to Greek ministry. Our prayer is that regardless of what ministry you are associated with, this book will provide you with some basic principles that will give you confidence and make you more effective in ministering to Greeks in your chapter and on your whole campus.

“Let us not lose heart in doing good, for in due time we will reap if we do not grow weary.” Galatians 6:9

FOREWORD

From Bill Boldt
Director of Cru
Auburn University

The fraternity and sorority chapters on your campus may represent some of the most significant student groups you reach for Christ. There are at least five compelling reasons to reach out to Greeks:

1. **Leadership**-Greeks are often the leaders of the campus. The nature of Greek organizations encourages and often develops leaders. Greeks commonly run campus organizations, clubs and student governments that continue beyond college in business, politics and civic arenas.
2. **Non-Christian Friends**- Greeks are the students who are often the most connected to non-Christians relationally. They often live, eat, participate in athletics and spend most of their social life with students who do not know Christ. They do not need to make non-Christian friends. They already have them.
3. **National Chapters**- The fraternity and sorority chapters are connected nationally. This interconnectedness among Greeks provides us with “National” ministry opportunities. Greeks want to be with Greeks. They influence each other.

4. **Brotherhood/Sisterhood-** Greeks have a strong affinity for their house. They have completed a formal pledgship and initiation that has bonded them not only to the current members but also to the heritage of their chapter that is often over 100 years old. This creates a powerful environment for personal ministry. A Greek who comes to Christ is often captured by the idea of reaching his or her “brothers” or “sisters” for Christ within an existing community.

5. **Lack of Outreach-** Despite all of these positives, this strategic group is often the most neglected. Many Christian organizations and churches never enter the front door of a house. Although Greeks may appear uninterested or as if they have it all together, this group can be the critical mass for reaching the entire campus.

It is with this in mind that *Reaching Greeks* was written. The vision and practical how-to's are here for you to begin or continue reaching Greeks on your campus. Isaac and Scott's desire in providing you with this handbook stems from their personal experience of successfully applying these concepts at Ole Miss and Miami University, two of the largest Greek systems in the country. Prayerfully, this will open doors that will help you in building your movement for Christ.

*The Greek heritage of Campus Crusade
for Christ runs deep...*

Campus Crusade for Christ started with a vision Dr. Bill and Vonette Bright had for reaching the world with the gospel of Jesus Christ. Knowing that Greek college students had the necessary intelligence, leadership qualities, and social skills to influence others, Bill and Vonette chose to begin the ministry in the Greek system at the University of California, Los Angeles, in 1951. Bill explains:

“For more than a year prior to founding Campus Crusade for Christ, Vonette and I and other volunteers from the church had gone into fraternity and sorority houses to speak with college students about Jesus. While we may have planted a seed or two, we never saw anyone commit his or her life to the Lord as a result of these meetings. So it may have seemed presumptuous that our initial strategy at UCLA called for meeting with the leaders of fraternities and sororities and securing invitations to speak in their houses about spiritual matters. Yet as we planned and prayed, we felt certain that this was where God wanted us to begin, to “influence the influencers” and, with His guidance and strength, train them to influence those around them. Our first campus meeting was scheduled to be held at the Kappa Alpha Theta sorority...As I prepared to speak, we prayed that God would break through this tense atmosphere and reach at least one or two of the young women. The sorority was nicknamed “the house of beautiful women,” and indeed they were. Sixty women gathered in the living room for a meeting, and when I finished my message I said, “If you would like to know

Jesus Christ personally, come and tell me.” We had prayed for one or two. But at least thirty of these beautiful college women stood in line to tell me they wanted to become Christians!

More meetings followed over the next few months in fraternities, sororities, and dormitories. More than 250 UCLA students including the student body president, the student newspaper editor, and a number of top athletes committed their lives to Jesus Christ. So great was their influence on the entire campus that the chimes began playing Christian hymns daily during the noon hours.

The Vision’s fulfillment had begun...”

(From Amazing Faith, and Come Help Change the World, by Michael Richardson and Bill Bright)

What was true in 1951 is just as true today. Many of the nation’s leading influencers have been Greek men and women. The following is a short list of some of these accomplished and well-known individuals:

Donald Trump, ΦΓΔ
Georgia O’Keefe, ΚΔ
Neil Armstrong, ΦΔΘ
Johnny Carson, ΦΓΔ
George Washington Carver, ΦΒΣ
Bill Cosby, ΩΨΦ
Katie Couric, ΔΔΔ
Michael Jordan, ΩΨΦ
John F. Kennedy, ΦΚΘ

Martin Luther King Jr., ΑΦΑ
David Letterman, ΣΧ
Jack Nicklaus, ΦΓΔ
Sandra Day O'Connor, ΠΒΦ
Elvis Presley, ΤΚΕ
Ronald Reagan, ΤΚΕ
Steven Spielberg, ΘΧ
Ted Turner, ΣΦΕ
Sarah Jessica Parker, ΣΣΣ
Cy Young, ΣΝ
General William T. Sherman, ΘΧ

⇒ *43 of the 50* largest corporations in the nation are headed by Greeks.

⇒ *85 percent* of *Fortune 500* executives are Greek.

⇒ *All but 2* U.S Presidents since 1825 belonged to a fraternity.

⇒ *100 out of the 158* presidential cabinet members since 1900 have been Greek.

⇒ *40 out of 47* Supreme Court justices since 1910 were members of a fraternity or sorority.

⇒ *76 percent* of all senators and congressmen belonged to a fraternity or sorority.

Chapter 1

Perspectives on Greek Ministry

In the early morning hours of December 16, 1944, Germany unleashed its last great offensive of World War II. The Allies had begun to retake Europe six months earlier. They consisted of soldiers from just about every nation in Europe along with the United States and Canada. Their general feeling was that the war was almost over and Hitler had only a few soldiers left to fight. The opposite was true. Hitler managed to pull together more than 200,000 men and took the Allies by complete surprise. This military blunder would later be known as the Battle of the Bulge.

Eisenhower presided over the Allied command and was quick to respond. Within two days, he rallied thousands of American and British troops who raced to the front lines to thwart the Germans. As the 101st Airborne, a key battalion for the Allies took their command; they would later report that as they marched toward the front lines, a rush of frightened infantry could be seen running toward them and screaming, “Run! Run! They’ll murder you! They’ll kill you!”¹

Most of these screaming, frightened men running from the front lines of battle were hastily trained recruits known as “Replacements.” During the last six months, since D-day, most of the veteran soldiers had been killed or wounded in battle and taken out of the front lines. The “Replacements,” despite their desire to serve the Allies, were unequipped. Thanks to men like that of the well-

trained 101st, the Battle of the Bulge was short-lived and more than 100,000 Germans were killed, wounded or captured. It was the beginning of the end of Hitler's "New Germany".

1. Steven E. Ambrose, *Band of Brothers*, 176.

We never want someone to run away from ministering to Greeks because they feel poorly trained or intimidated. Over the past years that we have been on staff with Campus Crusade, we have met a lot of staff who say they have no idea how to begin a Greek ministry. Some of these staff stay as far away from the front lines of Greek ministry as possible for fear of rejection or failure.

Some staff want to minister to Greeks, they just don't know what to do. Often, they will ask us questions like, "How do you get a ministry going?" or "What do you do to get actives in your chapter involved in *anything* spiritual?" Our hope and prayer is that you will see the incredible opportunities around you and gain the confidence to step out and trust God to do big things in your campus.

So Where Are We Today?

If Greek students are so influential, why don't we pursue them more and why are there so few involved in our campus movements?

1) Fear

This is probably the biggest reason. Most staff are simply afraid to walk into a fraternity or sorority house. Therefore, we tend to leave this area of campus alone, mistakenly believing people there don't want to hear what we have to say. Most staff members were not Greek in college so fraternities and sororities are unfamiliar and intimidating

territory. The people there can seem unreachable. In light of all of this, it is much easier to just go to the dorms.

2) Lack of time

Raising up Greek students can take more time than targeting freshmen or upper-class independent students. There are so many other open students on campus that staff do not have the time to invest in reaching Greek houses.

3) Lack of resources

Most campuses can't afford to allow one or two staff to focus their full energy on Greek houses. Again, there are too many other students who are ready right now.

4) Our Movements are Out of Touch to Greeks

The Christian students in our movements can forget what life was like before they were Christians and can be perceived as out of touch by the non-Christian world. People who view things only from a Christian-centric perspective are often offensive to non-believers.

5) Students don't have time to get involved in something else.

More often than not, Greek students have a more active social life than any other group of students on campus. Formals, theme parties, four-ways, Greek Week, intramural teams, late-nights, philanthropies, and grab-a-dates comprise an exciting and alluring social itinerary. Mix in studying and there's little time for other activities.

From Isaac:

The Beginning of Ministry

Since I graduated from Arkansas in 1990, I have been working full-time with Greeks through the ministry of

Campus Crusade for Christ. I have had the privilege and honor of working in the Greek system at Auburn and now at Ole Miss. Over the years, it has been exciting to see hundreds of men and women take the initiative to have an influence in their chapters.

When I stepped foot onto the campus of Auburn University as a new staff in the Fall of 1990, the last thing I wanted to do was fail in my attempts in turning college students into Christ centered laborers –especially Greek men. I had very little ministry experience behind me. The only thing going for me was my experiences as a Sigma Chi back at the University of Arkansas. But now things would be totally different. I was an outsider trying to become an insider and at the same time make a difference in the Greek system. I had the faith that God could use me plus the desire and drive but I needed some serious directions.

Over the four years I worked at Auburn, I spent a lot of time learning from the other staff men on my team. I soaked in every technique and ministry idea I could so that I might be more confident. At the same time, I noticed that most Crusade movements, for one reason or another, were working very little in the Greek system. As a result, less and less Greeks were getting involved with our movements and fewer going into the ministry.

I felt that fraternities and Sororities are one of the most strategic places on the college campus to invest your time in ministry. If your desire is to build a movement on campus consisting of people from every segment of campus, the Greek system must be a priority. Not only will they make up a large portion of the active leaders on campus, but also many of them will go on to be leaders of influence in their communities.

What motivates me to invest a lot of my time ministering in Greek chapters is that they hold the key to reaching some of the largest groups of non Christians on campus who are tightly enter connected. If you can see one Greek come to know Christ and develop a heart for his or her chapter, you can make Christ an issue in the entire chapter. I have also found that there are usually a few Christians in each chapter that could have a significant impact with just minimal training.

Ministry Training

Whether you are beginning a ministry in a Greek house or continuing an existing one, I would take every opportunity to observe the older staff on your campus as they do ministry. At least find older mentors in whom you can bounce off ideas. They may not be doing Greek ministry, but you can learn ministry skills in which you can apply in a Greek setting.

I would also take the new Cru staff training books seriously and learn from the men who have gone before us. Everything I share with a student (and in this book) I got from reading books or by watching other staff as they ministered to others.

Confidence

Always remember, if the people around you do not know Christ, then you have something they desperately need. No amount of dates, drugs or alcohol will ever fill the void that Christ came to fill. He is the ultimate answer to every problem a student may have, and this realization will give you the confidence to step out and trust God for big things in the Greek system.

Is having a Greek background necessary for working with Greeks?

Certainly not! During my freshman year, a campus crusade staff named Neil Tomba walked into my house and spoke to my pledge class about Christ. He started following up guys from the meeting, started a Bible study with some of my pledge brothers and even saw some of these guys trust Christ. Neil was not Greek but he was willing to step out in faith and trust God for our chapter. He was an inspiration to me. I was a young Christian and up until that point, I hadn't done anything spiritually in my Chapter.

God had to bring someone from the outside in order to wake me up to the needs around me. I began to realize that if I did not step up soon then God would use someone else, Greek or not, to achieve his objectives of saving certain men in my chapter. Remember: No matter what your background is, the key is having confidence in the fact that you have something they desperately need, Christ.

Prayer

The way we have decided to do ministry at Ole Miss is to use the fall as a time to sow broadly. I spend more time in evangelism during the fall, than at any other time of the year. Spring is a time to build into our leaders. For the past four years, our ministry has seen God work in a huge way through the combination of prayer and fasting. Each year our student leaders come together and make up a grid of forty days on a calendar in which each student prayerfully considers taking a day to fast for the leaders, our ministry, and the upcoming fall. Some students may only fast one day out of the forty day period while others fast one day a week. Students commit by anonymously making a check on the team calendar until each of the forty days are filled.

We also reserve a room in the student union once a week for students to meet during lunch and pray together. We usually cover between 80 –120 days each year in prayer.

That means that each year, as a ministry, we are averaging between two and three forty-day fasts! I believe that a large reason the numbers involved in our ministry have almost doubled each year is a direct result of our students going before the Lord in fasting and prayer.

I like to involve my men in as many opportunities as possible to trust God through prayer to move in their chapters. Over the years, I have known students who would meet once a week and walk through their houses stopping by each door and praying for the roommates by name as they were asleep in their rooms. These men are truly dedicated to seeing God work in their chapters!

Understanding Greek Students

You don't have to be Greek to have a ministry to Greek students. You just need an understanding of who your audience is and be able to relate comfortably with non-Christians.

You need to be willing to enter the non-Christian's world. Many times this is a shock similar to jumping into a cold swimming pool, but once you're in, you achieve a level of tolerance and comfort. Comfort does not mean acceptance, it simply means the absence of being shocked. We cannot be shocked when people act like who they are.

It takes a lot more time to see something happen with Greeks than in freshmen dorms because a) the students are older and more cynical, and b) the students already have an established identity, place of residence, lifestyle, and group of friends. You will need to initially spend more time earning trust and building relationships and less time in actual gospel presentations. Because of this, many staff that work with Greeks have found it ineffective to do Greek

ministry part-time. It just isn't enough time to have an effective ministry. We need to talk with our directors about freeing us up to make the Greek system our main target area.

Ministry is appointment-driven.

You can't walk through a fraternity or sorority house doing randoms or even following up contacts like you would in the dorms. You will irritate people quickly and may be asked to leave. It is normally a good idea to call beforehand to set up an appointment. It's also usually not the best idea to go through a gospel presentation with someone in their room in the house. Take the student off their turf and onto neutral ground. They're more likely to be genuine and won't need to keep up the "image" they may have in the house.

Fraternity and sorority houses are communities.

Therefore, if you alienate one member, you may find yourself "blackballed" by the whole house. Make no mistake; students will talk about you during lunch and dinner. Obviously we can't completely control this, but we want to give them as little negative ammunition as possible.

Every fraternity and sorority house is different.

Whether the reputation is J. Crew/Preppy, Jock, Nice guy/girl, Wild woman, Meathead/fighter, Jewish, Pot smoker/Burnout, Smart guy/girl, every house has a unique personality. How we should deal with each house depends upon that. It's our job to de-code each house and find that out. Use whatever strategies are effective with each house. Don't be afraid to try different things and change things that don't work.

When you approach Greek students to become Christians, you are asking them to step out of their world into a strange new world. Have an attractive, relevant and cool alternative world (i.e. your campus movement) into which you can plug them. If your campus movement isn't a place where Greeks would feel comfortable, then your movement needs to change.

Greeks are territorial.

Respect their turf. Don't march into their house like you own the place.

How Fraternities and Sororities Are Set Up

Fraternities and sororities grew out of the ancient Greek tradition of brotherhood. The idea of a group of men, learning, living together and developing lifelong bonds of friendship was inspired by the armies of the ancient Greek city-states of Athens and Sparta. These soldiers would often be gone for years at a time, away from their families, and without any fellowship except for their comrades. The bond of the fraternity developed from such occurrences. The ancient Greek's style of fighting also provided inspiration for modern fraternities. The Greeks fought in a battle formation called the Phalanx. Each Phalanx consisted of 96 men divided into eight rows. Each man would lay his spear on the man's shoulder in front of him, creating a multi-layered "stabbing machine". When one man was killed, another man would immediately step into his place. As long as the Phalanx would move together as one unit, it was virtually unstoppable. This small group of men fighting, protecting, and dying together, crystallized the idea of what Greek brotherhood meant.

Many fraternities and sororities are over 200 years old. Most are national organizations, consisting of a national

president, board of directors, etc. Many involve a secret “ritual” that members practice once a week at chapter meetings or when initiating new pledges. A secret grip, or handshake, is practiced among the members, and the members wear a special pin, or badge. Many house traditions were derived from Christian roots and ideals.

Each local chapter (or house) is governed by an elected president, vice president, and other officers such as the treasurer. There are other positions such as Pledge Trainer or Pledge -Ed, Ritualist, Social Chair (responsible for planning parties), House Chair (responsible for physical upkeep), Alumni relations, and chaplain. The house itself is usually owned by the alumni association.

The mainline fraternities and sororities on each campus are members of the Interfraternal Council (IFC) and the Women’s Pan Hellenic Association, respectively. These councils, made up of several members from different houses, govern the fraternities and sororities on a college campus. They are responsible for disciplinary action, rule making, putting on Greek Week, representing the Greek organizations to the university, and regulating the social life of Greek organizations (party monitoring). Each fraternity or sorority party must be registered through IFC, so the council knows exactly what is happening at what time. There is a limit on how many parties a house can give each semester or quarter. During registered parties, IFC sends out a group of people to patrol a party, to ensure things run properly and no underage drinking takes place. Of course, many unregistered or illegal parties occur. These parties are usually called “Late Nights” or “After Hours” and occur after the bars close on campus.

Kegs are illegal now in fraternity houses on nearly all campuses. Most official parties occur either in houses, at

off-campus residences of fraternity members, (annexes) or at a party hall. If nationals ban a chapter from conducting a party in its' house, the house is considered dry.

Hazing, as defined by university officials, is something that happens on a regular basis in the Greek system, though there have been large attempts recently to crack down on the practice. Many Student Life administrators have expanded the definition of hazing to include practically anything a pledge is asked to do, which in the opinion of many alumni is an inaccurate definition of hazing. For most members, hazing is considered any type of deliberate and extreme humiliation. What is practiced in most houses today is somewhere in the middle of these two definitions. The point of putting pledges through a difficult program is to test the resolve and limits of a pledge, their commitment to the fraternity and their pledge brothers. Unfortunately, many actives misuse this purpose to deliberately humiliate and demean pledges. This is not positive for actives or pledges and gives fraternities a bad name.

Every year fraternities and sororities go through the Rush (or recruitment) process where they attempt to recruit new membership. This is a crucial time for every chapter, and large pledge classes are coveted. These pledges are very influential because they represent the future of each fraternity and sorority.

Another important yearly event in Greek life is "Greek Week". This is week dedicated to the advancement and celebration of the campus's Greek system. Fraternities and sororities compete against one another in various types of athletic contests for the title of Greek Week Champions.

A FEW THOUGHTS AS YOU BUILD A MINISTRY WORKING WITH GREEKS

Friendships with Greek Advisors

As our ministry in the Greek houses began to grow here at Ole Miss, I figured it would be good to get to know the Greek advisor. One day I went in to meet with him and took along one of my student leaders. We talked for a while before he spoke honestly about his thoughts on campus ministers, and what he told us was quite sad. Every year he had been bothered by campus ministers who drew out Christian students from their chapters and left the rest of the house to “Go to Hell”. He felt that most campus ministers were trying to draw all the “good” guys away and allow the hazers to run the chapters. If you think about it, many campus ministries appear like this. They basically promote the idea, “Come join us and we will become your holy huddle –or your fraternity”. We all tend to drift that way if we do not constantly remind ourselves that we need to be focused outwardly.

I assured our advisor that our goal is to equip students to be the most active leaders in their chapters. We want them to hold offices like president and pledge trainer. Over the years, I think we have helped remove the stereotype as we have had many leaders hold key offices in their chapters. We have even had several seniors move back into their houses so they can have an influence on the younger guys. One year, we had four senior Sigma Chi’s move back into their house, just to lead a ministry. This is becoming a unique tradition in that house.

Longevity

Recently, I had dinner with the pledge trainer of one of the three biggest fraternities at Ole Miss. The pledge trainer decided to follow the lead of the other two big Chapters by requiring his pledges to come to at least one of our weekly meetings, and to attend the pledge Bible study at least once. Some pledge trainers have even proposed making their pledge class come to every house Bible study but I shy away from forcing them to come. My fear is that they could grow resentful.

I also ask the pledge trainer to consider requiring their pledge class to join a freshman Greek-wide meeting that my wife and I lead. We talk to the entire freshman class about dating and relationships. Our desire at this meeting is not so much to share Christ as it is to expose them to Christian principles and then to invite them to the pledge studies and to our weekly meeting. (I have included a large portion of our material in Appendix A).

I also let each pledge trainer know that I have several talks that I can give to help him achieve his goals with the pledges. My most favorite talk is the manhood material which is included in Appendix D. This material is great and it really gets the pledges attention.

My desire is that each pledge class be exposed to Christ at least three or four times over the course of their pledgship. We have seen tons of Greeks get involved in our ministry through these small group Bible studies and large group meetings. Over the years, as we have earned respect in the local chapters at Ole Miss, We have just about achieved unlimited access. But this has taken a lot of Time + building respect with the local chapters.

One of the biggest challenges we face as staff with Crusade is the pressure to move to a new campus every few years.

If taking a position at another campus will help make you more effective, then I would move in that direction. However, I am convinced that the degree of ministry success you see in a fraternity or sorority will correspond to the amount of time you spend laboring in one place.

Success takes a lot of prayer and time. Strategies and methods are important but I have found that longevity and prayer is key to seeing success. It usually takes three to four years before you begin to see the real fruit of your labor. Getting Greeks involved in your local movement can take years of building credibility in a Chapter. Ministry may at times seem slow and frustrating, but if you continue building relationships and sharing your vision, you could potentially see your ministry double every year.

Chapter 2 Beginning a Greek Ministry

Helpful Strategies

Here are three strategies for successfully reaching Greek students and training them to be lifetime laborers:

Presence

This is probably the most important strategy. The presence of Spirit-filled Christians among Greek non-Christians changes perceptions and shatters stereotypes. You must enter *their* world to achieve *their* respect.

How to do it:

Encourage students to go Greek. You must do this if you ever expect to see substantial Greek ministry accomplished on your campus. Don't circle the wagons and run for cover. Too many Christians have already mistakenly done this. Get in there and stand firm! Portray joining a house as a ministry opportunity and make an announcement at your weekly meeting to encourage people to go through rush. Obviously, this is for mature believers who can handle the temptations. When students go Greek, help them start Bible studies in their houses. Encourage them to attend as many philanthropies and parties, late-nights, formals, and grab-a-dates as possible. Recommend they do things like walk their drunken brothers and sisters home from parties and bars. People will notice.

Staff must get face time at Greek Week, bars, parties, and major philanthropies to create a presence. Attend as much as you can and make as much of an effort as possible to allow Greeks to get to know you.

Intentional Outreaches

Do servant evangelism such as passing out free hot dogs in front of the bars on weekends, waters at Greek Week, brownies to houses during their weekly chapter dinners, and hot chocolates in the wintertime. Put your name on things you hand out. Depending on Crusade's reputation on your campus, you may want to choose an alternative name like "Greek Life."

Use questionnaires in fraternity and sorority house chapter meetings. This is a way you can generate contacts and find interested students early in the year. Hit it hard during the first week of class. Here's how to do it:

Walk into the houses on campus and meet the presidents. Ask for permission to come to a chapter meeting and speak briefly. Also ask for permission to come to the house later to follow-up the interested students who live in the house.

The chapter meeting is not the time for a gospel presentation. It's probably not a good idea to talk on something serious either. These students hear alumni give talks about drinking, risk management, and how they are messing up the house all the time. Just explain who you are, what you do, and pass out questionnaires. **Always say: "I'm from a Christian group, but it's totally fine if anyone here is from a Muslim, Jewish or another religious background. I just want to be a resource to people who are interested."** This will deflate potential anger towards you for "pushing your views", even though you're not. Have them pass them back to you and leave immediately. Thank them for letting you come in as your leaving.

Stop by the house to follow-up hot contacts. Try to meet people late in the afternoon and right before dinnertime (usually around 4-5pm). Most Greeks that live in the house schedule their classes in blocks so they only have to go on campus once a day. They come back in the afternoon to eat dinner. Use your dorm ministry “street smarts” when talking to a guy in a room full of non-Christians. It’s usually better to meet on neutral ground. That way, they won’t worry about looking cool and will probably communicate more genuinely with you. Coffee shops and fast food restaurants within walking distance of campus work well. Schedule appointments during discipleship times to give your disciples ministry experience. Don’t worry, the student won’t freak out if there’s someone else there besides you. Just make sure they are Greek also so they will have that in common. Encourage the student you have an appointment with to bring some of their other brothers or sisters. This will make them feel more at ease and means more gospel presentations for you!

If you can’t find people at the house, call them. You will need to be persistent. It can be very hard to get an appointment with a Greek student. When you do get an appointment, don’t give out your phone number for them to call you back. Sometimes students will call within five minutes of your appointment and cancel on you.

Use short talks with comment cards to reach pledge classes. Pledges are possibly the most critical people to reach in a Greek house. They are usually freshmen, and they are the future leadership of the chapter. That is why it is critical to target these groups. Find out when the formal rush occurs on your campus. This is when houses will have the largest pledge classes. Go into a house and ask for the Pledge Trainer (or Pledge Ed). Explain to him or her who you are, that you are a spiritual resource on campus, and that you

would like to be a resource to them as well. Most pledge classes have at least one pledge meeting a week. Ask permission to come to this meeting and speak briefly on a relevant topic. These topics could be things like:

- Authentic Brotherhood/ Sisterhood
- Seven habits of highly effective people
- Leaving a legacy in your house
- Real relationships

Talks on alcohol can many times have a negative impact. Fraternities and sororities are well aware of this issue already, and get reprimanded on their use if it often by alumni and the university. It may be a good idea to try something else.

Keep your talk brief (15 min.) and follow it up with comment cards. You can briefly mention your personal testimony, but be careful to make it short and not the focus of your talk.

Fellowship Opportunities

Fellowship with other Christian Greeks is important. Make events like these available to your Greek students:

- Greek BBQ's
- Greek conference
- Discovery, or relationship group, Bible studies in houses (led by students)
- Action, or coaching, groups led by staff
- Monthly Greek meeting (like a weekly meeting)
- Weekly Greek prayer (later evenings usually work best for students)

If you implement these three strategies together, you will be waging a multi-faceted campaign to introduce Greek students on your campus to Christ and train them be laborers for a lifetime!

Part 4: Your Best Approach

In the past, many staff have tried on their own to reach a fraternity or sorority house and have walked away frustrated, wondering why nothing happened. Here's why going it alone isn't effective:

- 1) There is a definite barrier you must cross to reach Greeks. This is different than dorm ministry because the community lines are more clearly drawn. The people in Greek houses share a common identity, much more so than independent students on campus. This is largely due to the nature of Greek membership. **Greek houses are closed communities.** We are outsiders in these communities.
- 2) One staff member can only reach a limited amount of students.

A much more effective ministry will take place when a student in a house has a personal ministry alongside your ministry.

As you follow up on positive contacts in the house, the student who is an insider can use natural conversations to initiate the gospel. Natural conversations are the best approach for students to reach out to their brothers or sisters. That means they can't just walk from room to room

sharing the gospel like you can as staff. Since they know and live with these people, they must be more tactful and sensitive. Often we as staff can get away with much more than a student can because of who we are and what our profession is. However, if a student approaches their fraternity or sorority like staff does, they will most assuredly be tuned out and resented by the rest of the house. This kind of damage takes a long time to repair.

You will almost certainly never see the kind of results you want unless a student in the house is doing ministry with you.

By working together with students in ministry, several things will occur:

- A greater ability for saturation. Your student will have an automatic witness with house members by living out his or her faith. It will arouse their curiosity and hopefully cause them to ask questions.
- House members receive double exposure, from you and from your student(s).
- The gospel becomes an issue in the house. It will become a topic of discussion during meals. After time, it will be everywhere they look.

Remember...

Do not start a separate Greek movement on your campus. This is only a temporary solution to the problem of not seeing Greeks involved. There are so many opportunities for Greeks to take advantage of within your larger campus movement (i.e. retreats, conferences, and

summer projects) that a separate Greek movement can't offer. Don't shoot your Greek ministry in the foot by contextualizing it. Instead, change your campus movement to make it more Greek-friendly.

Drop cheesy immature skits like “chubby bunny” or swallowing goldfish. These high-school-youth group tactics do not connect well with most Greeks and usually do more harm than good. Like it or not, Greeks are usually the coolest students on campus. Many Greeks already view Christians as “dorky” and these types of activities only solidify these views. A good rule of thumb when thinking about connecting with your audience is “What would the coolest fraternity on campus think of this?” This group of men is probably the hardest group of Greeks to reach (men are usually harder to reach than women). If you tailor your movement to be relevant to these people, you will reach everyone else in between at the same time. Also honestly evaluate your movement's use of “Christianese”, or Christian lingo. This can also be a turn-off to an outsider.

Take your disciples to different houses when following up hot contacts. It usually doesn't go over too well for you to follow-up contacts in your student's house with them standing right there. Their brothers or sisters may think, “Oh, Seth only comes around when he wants to convert me. I see how it is.” That is not what we want. Let your disciple initiate on their own with their brothers or sisters during lunches, parties, etc. When you follow-up contacts in a house, bring along a student from a different house.

Don't walk into the same house everyday. This will start to freak people out. They will feel pressured, like

it's being "shoved down their throat." Even though they are probably being over-sensitive, they will still shut down and become embittered towards you. Vary the houses that you visit. Once or twice a week is probably good for most houses.

Student ownership is the key. The students can always relate better to their brothers and sisters than you can. You are the "weird old person." Empower your students to reach their peers.

From Isaac:

In the Fall of 1994, my wife, Meg and I moved to Oxford, MS to rebuild the ministry of Campus Crusade at Ole Miss which is now called Cru. There were around 10 students who called themselves Crusade and only a few of them were Greek. Meg and I were outsiders from the beginning. Not only was Crusade virtually unknown on the campus, but we had both grown up outside Mississippi and had attended other Universities other than Ole Miss. We were to learn quickly that it was going to take a lot of prayer and patience as we tried to invest in just a few leaders and reach the campus through them.

The campus is just over 40% Greek making it one of the largest Greek systems in the nation. It is one of the few campuses that the Greek system is actually growing. It dominates the campus. This is one of the chief reasons we focus so strongly on the Greek system. Today, our ministry has grown to more than 600 involved and around 95% of these students are Greek. I share this only to paint a picture of where you can be in time. At this point in our movement, we are actually trying to figure out ways to draw more non-Greeks and students from deferent

nationalities into our ministry. But I feel that this is a great problem to have.

Beginning a Ministry in a Chapter

I once knew a Campus Crusade staff member who had just been placed on a major university and was excited about doing Greek ministry. He had been in a fraternity in college and his chapter was on this campus. He felt that his chapter would be a good starting point. He walked into the house, met with the president and shared Christ with him on the first appointment. The only problem was that the president was Jewish and was offended by the conversation. The news spread down the chain of command in the fraternity, and my friend had the doors close in that house with just one appointment. It would take several years before he could slowly make his way into the house again.

What did my friend do wrong? I commend his boldness, but you have to move slowly. My rule of thumb is to befriend the actives, but share Christ with the pledges. If you offend one pledge, most likely nothing will happen. But if you offend an active, you can lose your welcome in that Chapter. I'll share about how I present Christ to actives as well as pledges in the chapter on evangelism.

Getting started

How do you start? I would start by targeting the three top fraternities or sororities on your campus. My first goal is to start a coed Bible study with two or three pledge classes. In an ideal world, you would end up having three different coed Bible studies in which to meet freshman and build relationships. I would start by asking the girls which fraternity pledge class they would like to invite over for a coed study. Always have the coed study at the sorority

because guys do not mind coming to a sorority house while some girls feel intimidated walking into a fraternity.

The reason you want to start broadly and inter several different Chapters at once is that some studies may not end up working out. The pledge trainer may not be supportive so you want to have a few options of where you can spend your time. If you attempt to begin a ministry in three different Chapters, you hope that this will open the door for three different coed Bible studies. After you get the studies going, you hope to have 6-10 men and 6-10 women attending each study. Hopefully you will have a co-leader helping you so that you can both follow up the new students each week and share Christ with them. If you have one or two new students a week attending the three studies, you should end up having plenty of evangelistic opportunities.

As you get started, I would suggest finding out which Chapters interact the most. If you already have an existing ministry and only a few Greeks attend your weekly meetings, talk to them and see how the Chapters pair up. For example: We found out that the Sigma Chi's and the Delta Gamma's did a lot together. We also found out that the Phi Deltas and the Chi O's partied a lot together. Now all we had to do was the groups together for a pledge study.

Meeting with the pledge trainer

We knew that in order to begin a Greek movement, we would have to start small. The pledge trainer are the keys to unlocking opportunities in which to minister to hundreds of freshman. If we could begin several small group studies between the houses, we could slowly introduce the idea of a monthly meeting and encourage each small group to

participate. Then they see that their individual Bible study is part of a bigger movement on campus.

When I am beginning a ministry in a Chapter, one of my first priorities is to meet the pledge trainer. I never call them on the phone; if at all possible, I find them at the house. I want to talk with them face to face and let them see that I am a normal dude. I will go by the house during lunch time with the hopes of finding him so that we can sit down and talk.

When we are introduced, I try to set up a time with him when I can share some Ideas with him about what I am doing in other Chapters. Usually we can sit down and talk immediately. I want him to know that I will be working with other pledge classes and wish to be a resource to him as well.

Most pledge trainers are looking for speakers to fill their weekly pledge meetings with interesting topics so I offer a few topics like: Time management, making wise decision and setting goals. Recently, I have started using a two part talk on manhood that has gone over so well with the pledges and pledge trainers that I doubt I will ever speak on anything else *see appendix E.

Next, I share with the pledge trainer that one of the girls chapters would love to join in with his pledge class for a four – week coed discussion group. I explain that the topics will cover subjects like dating -but from a spiritual perspective.

At the conclusion of the four part series, I like to invite the girls to come over the one of the guys apartments or to the fraternity house to cook out. From here, we split the bible studies into two different groups so that the guys and girls

will begin to open up more and grow in a same sex smaller group. As the Bible study continues, I tell the guys to feel the freedom to invite other guys to attend. And when they do, I will ask them if they want to get together and discuss the study and then hopefully I will have an opportunity to share Christ with them.

Getting in front of the pledge class

Once the pledge trainer has agreed that you can start this coed group, the next thing to do is to announce it to the entire pledge class. I would also try to start it the day after the pledge meeting. This way it is fresh on their minds. Announce ahead of time that the study will have a definite starting and stopping point—maybe four or five weeks. Then you can split the studies into two smaller groups of guys and girls. The guy's study can then meet back at their fraternity house or at one of the guy's apartments—or dorms.

I also like to have the sorority host the study. I would have a few girls come over to the guy's pledge meeting and invite them to the study—that is, if you already have connections into the sorority house.

If you are working with freshmen who do not have a chapter room to hold a meeting, the dorm is just fine. My wife was a Chi-O at Auburn and they were not allowed to have houses so she had to minister to girls in the 'Chi-O dorm', the key is finding a place where they will feel comfortable.

**In the next section, I will walk you through exactly how I follow up each pledge so that you might have an opportunity to share Christ with them.*

Remember: The longer it takes you to get the study started after you introduce yourself to them, the less guys will come to the first Bible study. You may want to pass out cards and find out who is interested in the study. Here is a breakdown of what I would do at the pledge meeting:

1. I may give a talk, or have a Campus Crusade staff member give a talk, on one of the subjects listed below.
2. Then as I close, I mention the discussion group (Bible study). I give a few details as to what sorority wants to join us and what topics we will be discussing.
3. I pass out comment cards and have each of them put their name, phone number and any comments or questions about the Bible study. This is also a good time to ask if they have any spiritual questions that they want answered.
4. I announce the first Bible study time, which should be on that same week if at all possible.
5. I follow up the cards in “most interested” order.

One subject that I like to speak to freshman about is what I call “Being a Well-Rounded Student.” This is a basic talk that emphasizes being balanced in the physical, social, academic and spiritual areas of one’s life. I mention a little about each area and explain that it was only when I started working on the spiritual areas in my life that I began to experience true joy and happiness. This talk can allow you a good opportunity to close with spiritual questions that you can have them answer on a comment card. I like to ask questions like: On a scale of 0 to 100, how interested are you in growing in the spiritual area of your life?

If I can tell from the comment cards that a guy is a believer and is interested in what I want to do, I call him that night. I ask him to join me for lunch and then I share my vision

for his house. I listen to him, find out his spiritual interest, and then I usually share some of the discipleship principles. **(See chapter on discipleship)*. I explain that the study will be geared to the young Christian or non-Christian. If he has a few other pledge brothers whom he believes are solid, I suggest the idea of us meeting for another Bible study in one of their rooms where we can go a little deeper in the Word. **One solid guy in a pledge class is a gem, and I don't want to lose him.** If he comes to the study but feels unchallenged, he may go and find something else.

I used to share the Gospel in my talks but now I reserve evangelism for my small groups. Feel free to share your testimony and use it to outline exactly how you became a Christian but I will add that I have seen very few guys trust Christ through large group pledge meetings. It is just not a safe place for them to let down their guard. Almost 100% of the men, who trust Christ with me, do it in a one-on-one or one-on-two environment.

Starting a Bible study: Freshmen

I have found that the best times for a new Bible study dealing primarily with freshmen, at least for fraternity men, is usually one hour before dinner on Monday, Tuesday or Wednesday. For sororities, you may try one hour before dinner on a night they would be eating at the house, an hour before their pledge meeting, or a late afternoon. For a short-term co-ed study, it could also possibly also work on a Tuesday night; say after their pledge meeting, at around 8pm. You can do one on Thursday but people are usually beginning to think about the weekend. At Ole Miss, the weekend begins around Thursday afternoon. Remember, you want to attract the lost and so you need **to make the Bible study at the best time for them.**

As I mentioned earlier, I usually like to do coed Bible studies for only around four weeks and then divide the group. I know that coed cell groups may work for longer periods of time with older students but I prefer to split freshmen up soon so we can grow together on our own. It is also ideal for a guy and a girl to co-lead the Bible study. As soon as the study splits, the two leaders will be the natural leaders of the new separate studies. Men seem to open up more as they are away from the women and have time to grow together in their walks with God and vice versa.

People often ask me what new Bible study is available to use with Greeks, but I believe that there is really no “magic” study that is “THE” answer. Campus Crusade, as well as your local Christian bookstore, is full of good ideas. Some of the best studies I have ever led are simply studies where I have walked a group through a book that *they* were interested in. The key is to show them that you are *authentic*! They are not looking for a bunch of how to’s or how not to’s. They simply want to see that you care about them and that you are not perfect. We need to be completely open about ourselves in order for them to open up to us.

Here is what a typical series might look like for one of our coed Bible studies:

- 1. Bible study on dating (see appendix A).**
- 2. Bible study on “What makes Christianity special or unique?”**

I like to go around the room and have each person tell what denomination he or she is most closely associated. I then explain that today we are going to look at what these denominations have in common. I proceed to pass out the Four Spiritual Laws and walk them through it. This is a great way to share the Gospel or clarify the

Gospel. I then plan on following up with each guy in the study and my girl leader does the same with each girl.

3. Bible study on assurance of salvation/forgiveness of sin.

I like to take this study and clarify the idea that it is 0% me + 100% Jesus that gives someone salvation. Campus Crusade has several follow-ups for new believers. I like to summarize lessons two and three.

4. Bible study on gray areas.

When leading the “Gray Areas” study, I never give my opinions. I let them come up with several gray areas and then look at the passages of scripture that help us make healthy choices. I want them to start seeing that the Bible can apply to all areas of life. Here are some of the passages we look at:

Romans 14:14-23, 1 Corinthians 10:23-33

Romans 9:19-27, 1 Corinthians 6:12-20

1 Corinthians 10:13, 2 Chronicles 7:14

Philippians 4:8.

I will ask them to weigh every action with a series of questions. For example: Is it helpful?

Is it harmful to me or others?

Could it cause a weaker brother to stumble?

Does it edify others?

Does it draw others to Christ?

Does it help me present my date more holy to God?

This Bible study is great for helping young Christians develop biblical convictions in their walk with God.

5. Cook out at one of the student’s houses or at our house (optional).

These are by no means the only Bible studies we present. Because most of the students in the south have some sort of church background, we can get by with jumping to the Gospel a little sooner. You may want to wait until the fourth study to share the Gospel. The key is to be creative and come up with your own schedule.

Starting a Bible Study: Upper Classmen

One thing for sure is that, as a whole, today's students seem to know little about the Bible. Some of my best studies can be when I simply walk a few guys through a book of the Bible together. We may buy a Bible study at the local Christian bookstore to go along with it. I like to balance my studies with a little outside reading, Bible reading, prayer and scripture memory. I know that students are busy but books like: Master Plan of Evangelism by Robert Coleman and Disciples Are Made Not Born by Walter A. Henrichsen are great books that have shaped my thoughts on how I do ministry.

We are currently taking all our male leaders through a book by Fred Stoeker called Every Young Man's Battle. This book is great and helps men address the issues of being pure in their walk with God and how to be pure with women. Fred is super authentic and really causes the men to open up.

As my active study grows, I begin to challenge some of the guys to take the role of leading the pledge study. Also, I have studies inside the fraternity house if at all possible because more guys are likely to "stumble" upon the study and want to join us. I like to follow up every new guy who comes to the study. I will introduce myself after the study and ask if he wants to get together so that I can answer any questions he has about the study. I try to take along my most faithful active as well so he will get to observe me

sharing my faith. I hope that he will do the same one day with other pledges.

I tell the guys in my active studies that I hope they will grow as a result of the study but I warn them that I am not into “dead end” studies. What I mean by this and explain to them is that I expect them to impart these things to others and that I plan on some of them taking turns to lead the active study as well as the pledge study. I love to continually challenge men to step out of their comfort zones.

From Scott:

To begin any social organization, you need a critical mass consisting of a few things. This critical mass should include:

1. **You.** To get started, you need at least one staff member who will be committed to the Greek system as a full-time target area. Part-time does not work!
2. You also need **a group of students** who are willing to make the Greek system their primary target area (preferably students who are already Greek or are considering rushing). As we mentioned before, this will give them the enormous advantage of being insiders.
3. **Time.** Your campus needs to make starting a Greek ministry a priority in terms of its schedule. That means not scheduling campus movement events that conflict with Greek events (i.e. planning fall retreat on the same weekend formal rush occurs). Fraternity and sorority people will

not be able to go. Don't think, "Well, if they were really on board they would come anyway."
Recognize the Lord has given your Greek students a unique ministry opportunity. Support them by being sensitive to their schedule.

4. **Money.** Your Greek ministry is also going to need money for outreaches, BBQ's, and socials that should be funded from your campus account.

Bathe your Greek ministry in prayer. When Dr. Bright first started Crusade, he began by instituting a twenty-four hour prayer chain. You must have 100 percent support from your campus leadership to take on this kind of project successfully. They must be willing to place you in the Greek system and leave you there. It's also important for them to realize that ministry to Greeks is a lengthy process. There is usually a period of seemingly vain labor (sometimes as long as three to four years) before a person actually begins to see fruit in the Greek system.

Week One Checklist

Remember, getting started during the first week of classes is crucial for setting the pace.

- Find out when Greek week, rush dates, open houses, and other important dates are. As Greek staff, you should always be aware of these things. There are certain times during the year that houses have pledges and don't have pledges, and that is something you need to know. Contact the student affairs office to find out

these dates.

- ❑ Approach selected houses, meet the presidents, and get permission to speak at their chapter meetings (which usually occur on Sunday or Monday nights). Schedule these ASAP. That way, you will have Sundays lined up throughout the semester to speak at chapter meetings, and you will have hot contacts to follow-up.
- ❑ Plan a team-building/fellowship time for the Greek believers and have them invite their friends. A BBQ usually works well. During this time, make a list of those who are interested in being involved with their phone numbers and e-mail addresses.
- ❑ Make personal contact with all the key Greek believers. Align them, cast vision, and get them excited. Start a Bible study for them.
- ❑ Have all of your Greek believers start Discovery, or relationship group, Bible studies in their houses during that first week.

- ❑ Print out schedules listing all the important ministry events/dates that you can give to your students.

Chapter 3

Evangelism in a Greek House

From Isaac:

Several years ago, after speaking one night at one of our weekly Crusade meetings, a sophomore Sigma Nu came up and asked me if we could talk. His name was Tommy Tosh. During his pledge semester, the pledge trainer had brought the entire pledge class to one of our weekly meetings, and Tommy enjoyed it so much that he kept coming back. We try to have most of our big houses require their pledge classes to attend our meetings at least once during pledgeship.

Tommy was such a nice guy that I, along with my Sigma Nu Crusade leaders, had assumed that he was a Christian. We met the next day for lunch and I was taken by surprise by what Tommy shared with me. He said that he was attending the school he had always wanted to attend, had joined the fraternity he wanted, was dating the girl he wanted but that he was extremely unhappy. He said that he would wake up in the morning and not want to get out of bed.

I responded with two questions, known as the “Kennedy questions”, which I always ask a guy when I meet with him for the first time. I asked, “Tommy, based on your church background, on a scale of 0 to 100, if you were to die tonight, how sure would you be that you would go to heaven?” Tommy was very unsure so I went on to ask a second question, assuring him that it was purely a hypothetical question, but that his answer would help me know how to help him. I asked, “If you were to die and stand before God and He were to ask you, ‘Why should I let you into my Kingdom?’ What would you say?”

Tommy was equally unsure about how to respond to this question so I proceeded to share with him the Four Spiritual Laws by Dr. Bill Bright.

At the conclusion of our discussion, he said that he needed to think about all that I had shared with him. I gave him a ride over to one of the sorority houses where he was going to houseboy and I left him with one more question. "Who are you trusting to get you into heaven?" I told Tommy that I would love to talk again and planned another time to get together. Well, Tommy later told me that he went to talk to his pastor that same day and after his pastor confirmed everything we had discussed, Tommy left the pastor's office, walked into the sanctuary and prayed to receive Christ. Tommy would grow to be one of my most faithful leaders in Crusade.

One day we met for lunch and Tommy informed me that he had decided to go on staff with Campus Crusade, and that he had stayed up until 2 a.m. the previous night making a list of all the people he felt would support him. I was excited for him and told him we would need to start meeting a little more with actives and pledges so that he would have the training necessary to be effective on staff. That Wednesday we shared the Gospel with two different Sigma Nus and made plans to share with a few more the next week.

But things quickly changed. Two days later, while riding in a car to an out-of-town football game with some of our other senior leaders, Tommy was involved in a serious car wreck where he was thrown from the car and killed. His death affected the campus in a way I could never have imagined.

We, as a ministry, were deeply saddened. However, I had such peace knowing that now Tommy was experiencing firsthand the joy of being in the presence of the Lord, but I would miss his friendship.

Our Greek leaders responded by sharing Christ with their fellow peers all over the Greek system. Students stood up and shared Christ in front of their entire chapter. Within a few weeks, we heard of more than 30 students who placed their faith in Christ as a result of Tommy's life and death. God glorified Himself through one of His children.

Before Tommy died, he wrote out his spiritual goals and one of them was to lead Sigma Nus to Christ. I read this to the entire chapter as I had the opportunity to stand before them and talk about Tommy.

Tommy had also obtained 80 copies of More Than a Carpenter by Josh McDowell. He had planned on handing them out to each of the pledges, requiring them to read it. We ran with this idea and in one afternoon, our students came together and handed out 6,000 copies of the same book to the campus. They would later hand out another 2,000 copies.

Josh McDowell found out about the movement happening on campus and offered to come to Ole Miss. We only had around three weeks to promote him. We simply advertised, "Come out and hear the author of the book Tommy wanted to give to his pledges." We did not say what Josh would be speaking about, yet we had around 4,000 people assemble at the coliseum to hear Josh! What was equally amazing was that a majority of these students were Greeks! Almost the entire Greek system attended in honor of Tommy Tosh.

I had a copy of Tommy's testimony on video and we played it on a big screen at the conclusion of Josh's talk. When it came time to fill out the comment cards, I asked Josh to specifically have the students write out if they had received Christ. I wanted to make sure these students were serious. We did not have enough pencils or cards to go around and yet more than 220 students wrote out, "I prayed to receive Christ tonight."

I share all this to show you what the life of one person can accomplish! This showed me once again how the Greek system is so interconnected. If you can influence for Christ one leader who is respected by others, you can influence hundreds, and in this case, thousands of students.

One more thing must be noted. If we had not been laboring in these houses and had not developed the leaders we had, the same results may not have transpired. I heard stories of as many as 13 Kappa's, 16 Phi Delts and 13 Sigma Nu's trusting Christ. We may never see God move like this on the Ole Miss campus again, but when He does choose to work, I want to have key leaders who are confident and ready for any opportunity to make Christ known.

Evangelism with freshman

I think that I did too much evangelism my first three years on staff. You may say that you can never do too much evangelism, but I neglected to disciple the guys I was leading to Christ. As I began to rethink my strategy, I sought to balance evangelism with discipleship. I began to do more in the fall, when I had the opportunity to meet with more guys and spend time with new believers, and then use the second semester to focus on discipling the new believers.

You might say that the first semester is a time to grow your ministry or sow broadly and the second semester is a time to build into your ministry. This same principle applies to overall ministry on campus.

The following is how I get plenty of evangelistic contacts for the fall. Once I start a coed Bible study, my goal is to meet with each of the freshman one-on-one and share Christ with them. I encourage them to invite other pledge brothers or sisters each week and I set up appointments with them as well. I meet with each guy and I have my female co-leader meet with the girls.

Of course, the best scenario is to take a guy with me, and an even better scenario is for me to work my self out of a job and allow the upperclassmen to do the study and follow-up.

I always bring my day planner with me to the study and then I pass it around to the guys and have them sign up for a time when we can meet and talk about the study. This will save you from trying to find or call guys later.

I block off the times that I am available with a pen and have them fill in their names in my open time slots. If two guys want to meet together then I will do it, but they usually will not open up as much. I like to share with them individually and then pair them up for follow-up. Also, before I walk into the study, I may talk to one of the key leaders and find out when he can come with me so that we can meet with them together.

Where to meet? If you can have some privacy, meet them at the fraternity or sorority house or in their room. Do not meet at a restaurant unless they suggest it because there are too many distractions. At a fraternity house, they are on

their own turf and you can usually find a room off the main dining area to sit and talk.

Evangelism with upper classmen

As I have mentioned before, I try to meet with every freshman and share Christ with him; but I befriend the actives. As I develop a relationship with a few guys and we begin a house study, I then begin to follow up each new active and share Christ with him. A few years ago, through the help of one Phi Delt reaching out and inviting actives to our house study, I was able to meet with every active living in the house and share Christ with him.

Final thoughts

Every once in a while, as I am meeting with students on campus, I will come across a student who will ask, “Isaac, what do you think of the subject of predestination?” What is so interesting to me is that although most of these students like to discuss theological issues such as these, few of them are actually out there getting to know non-Christians and sharing their faith with them. More times than not, I have seen this subject paralyze Christians from doing anything for the Kingdom. Ok, I’ll admit that I hold to the reformed view but look what Calvin says as he quotes Augustine about evangelism: “Because we do not know who belongs to the number of the predestined and who do not belong, we ought to be so minded as to desire that all men be saved. So it will come about that we try to make everyone whom we meet a sharer of our peace.”²

I may not know who the elect are but I do know that if I share my faith enough, I am going to bump into them! As a matter of fact, I specifically pray for divine appointments and I believe that is why I have seen many men trust Christ over the years. I know that there are men right now in

whose hearts Christ is working. They are ready to make a decision if I will take the initiative to share. This gives me confidence to step into a Greek house.

2. John Calvin, The *Institutes*, 3.23.14.

Chapter 4

Evangelistic Strategies

From Isaac:

I decided to give this topic its own chapter. Some of these strategies have been done only once, while others have been done every year.

Four-House Parties

The staff at Ole Miss began a strategy several years ago, and it has become a tradition every year with the freshmen. The strategy is simple. We invite two fraternity pledge classes and two sorority pledge classes over to one of the sorority houses. We speak on relationships and dating. We try to do two of these thereby involving eight different houses. You could bring in a speaker and do one at 8:00 p.m. and then another at 9:00 p.m. These have gone over so well at Ole Miss, that now, each year, we invite half the freshmen Greeks out to one house and the other half are invited to another sorority. My wife and I will speak for approximately 30 minutes on making relationships last (See Appendix B). We introduce the idea of healthy relationships as well as Crusade to almost the entire freshmen class.

The goal is not necessarily to share Christ during this time. As a matter of fact, the talk is very light. I include a lot of Biblical principles and only a few verses. The key is that we want those freshmen to leave the meeting saying that their first exposure to Crusade was positive and that they might try coming to one of our weekly meetings or Bible studies. If you are trying to build a campus-wide movement, you have to do big things to attract large groups to expose them to your ministry.

These four-house parties can be a great time to pass out comment cards if you are looking for a way to follow-up interested pledges. I would still speak in front of the pledge class in order for them to see that I am a Christian, but these events can also be a great way to help you see who is spiritually interested.

Mass Outreach

We join together with seven different ministries at least once a year to do an outreach. I meet together with campus ministers and we propose a few speakers, vote on one, and then conduct an outreach. The Josh McDowell outreach was a good example. When it comes time to have the students fill out a comment card, we have a place for them to mark which ministry they are most comfortable with or associated to. We then divide up the comment cards among the seven ministries for follow-up.

I hate to say it, but over the past eight years of doing these events, we have seen little results as far as our individual ministry is concerned. In other words your movement will not grow by leaps and bounds as a result of an outreach like this. Nonetheless, they are great for us because they expose the entire campus to an opportunity to hear about Christ. Also they promote unity among the ministries.

Bible studies or talks centered around an upcoming event on campus

While at Arkansas we took advantage of things going on around campus and we even used holidays to reach out to the men. Sometimes we might bring in a speaker around Valentine's Day to speak on relationships and then have them share Christ.

One time we got the idea to announce during dinner that afterwards there would be a sort of informational Bible

study on Halloween. I bought a book at the Christian bookstore, which went into great detail about the origins and history of Halloween. I used it to show the spiritual side of Halloween. Our goal was ultimately to share Christ with the actives at the study.

There was one active that attended the study named Bill Cobb. He was nicknamed by some as “Wild Bill.” He later said that some of the things that were mentioned during the study really disturbed him and caused him to think deeply about spiritual issues. We had no idea that God was working on his heart. About a week later, he came by my room to ask me some more questions about the things that were talked about at the study. I was not in the room, but my little fraternity brother, Mark Jones, was sitting on the couch.

Mark had come to know Christ with Darren, another guy in my pledge class, who was helping me have a ministry in the house. I walked in on Mark sharing Christ with Bill and soon Bill was praying to receive Christ! Bill immediately started coming to every Bible study in the house. He was so faithful! It was amazing to see how God could use one informational Bible study to completely change a person’s life.

Coed Outreach

Several years ago, while I was working at Auburn University, a few of our Greek student leaders from Sigma Chi and Kappa Delta got together and decided to do something different as an outreach in their chapter. The Sigma Chis' invited the Kappa Deltas over for dinner. Afterwards, they were invited into the living room to ask a panel of peers any question they wanted about God and religion.

The panel consisted of two girls and two guys from each of the chapters. Each person spent some time researching a few topics like “What about the people who have never heard?” or “Why does God allow bad things to happen to good people?” They used several books including Josh McDowell’s Evidence That Demands a Verdict as a resource for looking up topics.

I acted as emcee and allowed anyone to ask a question and I directed it to the panel. I would also rephrase any question that sounded vague so that everyone could understand the question. The meeting was very interesting and no one got upset or out of hand. The best thing about the meeting was that we passed around comment cards to follow up men and women who had questions.

Greg Linton was a Sigma Chi and joined us for the evening. He came up to me afterwards and mentioned that he had some questions about evolution. The next day we got together, I answered his questions, and shared Christ with him. Within a few minutes he said, “It sounds like that the key question here is not whether evolution is right or wrong but whom do I trust to get me into heaven?” Greg decided to trust Christ that day and ended up later attending seminary and now is a pastor of a church. *All of this resulted from a few students simply taking the initiative to have an outreach in their chapter!*

Chapter 5

Discipleship with Greeks

From Isaac:

During my first few years of walking with the Lord in my fraternity, I spread myself too thin. I was doing lots of good things with multiple guys, yet I had few disciples who could carry on the ministry after I was gone. I was sharing my faith with most of the pledges and leading Bible studies in the house, but I was not very effective.

One day, while sitting in a class, I got into a conversation with one of my good friends who was a SAE. He had recently come to know Christ and was trying to have a ministry in his chapter. He handed me a book by Robert Coleman called The Master Plan of Evangelism. It revolutionized the way I did ministry!

The chapter on selection was particularly beneficial to me. I had never thought of the idea that although Jesus spent some time with the masses, most of his time with his disciples. He was available to the masses, but he pursued time with the 12. He selected a few, did not spread himself too thin, and these few went on to change the world.

Today, I still incorporate those basic ideas to my ongoing ministry. I spend time sowing broadly in two or three houses during the year and work in these houses for four to five years each. I also like to spend key time with just a few men in each house and try constantly to impart vision to them about what an influence they can have in their chapter.

Dead end Bible studies

I like to start every Bible study with the end already in mind. Back when I was first leading studies in college, I led several dead end Bible studies and did not even realize it.

These are Bible studies with no real goal other than the hope that the guys learn a few things about the Bible. These types of studies are led by well-intentioned leaders but nothing much will come out of them. When the leader leaves, the study will die.

When I am beginning a house study for actives or a key discipleship study with older men in the house, I am proactive from the beginning. I may say things like this, “I hope that you will grow a lot through this study but I also want each of you to be praying about either leading this study in the future or leading the pledge study.” I will go on to ask a few questions: “When do you think you will be ready to lead a Bible study?, Will it be next semester or next fall?, What do you need to be doing in your life to prepare you to lead?, What do you not need to be doing in order to be qualified to lead?”

I do not want them to answer the questions right away. I want them to be thinking inwardly and realize that I am calling them out of their comfort zones. These types of questions help them examine their lifestyles and cause them to think deeply about whether or not Christ is the Lord of their lives.

Since I like to start with the basics and move deeper as we go along in a Bible study, there will always be one guy in the study who thinks that we are starting out too basic for him. I tell my guys from the beginning that I want them to know the basics so well that they will be able to turn around and teach them to someone else. Also, from what I have mentioned above, by asking those sets of questions early on in the study, the guys see that I value them. And they see that I expect big things from them. They will also be forced to look within and see if they are truly ready to lead others.

When we meet together one-on-one, I will walk back through the questions and ask them what they are thinking. I will explain that they are the guys that are most qualified to have an impact in their chapter, and I want to help them succeed.

The 90-10 principle.

My discipleship with Greek men is basic. I will share a few principles with every guy I spend time with but my underling strategy is TIME. I try to spend key time with faithful guys. I call it the 90-10 principle. I only talk about spiritual things 10% of the time and try to spend 90% of my time with guys hanging out, doing things we mutually like to do. Generally, I talk about spiritual things only in Bible study, and in our appointments or if they want to talk to me about something.

Students can tell if you are only interested in checking them off or if you only see them as an object of *your* ministry. They want to see that they are valued and cared for as a friend. I try to hunt a lot with guys. I love to have guys come out and cook at my house. It is good for them to see me interact with my family and that allows us to have some hang time.

Meg loves to go walking with girls. She suggests taking a Friday afternoon to take key girls shopping. Sometimes we equate ministry with a specific appointment to talk about spiritual things—but hanging with students *is* ministry! Students are SO relational that it is essential to free your mind of the legalism of only discussing ministry and doing it in a “sit down at an appointment” time.

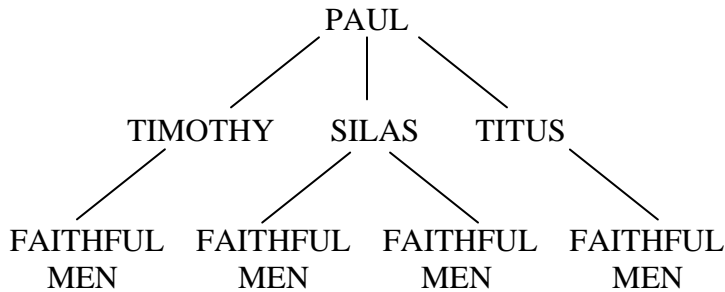
Meeting with potential disciples

Here are three things I will eventually take a guy through if we have met a few times and I know he is a Christian and

has potential to be a leader in his house. I will share with him my vision for discipleship and write out just a few things on paper. Here are some examples:

1. **The II Timothy 2:2 Principle.** I like to read the verse to the guy and then draw it out on paper (Figure A). I explain that there are four generations in that one simple verse. Paul had guys like Timothy, Titus and Silus in Bible studies and he was asking them to go out and find faithful men who would in turn find other faithful men.

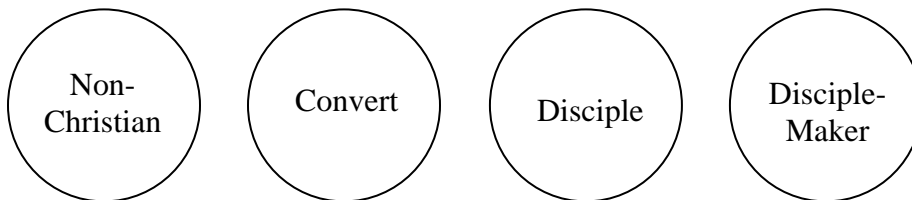
Figure A:



2. **The Disciple-maker principle:** I draw out four circles and then explain each circle (Figure B). I always say that these are not spiritual hoops that I think anyone should jump through. I tell them that I know they will influence others but I want to help them influence others for Christ. I point out that some one could be a Christian for 10 years but only be one day old spiritually. This is what I would

call a convert. A disciple is one who is reading the Word and growing in his walk. He is one who is seeking out others to help him grow as well. Once he has learned some basic principles of how to share his faith and lead a Bible study, he can be a disciple-maker. I will read to him Matthew 28:18-20. I will also ask him, "Where do you find your disciples?" Those are the first two circles. There are men all over his chapter that are in the first two circles. Once again, I know this is very simple but it helps me show a guy on paper that I am calling him to a deeper challenge—that of making Christ Lord and telling others.

Figure B:



One key aspect of being a good Bible study leader is in discerning the spiritual maturity of your group and then challenging them to a new level. If someone is in the first circle, we want to share Christ with him. If he is in the second circle, we want to challenge him to join us in the Bible study so he can grow and mature spiritually.

3. **The Spirit Filled Life:** Sooner rather than later, I am going to want to talk to a

guy about the Spirit-filled life. You can guide your disciples through Dr. Bright's booklet on the Spirit-filled life or you can read one of his books on the subject together. Oftentimes, I take a group of guys through the basic follow-up Bible studies to make sure they are equipped in the basics. Crusade has four basic follow-ups for new believers. These studies cover the subjects of assurance of salvation, forgiveness of sin, the Spirit-filled life and living a balanced Christian life. During the past four Greek Summits that I have led (see Appendix E), the students have said repeatedly that understanding the Spirit-filled life was one of the best things they got out of the three week project.

Chapter 6

Strategies that are working for Staff

We included this chapter to let you hear from staff around the nation who are seeing success in ministry to Greeks. Each of these staff sound like they have seen some exciting things happen on their campus.

Men's Ministry

Toby Vaughn
Cru staff at North Dallas

One of the things that have worked best for me doing evangelism has been these Greek dinners.

Last year we got 3 different fraternity presidents and pledge trainers to make a mandatory event for pledges to attend dinner at my house. I know this won't work at a campus that has really large pledge classes. But we have tucked in 30-50 guys, three different times in kitchen and back deck for a catered dinner where I basically share this [pledge talk](#) then pass out comment cards and then follow guys up.

It has been great to build relationships with the guys, and I have seen an incredible increase in responses to guys that want to hear about the gospel compared to when I do this at the house in their chapter meeting.

I try to make the dinner really fun. They usually show up in suit and tie, so I have music playing, ask group

questions during the meal. I have cornhole and washers set up for guys that want to play.

I want them to see that i am a normal guy, not a weird religious guy.

Jacob Blair

Cru staff at Western Kentucky University

Our goal this coming school year is that every Greek student will get a chance to hear and respond to the gospel. Another goal is that we see a disciple in every house. A few things we plan on doing to see this happen:

- 1) As soon as possible, go into every chapter meeting and pass around a spiritual interest survey. We'll do a drawing after visiting all the houses and the winner will get \$50. Follow-ups will happen from the survey.
- 2) Throughout the year one of the staff will give a chapter talk at every house. The gospel will be presented at the end as well as a another spiritual survey to be used for follow-up.
- 3) Marian Jordan is speaking in October. Last year we saw 700 girls, mostly sorority girls, in attendance.
- 4) With everything we're doing as it is to reach Greeks, we're only having two big all-Greek meetings this semester.
- 5) With the little staff we have in charge of Greeks, my wife and I will start a Bible study at whatever house indicates the most spiritual interest.

6) Figuring out who to disciple will be based on who shows the most spiritual interest as we go from house to house.

Brandon York
Cru staff at Indiana University

This fall, Indiana University Cru will be pursuing our Greek system by doing dinner-time Greek spiritual-interest questionnaires (Questionnaire attached) in each fraternity and sorority during the first two weeks of the semester. We do this by asking permission of someone with whom we already have a relationship with in the house, or by cold-calling. If we don't have a pre-existing relationship, we go to the door with our questionnaires, pencils, and two or three of us (always have students with you), and confidently say that we're going around to all the greekhouses on campus and you don't want their house to miss out on the opportunity. We've never been turned away in seven years doing this. Then we mention that we're a greek christian organization committed to helping Greeks connect spiritually with Bible studies, etc, and if they'd take 30 sec to fill this out, you'll enter for a chance to win a \$100 gift card. We'll only contact you if you win or if you indicate interest on your survey. We'll do this in every house, and as well, for the first two days of the semester (day 1 and day 2 of classes) we'll ask a centrally-located greek house if we can set up a cooler and a card table/chairs in front of their house from 10-2 and hand out pop-sicles (it's August and hot) and ask Greeks walking by to fill out a questionnaire (same one we do for dinner-time

questionnaires) for a chance to win the \$100. We do get some repeats from dinner surveys, but we also catch some guys/gals who weren't at dinner when we were there. This is a fun, successful outreach to do pop-sicle stands. You can have music playin, toss a football and have someone ready to cut the pop-sicles as people walk by. You need to have at least three people at the stand at a time or people likely won't wanna stop. Then, after these first two days of pop-sicles, and the first two weeks of Greek dinner questionnaires, we spend the rest of the fall following up the hot/interested contacts, and this is how we do evangelism in the Greek houses for the fall. It's bold, but you have to be very relational, confident, and decisive when you show up to follow up an interested contact. Don't flounder... do what you're there for, then head out.

Also, each Monday night, we have a small "weekly meeting" of Greeks in a Greek house basement (co-ed) where we do an icebreaker, then split up into co-ed small groups and have discussion questions around a topic from the Word. We bring it back together at the end and tie it together and make brief announcements. We also have a greek student give their testimony each week after the icebreaker.

Lastly, on fridays, we meet for Greek prayer at 2pm in a greek house, pray for an hour over all the contact cards we conducted the first two weeks. Then at 3, we go sharing in the Greek system, pursuing contact cards from the dinner questionnaires/pop-sicle stands. When going sharing we pair up to go out to the various houses. In my experience, it's a BIG step of faith for a young believer to go up to a greek house and go sharing, so you may need to take them to an "easier" place at first, like the student union, etc. However, I've seen many greeks boldly embrace the

challenge of going into another greek house to do EV. Case by case. Also, in my discipleship appointments with each of my guys, we go sharing and follow up greek cards during this time as well (not just Friday group sharing time). There's many cards to follow up, so we have to take every opportunity.

Brandon Boyd
Cru staff at OSU

My wife, Jennifer and I work at Oklahoma State. I am full-time, she is part-time. We host a co-ed greek bible study at our house, geared towards mature believers, that we have seen a lot of fruit from! We also started a seperate greek ministry called "greek wide" last spring, that meets once a month in a frat. or sorority. The audience we cater to is the non-believer/young believer. We have a student MC, a student shares a testimony from the host house, myself or a pastor from our community gives a 15 to 20 min talk. To wrap-up, we have the students discuss 2 or 3 questions in small groups for 10 min that the speaker provides, then a few announcements. We try to meet in the dinning room of the house so students can sit at tables, which makes it easy to have the discussions. The greek wide meeting lasts one hr.

Our plan this fall is to continue to have greek wide once a month, moving it around to different houses. We have our co-ed b-study on the same night as we have greek wide, so we have 3 b-studies and 1 greek wide each month. We also have a leadership team divided up in to servant teams that lead things like; prayer, publicity, social media, and outreach.

The first couple days of school I go by 3 or 4 frat's to hunt down the pledge trainers to ask for an opportunity, as soon

as they can set it up, for 20 min in their next pledge meeting or after dinner. I explain to them that I've been working with greeks for a while and its typical for me to speak to a bunch of the houses about " Three spiritual myth's" that I borrowed from Bill Boldt that address's the importance of their spiritual life and their character! I also tell the pledge trainer I will have each pledge fill out an index card with their name and cell so I can try to sit down with each guy to get to know them and talk with them about their spiritual journey. I tell the guy I don't put pressure on ANY of them to meet. In my 18 years of doing this, only one pledge trainer said no to this idea... They are always looking for ways to fill-up their pledge meetings, especially when your helping him address character, leadership type stuff!

I then take student male leaders with me to do follow-up with the pledges. I typically text the pledge and ask for 30 to 45 min with him in a well known, easy to find, location near campus like the student center or a coffee shop.

Jen and I both do group discipleship with 2 or 3 students. She has very limited time, and this allows me to maximize my time and meet with more leader type men. The benefit for them is they form a deeper relational/spiritual bond with each other and learn from one another!

Late fall, I typically get more mileage out of taking the leaders, and emerging leaders, to spend a night at a property or the evening that I have access to 20 min from campus. This is for the men, and we chip golf balls, there is a pond on the property for fishing, I grill or we cater barbeque, and then we have big ol camp fire! Some guys smoke cigars and I simply ask the men to "share where they are in their spiritual journey, and where they would like to be at the end of the school year" and just let them talk....

The guys loved it and kept asking when can we come back out to the property etc.

Kevin Shoemaker
Worked with Cru at FSU and MSU

While Kevin was at FSU, he tried something that has worked for other campuses. He met with pledge trainers from a fraternity and sorority that mutually liked each other and started a coed Bible study. He planned out four studies and decided to use the Song of Solomon video series with Tom Nelson. The video series is great and he chose the four best videos to show. His goal was to show the videos and then get as many men's phone numbers so that he could meet back and share Christ with them. He has since started a Bible study with these guys.

*You can order the video series by calling Denton Bible at: 817-383-3345.

Paul Mayer
Former Cru Director at: Mississippi State University

Paul Mayer put together a manual that Greek Chaplin's. Paul says that the manual was created to have a two fold purpose. First, it can open the door for you to minister to a Chaplin. As you meet with the local Chaplin's in the various houses, you can share with them that you want to be a resource and have something that can help them. Secondly, it can actually help the Chaplin succeed in their Chapter. Each manual comes with a four spiritual laws by Dr. Bright and a More Than a Carpenter by Josh McDowell. There are also articles and devotionals, that can be passed out at chapter. Some of the article cover holidays such as Christmas, Easter and Valentines Day.

The ultimate goal is to help them succeed as well as help you get into the Chapter.

We took his idea and ran with it this past spring at Ole Miss. We hosted a Chaplin's dessert on the square and gave them some resources as well as allowed them to share what their plans were for their chapters. We are hosting another dessert in the Fall to train them in how to make the most of the coed studies we will be leading in their chapters.

Paul can be reached at paul.mayer@cru.org

Women's Ministry

Kitty Hurdle
Cru Staff at Ole Miss

This semester, my hope is to be a spiritual resource to the 10 sorority chaplains at Ole Miss.

This was how we began the Greek women's ministry at USC and it seemed to work really well.

I'll treat each chaplain to a meal (2 down 8 to go) and ask to hear about their spiritual journey, what they struggle with and how I can help them see "Jesus as better" in their daily lives, then I'll ask about their plans for ministry in their houses.

We will discuss the devotional they plan to share in chapter each week and which bible study content they

plan to use for the house study. (I can give you my top 5 recommended materials if you need them)

I'll make sure they are on board for Pre-Greek Studies and Co-Ed studies and then help them thing thru a team of girls they can challenge to help them reach different pockets of people in their chapter.

We will pray, plan our next appt and go from their. Hopefully, schedule and Spirit permitting, I'll take them to share their faith with girls who come to their studies.

I want to have a chaplains bible study, but may just need to pair them up to be prayer and accountability partners and meet w them in pairs if it's too much.

That's my plan for now! Trusting Him to see how He leads.

Ali Enos
Cru staff at LSU

Every fall, I speak to a couple of pledge classes about how to balance their lives while in college with 4 areas (academic, physical, social, and spiritual)...then I share that I would love to help them with the spiritual area. I pass out a card for them to fill out their info and they can check if they are interested to meet one on one with me to talk about their faith and how to grow spiritually or if they want to be in a house Bible study. I spend about \$50 per house buying sorority stuff that are put in cute bags with tissue paper in the sorority's colors. I tell them that I'm going to have them fill out the card quickly and draw two door prizes. I also put

some of our Cru or Greek Wide gear in the bags and an evangelistic book. Then I have contacts for weeks and have one on one coffee dates with lots of freshmen and share the KGP and invite them to the house Bible study and Cru or Greek Wide.

**Christie Ankeney
Cru Staff at UGA**

This year we're planning on doing pledge talks in almost all of the fraternity houses, staff guy or a strong student leader does the talk and then gets contact info from guys in the chapters who want to talk more about what they heard. We're also doing sorority testimonies in almost all of the strat houses, a girl from the chapter will share her story and then hand out a card that asks if girls would be interested in talking more about what she heard over coffee. We're also planning on doing a big dgroup for all of sorority leaders that meets every other week, led by staff.

Last year we had a greek womens prayer meeting once a month on monday mornings at 7am in a sorority house (rotated every time), all ages and chapters. They prayed for their pledge class, the freshmen, the impossible girls in their chapters, etc. Went really well and we're also planning on doing this again

Lori Christian
Cru staff at Stephen F Austin in Nacogdoches, Texas

Here is our plan for the fall this year... We have already talked with the lady in charge of all of

Panhellenic and she asked to come and share with all the presidents our idea. So this past spring we had a meeting and proposed to all the presidents and recruitment chairs the idea for all five Panhellenic sororities host to our greekwides in their own houses. There is a row of these houses and each house will have a chance to host an evening meeting. The house that is hosting will recruit and invite all Greeks to come for a free dinner (on us) and we will give a talk, of that houses choice. We want them to take ownership and a lot of the girls are very excited to host the evening. We are expecting them to fill their chapter room where the meeting will be held. Let me know if you any questions and please be praying for the Greeks at Stephen F Austin in Nacogdoches, Texas!

Angela Barkley
Former Cru staff at Mississippi State University

Angela graduated from Ole Miss and was an intern there her first year out of college. She ministered in the Greek system at MSU for several years. Angela has seen a lot of success working with women. I asked her to share some of her successes.

When she first got to Miss. State, she decided to invest in two sororities that didn't have a lot happening. By doing a few freshman Bible studies in the Chapters, she was able to pick out just one or two girls from each Chapter and chose to spend most of her time discipling them. They are now the pledge trainers and Chaplin's. She now has full access to the entire Chapter. It seems that Angela was wise in who she invested in.

She says that most Sororities are required to have a certain amount of outside speakers come in and speak to the entire chapter. She has used this opportunity to speak to entire chapters. She has two or three talks that she likes to do in large group settings. The primary goal of these talks is to just let the girls see her and hear from her. This will help her as she begins to meet with girls or lead Bible studies in the Chapter.

Angela saw another strategy help her get into a house for the first time. She met with the president and asked if they would be willing to host a five house party. They asked two other sororities and two other fraternity pledge classes to come to the house and hear a talk on relationships. My wife and I drove down to Starkville and helped give the talk. Angela, along with one of her fellow staff Adrienne Cogan, were able to get a lot of new contacts and their foot in the door at this particular Sorority.

They also had a great idea that was a big win. They asked Meg, my wife, and I to come down a little earlier before the five house party and speak to a group of Chaplins that they had invited for a cook out. We basically spoke on some basic aspects of Crusade and how the staff wanted to be a resource to them.

The staff then gave each Chaplin a manual that Paul Mayer had put together. Paul was the director of Crusade at Miss. State and has also worked with Greeks for the past 13 years. This manual seemed to be very helpful to the Chaplins.

Appendix A: Greek Alphabet and Pronunciation

All fraternity and sorority names consist of Greek letters. Spoken together, these letters form the formal name of each house (ex. Phi Kappa Tau, Phi Kappa Psi). More often, however, Greek houses are referred to by their “slang” names (ex. Phi Tau, Phi Psi). This is probably how you will hear it referred to on campus. House names mostly consist of three letters. A few houses consist of two letters (Kappa Alpha, Kappa Delta, Phi Mu). The following is a list of Greek letters used by fraternities and sororities:

A	Alpha	N	Nu
B	Beta	Ξ	Xi (zee)
Γ	Gamma	Ο	Omicron
Δ	Delta	Π	Pi
E	Epsilon	Ρ	Rho
Z	Zeta	Σ	Sigma
H	Eta (Ay-ta)	T	Tau
Θ	Theta	Υ	Upsilon (oops-ilon)
I	Iota	Φ	Phi (fa-eye or fee)
K	Kappa	X	Chi (ka-eye)
Λ	Lambda	Ψ	Psi (sigh)
M	Mu (moo or Me-oooh)	Ω	Omega

Appendix B: Glossary of Greek Terms

Active – The current active members of the fraternity or sorority.

Bid – A formal invitation to membership into a fraternity or sorority delivered by members of the chapter.

Blackball – Slang term for being asked to leave a pledge class. It comes from the idea of being handed the black eight ball in pool.

Chapter – Many fraternities and sororities are national organizations. That means they have chapter” on many different campuses around the country. The words chapter and house refer to that specific branch of the fraternity or sorority on that particular campus.

Chapter meeting – Every fraternity and sorority has a weekly meeting of its’ members. These meetings are mandatory, but are often not well attended by the upperclassmen.

Crush party – A party consisting of one fraternity or sorority and a large amount of invited members of the opposite sex so that the hosting house is “crushed” by the opposite sex. Usually a member can crush one to five people. It is also called a crush party because the person who invited you may have a crush on you.

Ding or Dung – As in “Let’s ding that guy!” or “He’s dung!” Slang for being asked to leave a fraternity.

Formals (theme parties) – These are types of Greek parties. Usually formals and theme parties consist of elaborate decorations (such as waterfalls in the front yard),

limos, and hotels off-campus where members spend the night with a date.

Grab-a-date – An informal party (usually at a bar) which typically occurs during the school week.

Hazing – Any harassment of the pledges by the active members. Popular hazing activities include: “line-ups” where pledges are lined-up and harassed by active members; “tribunals” where pledges are brought alone into a room full of actives and harassed; and all-night work sessions. Hazing is strictly prohibited by all national Greek organizations, but still occurs on a regular and confidential basis among most chapters.

House – Refers to a specific fraternity or sorority house on campus.

Late-Night or After-Hours – This is a late night party that occurs after the bars are closed. (2 a.m.) These parties are usually not registered with IFC.

Live-in – Means living in the fraternity or sorority house.
Ex: “Dude, are you going to live-in next year?”

Philanthropy – Every fraternity and sorority house participates in a fund-raising event for charity once each year. This event, usually very creative, is called a philanthropy.

Pledge – A student who has accepted a bid to a fraternity or sorority. The student then enters a period of time called pledging where they are trained as a new member of the fraternity or sorority. Pledge training varies greatly, but most periods range from 6–12 weeks. At the end of that time, the pledge will become a full active member.

Pledge class – The group of students who accept a bid for membership and begin their pledge training at the same time. Most pledge classes range from 10–25 pledges.

Rush – Every year fraternities and sororities go through a process to recruit new members called Rush. Rush (or recruitment) looks different on every campus, but there are usually two types: formal and informal. Formal Rush usually occurs during the first semester, or quarter. The first part (or round) involves students visiting every single house on campus for a certain period of time. The second round involves students choosing a few houses they would like to re-visit. The third round entails the chapters choosing which students they would like to invite back. Usually after the third round, students are available to receive “bids.” Informal Rush usually takes place in the second part of the year. Basically the students go to whatever houses they want, and are able to receive bids at any time.

Appendix C: Questionnaires

Greek House Questionnaire

This questionnaire can be used to find interested students in fraternity and sorority houses, much like a “Dorm Dining Hall Survey.” (You will need to change the wording for a sorority house). Just meet the president, ask to speak briefly at the chapter meeting, and pass out these questionnaires. Once you get them back, you’ve got hot contacts.

House Questionnaire

Name: _____ Phone _____
House: _____ Address/Room _____

I would consider myself to be:

- ___ one who would like know God personally
- ___ not interested in God
- ___ an atheist or agnostic
- ___ unsure about my relationship with God
- ___ a Christian
- ___ Muslim, Jewish, or other
- ___ a person who would like to develop my relationship with God

I would like information on developing a personal relationship with God:

- yes no maybe

I would like information on fraternity Bible studies:

- yes no maybe

I would like an article concerning:

- Success Brotherhood Relationships Sex

ΑΒΓΔΕΖΗΘΙΚΑΜΝΞϚΠΡΣΤΥΦΧΨΩ

Pledge Dorm Questionnaire

This questionnaire can be used to contact dorm residents who are either thinking about rushing, currently rushing, or pledging a house, depending on what time of year it is. (This is something you always need to know as staff working with Greeks.)

When you don't have any contacts to follow-up, you can use this questionnaire to do "cold contacts" in a dorm. All you need to do is knock on a door, explain you are with the Greek ministry of Campus Crusade for Christ, and ask if anyone in the room is either Greek or thinking about going Greek. Then you can use the following questionnaire and take things from there.

1. What excites you about fraternity/sorority life?
2. What concerns do you have about fraternity/sorority life?
3. What three words would you use to describe your life?
4. What happens after death? Who or what determines what happens?
1. On a scale of 1–10, how would you rate your desire to know God personally?

Appendix D: Bible Study Ideas

From Isaac:

I believe there is no real magical Bible study out there that works for every group. What I have tried to do in this section is include lots of different studies that have been used over the years. Sometimes, the best thing to do is ask your Bible study if there is any subject they are particularly interested in, perhaps suggesting a few options for them to choose from, and then go from there.

A good rule of thumb might be to divide your Bible study into two sections. First, spend some time in the Word. Pick a book in the Bible and then read it together. Your local Christian bookstore will have many studies you can choose from. Next, read a book written by a respected author that will challenge and stimulate spiritual growth. As my Bible studies deepen, I try to incorporate both into the study.

Ideas from the web

First try www.godsquad.com. There are all kinds of studies for a variety of group settings. There are also studies for different spiritual levels. You can also order a CD-rom called **crucomm** from this website. It has many different types of studies. You will have to get a username and password to access some of the studies.

If you search the internet at random for Bible study ideas, you have a good chance of finding some junk out there that

is not worth your time. Plus, there are studies that are not Biblically sound that can confuse you and your study.

*Remember: All these studies will require you taking time to prepare in order to see success.

Another good source is www.crosswalk.com. You can download entire passages from the Bible. If you are looking to create a handout with several passages, go to this website and click on the version of the Bible you prefer. I personally recommend the NASB, NIV or the Living Bible.

As you begin to step out in faith and lead studies for the first time, it may be that no one will show up for your studies no matter how hard you recruit. Hang in there and stay humble and you will see God bless your studies.

Video Bible Studies

Tom Nelson has a video series on relationships from the book Song of Solomon. It has been a great video for all types of coed audiences. You can order the video series by calling 817-383-3345.

Beth Moore has several video Bible studies that require outside homework. My wife says they are geared more toward a mature Christian audience because of the time required to do each lesson.

Other Resources

Appendix C has a talk/Bible study that I do in large or small groups. It is designed to help you understand the misconceptions of why people do not share their faith. It is centered on using the four spiritual laws, which is a four-point outline of the New Testament. It can be a great two-

week Bible study with men and women you think are ready for the challenge.

Some of the basic types of Bible studies I have heard staff say they use are on topics such as:

- 2 Timothy 2:2 -The cost of discipleship
- Assurance of salvation
- Holy Spirit/Spirit-filled life
- Prayer, the Word, and fellowship
- Relationships and purity
- Time management/boundaries
- Gray areas (Romans 14, 1 Cor. 10, 12 and 14)
- Thoughts for Young Men by J.C. Ryle

As far as equipping you to do the ministry, Bill Boldt, the Crusade director at Auburn, suggests Finding Common Ground by Tim Downs. Bill feels that it is a great book for gaining insight on relational ministry, which is key when working with Greeks.

Sometimes I will lead a series of Bible studies with guys and I will actually prepare a Bible study on a subject and then type up the study and hand it out to the guys. I have included the “Gray Areas” study as an example. You can set up a word document in columns so that you can copy and paste this study six or so times on a sheet of paper. Here is the handout I use:

Having a Proper Fear of God
Living Holy by God’s Standards

Romans 14:14-23, 1 Corinthians 10:23-33

Romans 9:19-27, 1 Corinthians 6:12-20

1 Corinthians 10:13, 2 Chronicles 7:14

Philippians 4:8

Is it helpful?

Is it harmful to me or others?

Could it cause a weaker brother to stumble?
Does it edify others?
Does it draw others to Christ?
Does it help me present my life more holy to God?

Appendix E: Relationships talk

Making Relationships Last Bible Study

From Isaac:

Meg and I have had the opportunity to speak to several groups on relationships, sex and marriage. We began by doing small talks in coed Bible studies. Sometimes we will begin the study by dividing the men and women into two to four smaller groups. We cut out the questions below and pass them out between the groups and allow each group to take turns answering the questions. The opposite sex asks clarifying questions as well. This makes for an interesting 30 minutes and allows them to learn from each other. Here are lists of the questions that have been asked before. You can allow each group to write down a few of their own questions for the opposite sex to answer. Here is our list:

Girls:

- Do you think that guys should always pay on a date? When should the girls?
- What do girls want most in a guy?
- What is the biggest turn on spiritually and physically for a girl?
- How do you like for guys to lead? How can we be good leaders?
- What would be the perfect date for you?
- What is the biggest turn-off for a girl?
- How can we pursue a friendship with you without leading you on?

Guys:

- Why do guys fail to take the initiative in leading a girl in a relationship? Is it hard?

- What is the biggest turn-off to a guy?
- Why do guys get embarrassed to show that they care about their girlfriend when other guys are around?
- What do guys think about a girl who pursues them for a relationship? Do they like it or is it really the guy's job?
- What is the biggest turn on physically and spiritually?
- What do you want most in a girl?

Next, Meg and I take turns sharing some perspective with the group. I share first and then Meg follows. This can be done by one or two leaders.

What I share:

I work these thoughts into a talk. Feel free to add or remove any of the information...

Example of the Titanic:

The people on the Titanic had two problems. They ignored the warning signs, and they thought the boat was unsinkable. A boat out in front radioed back a warning of ice ahead. The Titanic ignored the warnings because they wanted to make record-breaking time. The ship's crew also boasted to the press that the ship was unsinkable. If you ignore some of the warning signs we share, your relationships and possibly your marriage stands to suffer the same consequences.

Facts regarding relationships:

The U.S. has the #1 divorce rate in the world.
 The South has the highest divorce rate in the nation.
 Just over 50% of marriages end in divorce.
 Another 40 to 45% of married people are not happy.

In the state of Oklahoma, in the year of 2001, around 24,000 people were married. But in that same year, just over 20,000 were divorced.

The time to prepare for marriage is now. Do you actually think that at the age of 25 or 30 you will forget everything you have done? You may forget the names of some of the people you did things with, but you will not forget what you did with those people.

You will never look back and say, “I wish I had done more with Sue.” Or “I wish I had hooked up more with Joe”. I promise you will say to yourself one day, “What was I thinking doing those things with Sue—I regret it!” or “I am sorry that I did those things with Joe.”

If you think that the way you dress or look will bring you Mr. Right, you have bad theology. If you think that when you graduate, your chances of finding Mr. Right will diminish, you have bad theology. If you truly believe that God is the one who provides your mate, then you should not worry about trying to make it work now.

Sometimes I like to draw an upside down triangle and ask the crowd what kind of things they would like in life. They usually say: a loving spouse, a fulfilling job, a family and financial security. I write these things across the top of the upside down triangle and then say that if these things are all you focus on and they are the end to your means then you will end up empty and lonely.

Next, I draw a regular triangle and re-list the things across the bottom. Then I write Matthew 6:33 across the top. If they seek first His kingdom, then all the things they need will come to them.

Students, more and more, are taking Biblical standards out of relationships.

Labels on many condom dispensers today read: It is suggested by the owners of this vendor that the best prevention of unwanted pregnancy and disease is to abstain from sex until marriage and then to live in a monogamous relationship in marriage.

Today's society says "no rules" and "if it feels good do it," but it challenges anything that is considered pure or mandated by the Bible. Two commercials for two up-and-coming sitcoms show an affair in the making as its teaser.

What Meg shares:

*You may only want to share this with a more spiritually mature audience.

Eight Biblical Absolutes

Do not be unequally yoked with unbelievers—II

Corinthians 6:14-15: This is a mandate about a believer marrying a nonbeliever. I have seen too much failure in friends dating a nonbeliever. I have had friends fall in love with a nonbeliever after dating them, get married and divorce less than two years later. I have a close friend from youth group marry a guy and they are still together after two children but I see her in church each Sunday without her husband.

Do not let the sun go down on your anger—Ephesians 4:26.

Isaac and I talk about resolving conflict in one of the talks we give. Two sinners in a relationship will obviously face conflict so the key is dealing with it when it comes up. We had a couple from our church Bible study going to court for divorce. They both had

such anger toward one another and would not humble themselves to admit that they may be at fault. They did not deal with the problems that arose and lived in anger.

Let no unwholesome word proceed out of your mouth—
Ephesians 4:29. I give up my right to say what I feel. I need to choose wisely what I say and say things that are encouraging or things that I will not regret later.

Abstain from sexual immorality—I Corinthians 6:18-7:1; I Thessalonians 4:1-8. This means pre-marital sex as well as committing adultery in marriage. The key to Scripture is that truth endures time and culture. Regardless of what the culture is saying, sex is dangerous and couples that engage in sex before marriage have over an 80% chance of divorce.

Always be truthful and never mislead your partner.
Communication is the key. The number one reason for divorce is lack of communication. Proverbs 31 is an excellent passage for women. It is also a good guide for men as they look for a future wife. One of the first qualities it mentions in a woman is that she is trustworthy. Just a little side note—she was trustworthy and faithful to God first and then to her man.

Love one another—Colossians 3:12-14; I Corinthians 13.
At times, this is a choice. Dennis Rainey works full-time with marriages within Campus Crusade and he says that the feelings of love can last anywhere from six hours to six years in marriage. Sometimes love has to be a choice that you make in marriage and even in dating. My brother recently had his best buddy from college call him and tell him he was divorcing his wife after 11 months of marriage and three years of dating. He told my brother that he thought that he loved her

when they dated long distance but not under the same roof.

Last spring Isaac and I took a parenting class. In this class we learned that there are five ways to express love in action. I thought that this was very interesting. An author by the name of Gary Chapman came up with the five love languages. I want to share them so that you will know how to give love in action as well as see which love language makes you feel loved. This is good to know in dating stages as well as in any relationships that you develop.

1. The first love language is ENCOURAGING WORDS- this is expressing love by building up others through verbal encouragement. A couple of examples are saying, "You are a compassionate person." This is my love language so I love to hear praise from Isaac whether he encourages me as I fold his clothes or that he says he likes the outfit I am wearing.
2. The second love language is ACTS OF SERVICE- Communicating love through sincere acts of service. This is doing something special for another person because you know that he/she will appreciate it.
3. The third love language is GIFT GIVING- giving a surprising gift. This is a simple way that you show love. It does not have to be anything elaborate but just a "happy" to know that you were thinking of that person.
4. The fourth love language is QUALITY TIME- this is not watching TV but really spending time conversing and listening to the other person.
5. The last and fifth one is PHYSICAL TOUCH AND CLOSENESS- this is anything from a hug to holding hands to physically just being in the same room with that person.

One of these is your primary love language. You speak it more than other languages and you feel most loved when it is spoken to you.

Divorce is not an option. I Corinthians 7:10-16; Mark 10:6-12; Genesis 2:24. In our marriage counseling, Isaac and I both agreed together that divorce is not an option when things are not going well or we get on each other's nerves. We know so many couples that must have gotten married with the idea that divorce was an option in the back of their minds because they get divorced over the smallest things.

Seek ye first His Kingdom. Matthew 6:33: This is really the theme of the Bible. This is the best way to have a lasting relationship. God has to be first in each of your lives. I could not seek to find a mate in order to be fulfilled, and still cannot think that Isaac will fulfill me. I have to find complete satisfaction in my relationship with Christ and Him alone. I do think that Isaac and I want to try to fulfill one another needs, but we both know ultimately our relationship with Christ is the true source of satisfaction and completion.

The story of Isaac (Abraham's son) finding his wife

When I am dealing with primarily a Christian audience, I love to take them to the story of Isaac finding a wife in Genesis 24.

1. Isaac trusted "his father"-earthly and heavenly
2. His father wanted a woman who followed their God—a Christian
3. Prayer was involved. vs. 12
4. A godly woman resulted.

* I have included some extra material that Meg and I have used if you want to do a three to four week discussion/Bible study. Here is some of the extra material:

Four myths about marriage

From the Book: *Saving Your Marriage Before it Starts* by Les and Leslie Parrott.

1. We expect exactly the same things from marriage.

Actually, we expect the same things that our family gave us. We come to the marriage with mismatched expectations—some are unspoken rules that we develop. These could be: don't get sick; never raise your voice. We live by these rules. They may never be spoken but they are known. In this Bible Study that Isaac and I are in, we have homework. We had to come up with Unspoken Rules in our marriage and I realized that I have several that I brought to our home. One is that the boys take out the trash when it gets full. Another is you put things up immediately when you finish using them. These can and will cause conflict if you expect the other partner to do what is done at your home. It takes discussing these differing expectations and coming up with common expectations that you agree on.

2. Everything good in our relationship will get better and everything bad in my life will disappear.

As girls, we grow up playing house and it is easy to think that getting married will be like playing house forever. Or we think that it will be one big honeymoon. I remember when I first realized that I was about to leave my family and give up my rite of childhood and become a grown up with a spouse. I was engaged when I graduated from Auburn and of course Isaac came to my graduation. After the ceremony, my family loaded up in their car and Isaac and I were getting in our car and I felt overwhelmed that I

was now an adult and would no longer be with my family as I had been for 22 years. Marriage means leaving home and the carefree lifestyle and coming to terms with new limits.

Marriage also means choosing to love when the feelings of love are not there. Recently, I was talking to a close friend of mine and she confessed that she loved her husband but was not in love with him.

3. My spouse will make me whole.

We cannot think that we will get married to this guy or girl and then life will be complete. We are disillusioned if we do this and will be let down quickly. This is when we hear couples say, “This is not the person that I married.” When in reality, this is not the person that you wanted to marry. We are complete in Christ.

When Isaac proposed to me he read several passages in the Bible and one is II Peter 1:3 “seeing that His divine power has granted to us everything pertaining to life and godliness, through the true knowledge of Him who called us by His own glory and excellence.”

He wanted to make sure that we were going into this marriage realizing that Christ has made us complete and whole and that this marriage is a blessing in the midst of life.

Reasons Marriages End

1. We fail to understand what is meant by a biblical covenantal marriage relationship.

Genesis 15:6; 9-12; 17-18

Ephesians 5:25-27

Just as God entered into an unconditional covenant with Abraham, Christ enters into an unconditional covenant with us. We are commanded to do the same within marriage

2. We enter into a natural marriage with out even realizing it.

Six Characteristics of a natural relationship

From the book: *Two...Becoming One* by Don and Sally Meredith—One of their main points is that a natural relationship is based on a focus on your spouse's performance.

1. Couples fail to anticipate differences resulting from diverse cultural backgrounds, differing family experiences, gender, etc.
2. Couples buy into the notion of a 50/50 relationship, meaning they honestly expect their spouses to meet them halfway. When they do not, the result is blaming each other for their problems.
3. Society has taught us that mankind is basically good. Therefore, couples fail to anticipate their self-centered natures that demand their own way.

“We have been poisoned by fairy tales.” -Anais Nin

“And they lived happily ever after is one on the most tragic sentences in literature. It's tragic because it's a falsehood. It is a myth...” -Joshua Lievman

4. Couples fail to cope with life's trials. When painful trials come into the marriage, instead of standing together through them, couples typically

blame each other or think something is wrong with the spouse.

5. Many people have a fantasy view of love. We quickly feel stuck with an unloving person and become deceived into believing that the next one will be better.
6. Many people lack a vital relationship with Jesus Christ. Either Christ is not in their life or He has never been Lord of their life.

We have the desire to love but we do not have the ability.

Maintaining a supernatural relationship is the key

Reasons for divorce review:

1. We fail to understand what is meant by a Biblical covenantal marriage relationship.
2. We enter into a natural marriage without even realizing it.
3. We have the desire to love but we do not have the ability.
4. People fail to prepare themselves while they are single.

The type of person you should be looking for:

1. Committed to Christ in all things-going in the same direction spiritually
2. Truly unselfish
3. Effective in work and in relationships
4. Open and honest in communication
5. Stable in emotional expression
6. Comfortable in marriage role as Biblically stated
7. Sense of humor—easy to get along with
8. Able to solve problems constructively and optimistically

Appendix F: Evangelism talk/ Bible study

From Isaac:

This is a talk that I have given over the past several years at the Atlanta Christmas Conference. I also use it as a Bible study with students that are ready to share their faith. Feel free to use it in any way you like to help you help your disciples share their faith.

“Quietly trust yourself to Christ your Lord, and if anybody asks why you believe as you do, be ready to tell him, and do it in a gentle and respectful way.”

I Peter 3:15 (Living)

Look what Strong's Greek Dictionary says about the word ready:

Always be prepared to make a defense
-NAS, RSV, KJ, NIV & ASV

Strong's Greek word: ready hetoimos -het-oy'-mos
- prepared
- readiness
- to make (one's) hand ready
- ready to handle opportunity
- prepared to do something
- to receive one coming

Five myths about Evangelism

Myth #1: Evangelism is my pastor's job

If I lead one person to Christ over the next year and someone leads 100 people to Christ every day, I will have one disciple in one year and they will have 36,500. But if we two in turn go out and lead another to Christ and keep this up, we will eventually pass up the evangelist and lead

four Billion to Christ in 20+ years. Simply put: this is the law of compounding interest in motion.

Myth #2: I do not have enough training.

It is good to have training. Training in evangelism can make you effective but you do not have to have training to be effective. I know people who have led other people to Christ without much training. I heard a story about a guy who led a gas station attendant to Christ one night only to hear later that he turned around that same night and led another guy to Christ. My friend actually heard the story from the second guy who had been led to Christ by the first guy. That is what I call “no training.”

Myth #3: I will let my life be a witness and it will attract people to Christ.

In other words, I’ll just let my light shine bright and people will either miraculously trust Christ on their own or come up and ask me what is so special about my life.

I took this idea and surveyed my staff team at Auburn. I asked each staff member to tell me how long he or she had been walking with the Lord to the point where someone would come up and ask us about our walk. Out of 15 Staff members, we had 108 years of walking with God among the staff. Two people were actually approached, one made a decision for Christ. This is great that one person trusted Christ but is this how the Great Commission mandated in Matthew 28 is going to be fulfilled? Look at this other passage:

"And the Good News about the Kingdom will be preached throughout the whole world, so that all nations will hear it, and then, finally, the end will come.

Matthew 24:14 (Living)

Let me ask you a question, “If all I am a nice guy around others, what will they assume they need to be to get to heaven?” We must take the initiative if we want to see God change lives.

Myth #4: Moderation in all things

In other words, I don't need to be too radical. I would hate to scare someone away from the gospel. What if the founders of Wal-Mart, Coca-Cola or Microsoft were told this? How do you think they would have responded? Coca-Cola's goal is that everyone would receive a coke.

I believe we are not even the ones who lead others to Christ. God is the one who draws. We are just faithful vessels of His message. I often tell people that my faith in Christ is personal but not private. God wants us to share this wonderful news with others.

Myth #5: God knows who will become Christians anyway, so I guess I really do not need to share my faith.

We need to have a healthy view of extreme Calvinism vs. extreme Armenianism. One tends to take away the responsibility of the believer to share Christ with others while the other tends to put too much responsibility on the believer. Listen to this:

In the Institutes 3.23.14, John Calvin quotes Augustine: "Because we do not know who belongs to the number of the predestined and who do not belong, we ought to be so minded as to desire that all men be saved. So it will come about that we try to make every one whom we meet a sharer of our peace.

“Am I more concerned about how others perceive me or with what God is calling me to do? Am I more concerned about where others around me will spend eternity or how they like and accept me? When someone becomes a Christian, he becomes a brand new person inside. He is not the same anymore. A new life has begun! All these new things are from God who brought us back to himself through what Christ Jesus did. And God has given us the privilege of urging everyone to come into his favor and be reconciled to him. For God was in Christ, restoring the world to himself, no longer counting men's sins against them but blotting them out. This is the wonderful message he has given us to tell others. We are Christ's ambassadors. God is using us to speak to you ...For God took the sinless Christ and poured into him our sins. Then, in exchange, he poured God's goodness into us!” II Corinthians 5:17-21 (Living)

“But how shall they ask Him to save them unless they believe in Him? And how can they believe in Him if they have never heard about Him? And how can they hear about Him unless someone tells them? And how will anyone go and tell them unless someone sends him? That is what the Scriptures are talking about when they say, "How beautiful are the feet of those who preach the Gospel of peace with God and bring glad tidings of good things." Romans 10:14-15 (Living)

In other words, how welcome are those who come preaching God's Good News!

“Therefore go and make disciples in all the nations,”
Matthew 28:19 (Living)

“And then he told them, ‘You are to go into all the world and preach the Good News to everyone, everywhere.’”
Mark 16:15 (Living)

"And those who are wise--the people of God--shall shine as brightly as the sun's brilliance, and those who turn many to righteousness will glitter like stars forever."
Daniel 12:3 (Living)

Acts: The early church

Three stumbling blocks that slowed down progress of the great commission:

1. Being sidetracked with worldly things.
Ex: Ananias and his wife Sapphira
Other things that distract:
 - Lust of eyes
 - lust of the flesh
 - boastful pride of life
2. Lack of unity—some felt their group was better than others.
Acts 6: They were showing favoritism
3. They allowed their theology to put God in a box and therefore would not share with people not like themselves. Acts 11: Peter was not received or believed initially about seeing Gentiles coming to know Christ.

Second Bible study: Four laws training

This is a time in which you could train students in whatever evangelistic method you prefer. If you choose to use the Four Spiritual Laws by Dr. Bright, here are some questions I use.

Lead-in questions:

If you were to die tonight; on a percentage scale from 1 to 100, how sure are you that you would go to heaven?

If you were standing before the father and he was to ask you, “Why should I let you into my kingdom?”, what would you say?

When I get to the page with the circles, I like to ask the same questions each time to help them understand where they fit in each of the circles. Here is what I do:

I will explain that although God may have been using a process to draw them to Himself, we must individually receive Christ and trust him to pay for our sins. Just like Meg and I had to stand before a pastor and say “I do”, we must do the same.

In the circle on the right, who does this person trust to pay the penalty for his sins?

The circle on the left?

Then how sure is each person going to be about their salvation?

I like to write 0% on top of the circle on the left and 100% across the top of the circle on the right. I explain that although I asked them about percentages at the beginning of our conversation, now we can both see that you are either one or the other. I am 100% sure of my salvation not because of anything I have done. It is who I am trusting in which makes all the difference.

When do you think would be a good time to make this decision?

What would keep you from making it today?

I explain to them that they can pray the prayer on their own or I can pray it and they can repeat after me or they can just go home and think about these things and then we can meet again and talk. Most guys like to pray after me. I then share the next few pages and set up a time to start the four follow-up Bible studies.

Appendix G: Metro Greek Ministry

Trent McEntyre was at one time the leader over the Atlanta Metro ministry with Campus Crusade for the past several years. He was a Sigma Chi at Auburn and has a lot to offer when working with Greeks in a Metro setting. I asked him what he thought about working with Greeks in a Metro setting and here is what he had to say:

Many unreached Greeks attend colleges in cities where Crusade now has Catalytic Metro ministries. Although most Metro ministries are in the pioneering stages, especially when it comes to Greeks, I believe you can apply the principles already discussed in this book to metro Greek ministry.

Much of the early success of the Atlanta Metro ministry was due to Greek students at Georgia Tech. They demonstrated incredible ownership of contextualized outreaches and personal evangelism in their houses. In the first five years of the Atlanta Metro ministry, 10 Greeks from Georgia Tech joined Crusade as Campus Ministry interns, Stinters, and new staff. So, you can see the sending potential of Greeks even in Metro.

Greeks may be particularly strategic in a Metro setting because of the high potential for student leaders, which are crucial for Catalytic ministry. Also, since Metro staff might have less time for evangelism, evangelism to Greeks could prove to be a time efficient opportunity for staff to maintain contact with lost students and model relational evangelism for other students in the Metro ministry.

Some things you might try to build Greek ministry in a metro area:

- A once a month Greek meeting in a central location would be good. The location is key. It needs to be sharp.
- A Greek leadership team. Give ownership of the ministry to student leaders who are well aligned to Crusade.
- If you have a WSN partnership, recruit Greeks for your Stint teams. Stint is a great opportunity for any student interested in full time ministry. They will be well trained and aligned to Crusade and may return to your Metro team to help you further establish Greek ministry.

Appendix H: The Greek Summit



www.greeksummit.com

From Isaac:

The Greek Summit was started in the summer of 1999. There were several Greek conferences across the South during the mid 90's and they were all good. But as you can imagine, it is hard to accomplish allot in one weekend. These conferences helped spark interest in my Greeks about having a personal ministry but I wanted to see a little more.

We wanted to create something that was a Greek conference times ten. We wanted to attract the type of students that would not go to a ten-week project. I feel that we are seeing these goals achieved.

During the past four projects we have averaged around 38 students with as many as 17 different universities being represented at one time. We initially kept it a regional project for the three southern regions but I opened it up nationally this past summer. We have averaged around one

to two students per summer that trust Christ on the project. Over half the students who come are officers in their chapters.

The project is designed to cram everything from a regular summer project into three weeks. The students do not get jobs so we have plenty of time for training. We meet in a church's activity center each morning for around three hours. They are free during the afternoons but have assigned readings. The evenings are somewhat like a regular summer project with Bible studies, praise and worship and reflective time with the Lord. Students will read a couple of books including two of Dr Bright's books: How to be filled with the Spirit and How to walk in the Spirit. They also read Becoming a Contagious Christian by Bill Hybels and discuss all these books in small groups.

We rent out around seven to eight condos each summer in Emerald Shores. They are located in Destin, FL. There are 10 students per condo and the amount of condos that can be rented out in this neighborhood are almost limitless! For more information you can call me at: 662-234-8292 or email me at: Isaac.Jenkins@uscm.org.

A break down on the weeks –These are just a few things covered during the three weeks.

Week 1:

The call to reach the world
Living in light of eternity
Assurance of salvation
How to be filled with the spirit
How to walk in the spirit

Week 2:

Five different character studies from the Bible and how they made an impact in spite of their past or personal hindrances.

Week 3: Training and Equipping for Greek ministry

Training on developing a vision for their house

Developing a strategic plan to reach their vision

How to share their faith

How to follow up a new believer

How to lead a Bible study

How to give a personal testimony

Making Christ Lord of your life

We launched www.greeksummit.com this past spring. You can download applications as well as read about the project.

*I have chosen not to include staff or peer reference forms. All they need is a one paragraph recommendation from a staff. I hope this will help you in recruiting. You can always email me for brochures.

I pray this project will equip your students for a personal ministry as well as draw them closer to Christ.

Appendix I

A National Strategy to Advance Greek Ministry

At one time, Tom Goodwin was the national coordinator for Greek ministry within Campus Crusade for Christ. He worked out of the Southeast office in Atlanta, Georgia. He was active in his fraternity, Phi Kappa Psi at Butler University and held the office of President. Tom began the Greek Ministry Cooperative and has been giving leadership with Campus Crusade's involvement with the North American Interfraternity conference (NIC). Tom has a lot to offer when shedding light on our goals nationally.

With 720,000 undergraduate students involved within fraternities and sororities, it seems natural for Campus Crusade for Christ to focus their attention in part on reaching this strategic group of students. Though it represents less than 6% of the students in the country, this is a very influential percentage. With over 7.5 million alumni the resources are great to fund ministry to Greeks as well.

There are 63 national fraternities and 26 national sororities, and in total there are approximately 8,420 local chapters on 850 campuses. This represents 8,420 potential target areas with an organized group of students that all share the goal of total development of their students (intellectually, socially, physically and spiritually). Imagine how the ministry would be effected if we had a CCC presence on each of these 850 campuses through a Greek ministry. Simply put, we are trusting God to give us an opportunity to reach these 4,500 local chapters, develop leaders and launch these students as Christ-centered laborers to all areas of society, nationally and internationally. If we only

reached 1% of all Greek students, that would be 7200 students.

To do this we have created several strategies:

1. **Staff coaches:** In our office we coordinate staff coaches and mentors that are trained and proficient in Greek ministry to help students leaders that would like to learn how to reach Greeks.
2. **www.greeklegacy.org:** We desire for this website to be a clearinghouse of information and resources that students can use to be more effective in Greek ministry.
3. **Greek Conferences:** These are very effective in helping campuses launch and gather students for a Greek ministry outreach. In 2002 we assisted four regions in hosting their Greek conferences and our desire is to see a Greek conference hosted by each region. These conferences are promoted through www.4Greeks.org and the Greek Planners.
4. **Greek Summit.** Isaac and Meg Jenkins have been directing this project for four years in San Destin, Florida for three weeks in May. It is being expanded and opened nationally for 2003. Also in May 2003, there will be a staff-training event for staff and student leaders working with Greeks.
5. **North American Interfraternity Conference.** Our ministry has been an associate member of this organization for the past seven years. Each year we host a prayer breakfast at their annual meeting and we have begun many positive relationships with

some of the 63 national fraternities and 26 national sororities as a result of this partnership. The annual meeting is the first week of December every year and we are always looking for staff to join us as we network this audience.

About the Authors

Isaac Jenkins, his wife Meg, and three children live in Oxford, Mississippi. Isaac graduated from the University of Arkansas where he was a Sigma Chi. He went on staff with Campus Crusade for Christ in 1990. He is currently the director of Campus Crusade at Ole Miss. He leads a project each summer in Destin, Florida called Greek Summit. It is designed to equip Greeks to have a ministry in their chapters. For more information on this, email Isaac at Isaac.Jenkins@uscm.org

Scott Sommer and his wife Emily are on staff at Miami University in Oxford, OH. Scott and Emily have been married for 2 years and are currently expecting their first child. Scott was a member of Phi Kappa Tau at The Ohio State University where he graduated. He has been ministering to Greeks for almost six years and believes that Greeks are the greatest influencers on the college campus.