Learn How to Become a Successful Church Consultant

CHURCH ANSWERS
FEATURING THOM RAINER

Today's Agenda

- The Amazing Growth of Church Consultation
- Consultation Factors
- The Certification Path
- The COVID Factor
- Seven Habits of Successful Consultants
- Becoming Certified

The Amazing Growth of Church Consultation

Consultation Factors

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THE 90% FACTOR

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Consultation Factors

THE 90% FACTOR	**THE ADMISSION FACTOR**
THE ACCEPTANCE FACTOR	**THE SHORTAGE FACTOR** (of consultants for churches 250 and under)

Consultation Factors

THE 90% FACTOR

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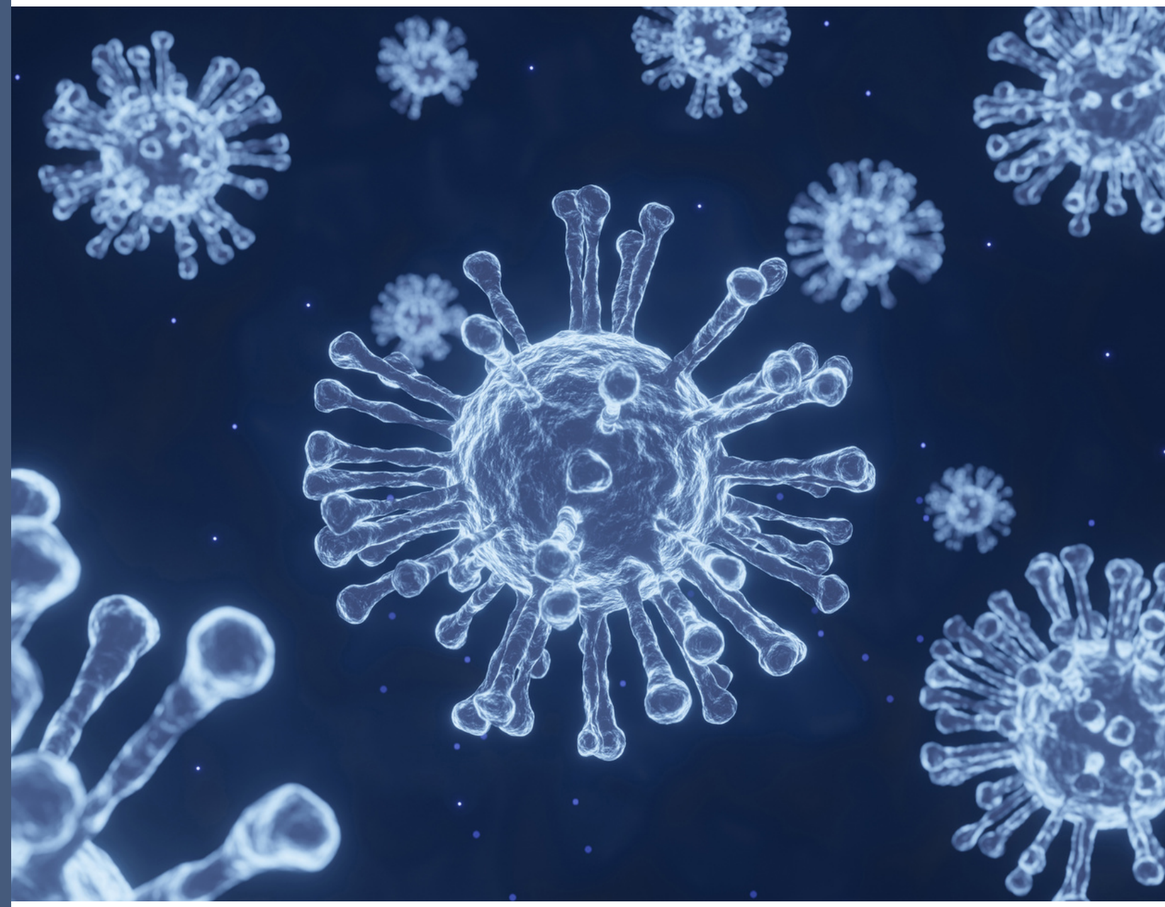
(of consultants for churches 250 and under)

THE INCREDIBLE 6% FACTOR

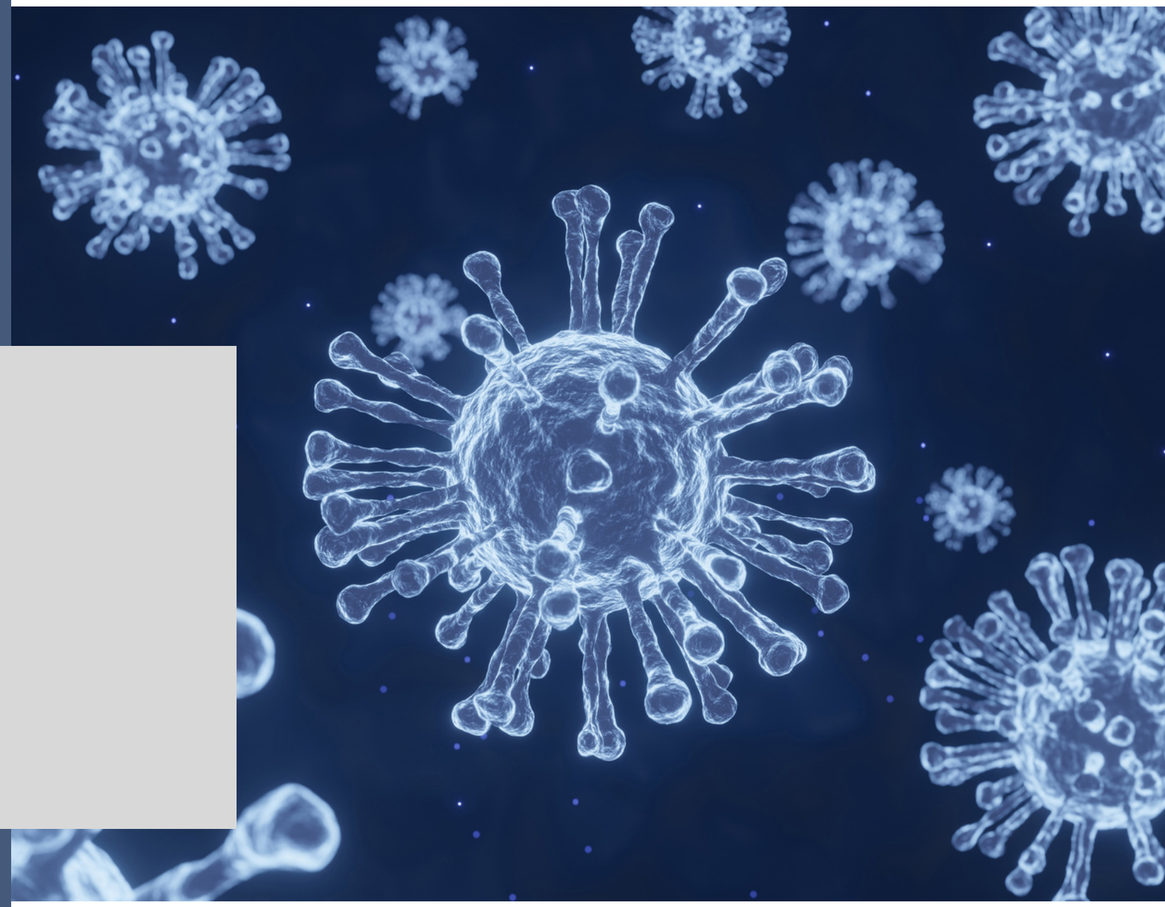
The Certification Path

The COVID Factor



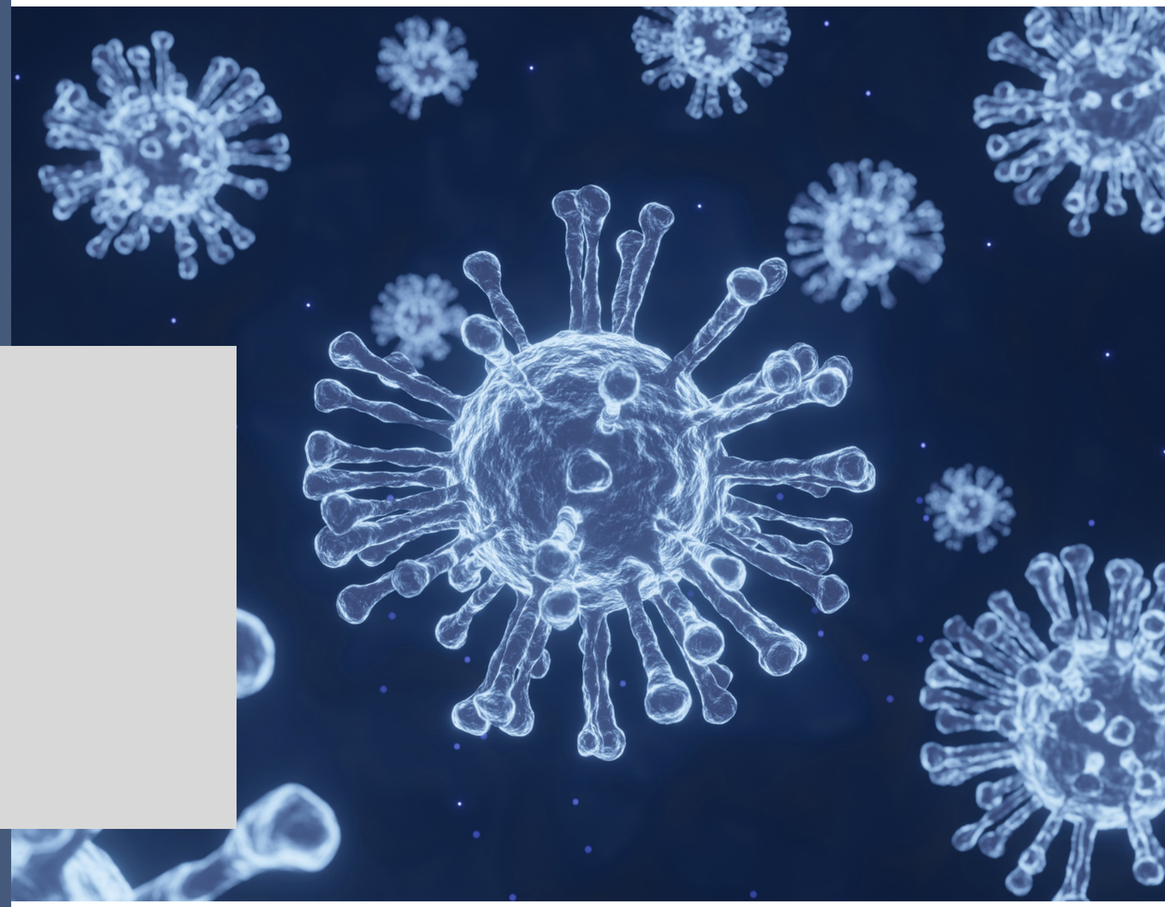
The COVID Factor

- **Increased the need**



The COVID Factor

- **Increased the need**
- **Increased the willingness**



The COVID Factor

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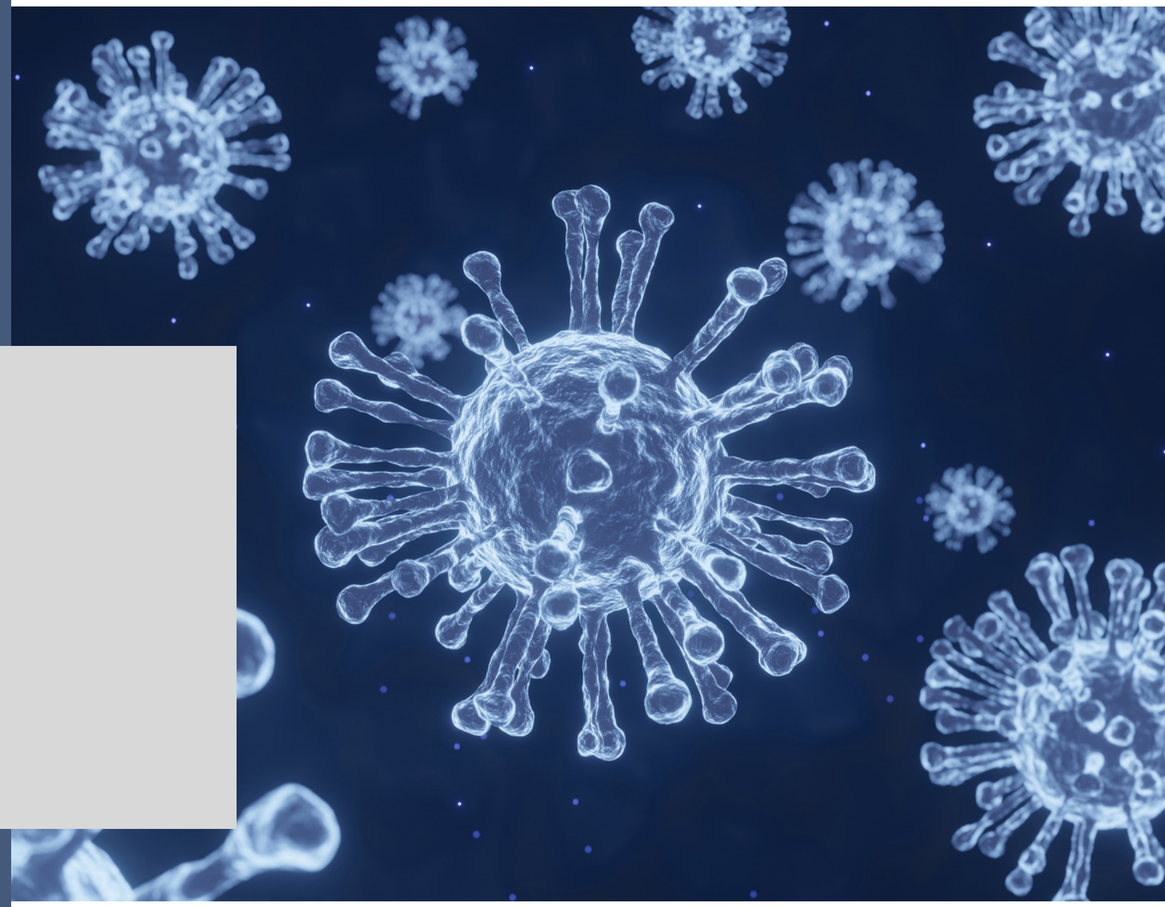
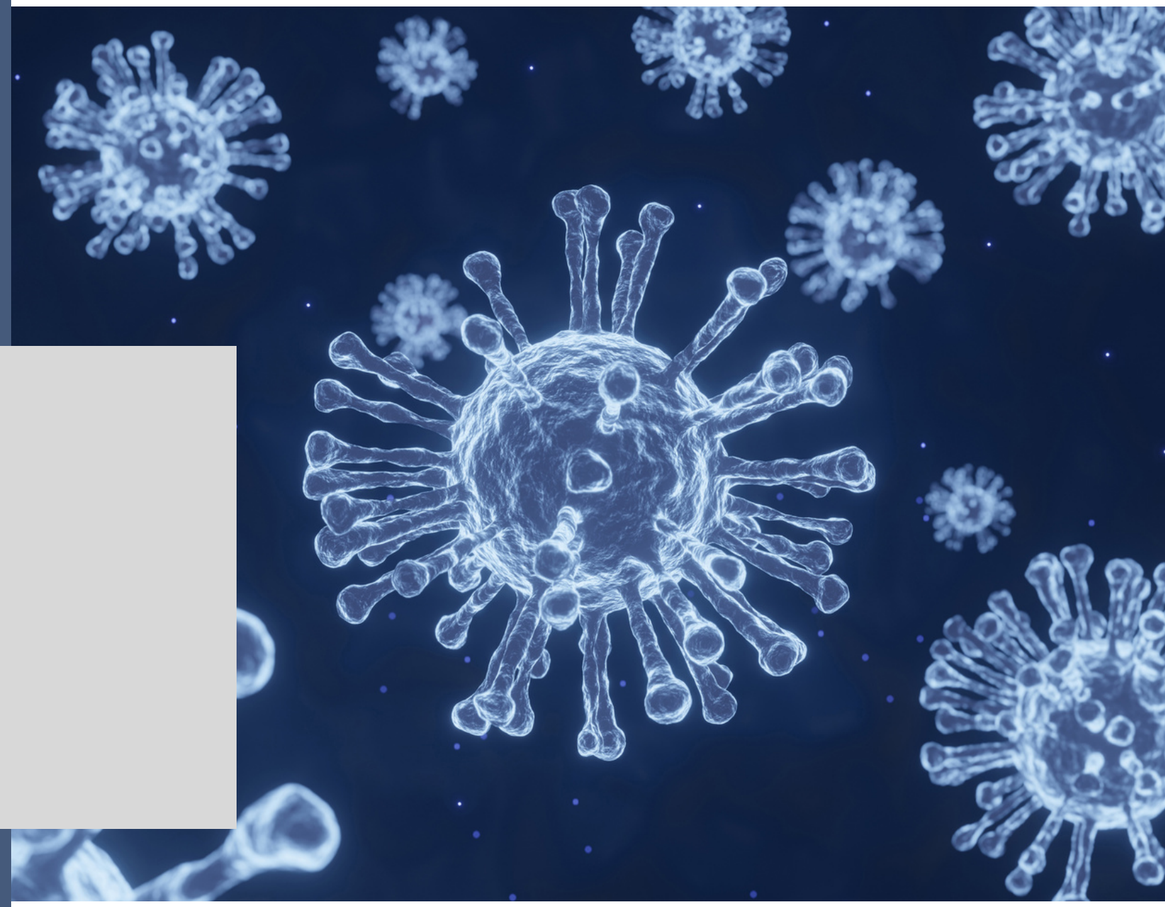


The COVID Factor

- **Increased the need**
- **Increased the willingness**
- **Increased the urgency**
- **The need for a new baseline**



Seven Habits Successful Church Consultants Develop in Their First Year

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Habit #1 - They do two free or low-price consultations

- Experience is invaluable.
- Referrals are natural.
- Rookie mistakes are accepted.

Warning: Church consultation is not a get-rich-quick scheme.

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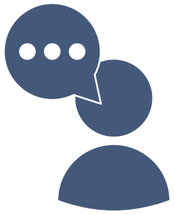

Habit #2 - They ask for referrals

- This may be the differentiator between those who get clients and those who don’t.
- Get feedback so you know what type of referral and recommendation you will get.

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Habit #3 - They become students of local congregations

- They read Lyle Schaller, Thom Rainer, Sam Rainer, Chuck Lawless, Nelson Searcy, etc.
- They listen to podcasts on the local church: Rainer on Leadership; EST; Revitalize and Replant, etc.
- The gold mine called Church Answers.
- They are highly collaborative.

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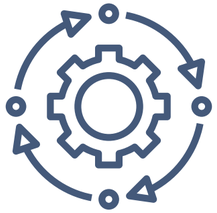

Habit #4 - They develop a systematic marketing process

- Keep it simple.
- Keep it inexpensive.
- Keep it consistent.

Seven Habits Successful Church Consultants Develop in Their First Year

Habit #5 - They develop a dynamic written template

- It is usually called “the deliverable.”
- It is how you will be remembered, both short-term and long-term.
- Grammar and style are critically important.
- Don’t hesitate to emulate.

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Habit #6 - They always ask the question:“Who is the client?”

- The number one mistake of church consultants.
- The number one pain point of church consultants.
- Answering that question incorrectly dooms the consultation.

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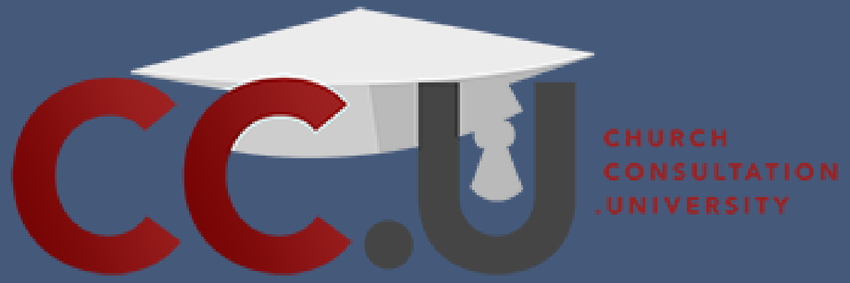
Habit #7 - They stay pugnaciously persistent

- Most consultants keep all these action items going three years before they see significant fruit.
- Church consultation has a flywheel effect – but it takes time.

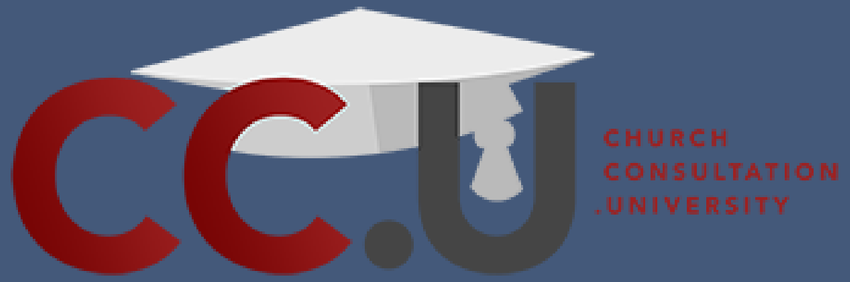
Welcome to the world of church consultation. We need you!

Becoming a Certified Church Consultant at



- The number one training and certification organization
- 14 courses
- Assigned mentoring
- Assignments on Church Answers
- Completion time is usually four months to one year
- 30-day, no-questions-asked refund policy.

Becoming a Certified Church Consultant at



- Full cost is $2,650
- FOR A LIMITED TIME

  Save $450 by paying a one time payment of $2,200

  Save $200 by paying a deposit of $50 now, then 12 payments of $199.97

We offer a 30-day, no-questions-asked refund policy.

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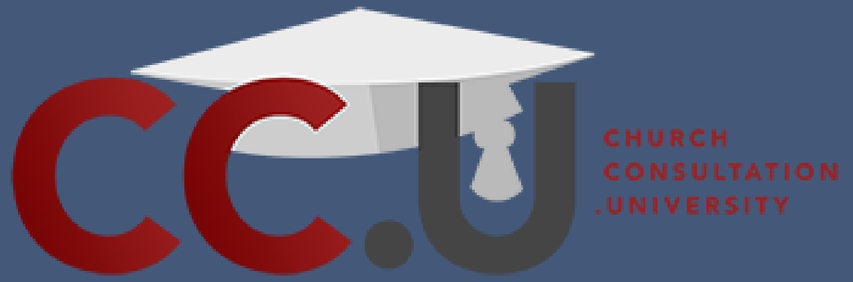

$1,000 IN BONUSES

- ★ 2 - Revitalizer Profiles
- ★ 2 - Know Your Community reports
- ★ 2 - Church Health Reports
- ★ License for The Complete Church Consultation
- ★ 6 months Church Answers Silver

★ Available only to those who enroll through Friday, January 22

We offer a 30-day, no-questions-asked refund policy.

QUESTIONS?