

FROM
ONLINE ADVERTISING
TO BAPTISM

CASE STUDY IN SPAIN

LEAD CONFERENCE with Pastor Samuel Gil, PhD







Menu proposal

- **✓** A TESTIMONY
- **✓ CASE STUDY AND STEPS TO IMPLEMENT IT**
- ✓ SOME REFLECTIONS ON THIS DIGITAL WORLD
- **✓ PRACTICAL TIPS ON DOING DIGITAL CHURCH**











Overall statistics for all leads (Bible studies):

10-15% initiate Bible studies

- 20-25% reject
- 30-35% do not answer
- 25% undecided
- 5% wrong data
- ✓ 1% are baptized

- 2,500 leads = 100%
- **250** studying = **10**%
- √25 baptisms = 1%

Book deliveries statistics:

- Leads (potential interested party): 30,000
- Books delivered: 25,000
- Bible courses sent: 16,500
- Bible courses completed: 8,500
- Contacts related to a nearby church: 325
- Baptized: 5
- Churches that have been involved in this project: 54



Bible Studies Book Deliveries Prayer **Study Groups Conversation Groups Reading Groups** Cooking, Health, and Prophecy Programs

•••



 Atheists, agnostics and nonbelievers account for almost
 50% of the total population.

This number is almost 80% among young people.



No excuses!

	Church Mermbership Per 10,000 Population	Population Per Member Ratio (1 Adventist Per)
Africa	73	136
Asia	8	1,297
Europe	5	2,026
North America	72	138
Oceania	135	74
South America	77	130

Ministers of God must make use of every means that can possibly be devised for causing the truth to stand out clearly and distinctly.

-Testimonies For The Church 9:109 (1909) (Ev 122.3)

Ellen G. White Marketing Specialist, s. XIX





- ✓ Step 1: The pastor and the local church become familiar with the project and request it from HopeMedia. The local church board votes and fills out an online list with the people who will become TUTORS to give Bible studies: missionary spirit and commitment + biblical training + flexible schedules.
- ✓ Step 2: The TUTORS receive basic training on "How to Lead a Bible Study in 5 Steps" (including a magazine and training videos). The material is prepared by HopeMedia. The local pastor can also organize a course.



✓ Step 3: Three weeks before launching the campaign, we have an online meeting with the tutors and their local pastors to clarify concepts, contact processes, review the protocol, resolve doubts...

Iglesia Adventista del Séptimo Día LA VOZ DE LA ESPERANZA



Un proyecto de HopeMedia y La Voz de la Esperanza en España

Hola tutor/a, gracias por inscribirte en este proyecto. Nos llena de gozo poner las herramientas actuales al servicio de Dios, y saber que tú formas parte de Su plan para alcanzar a otras personas.

1. INFORMACIONES PREVIAS

Algunas informaciones e indicaciones para el contacto con los interesados/as:

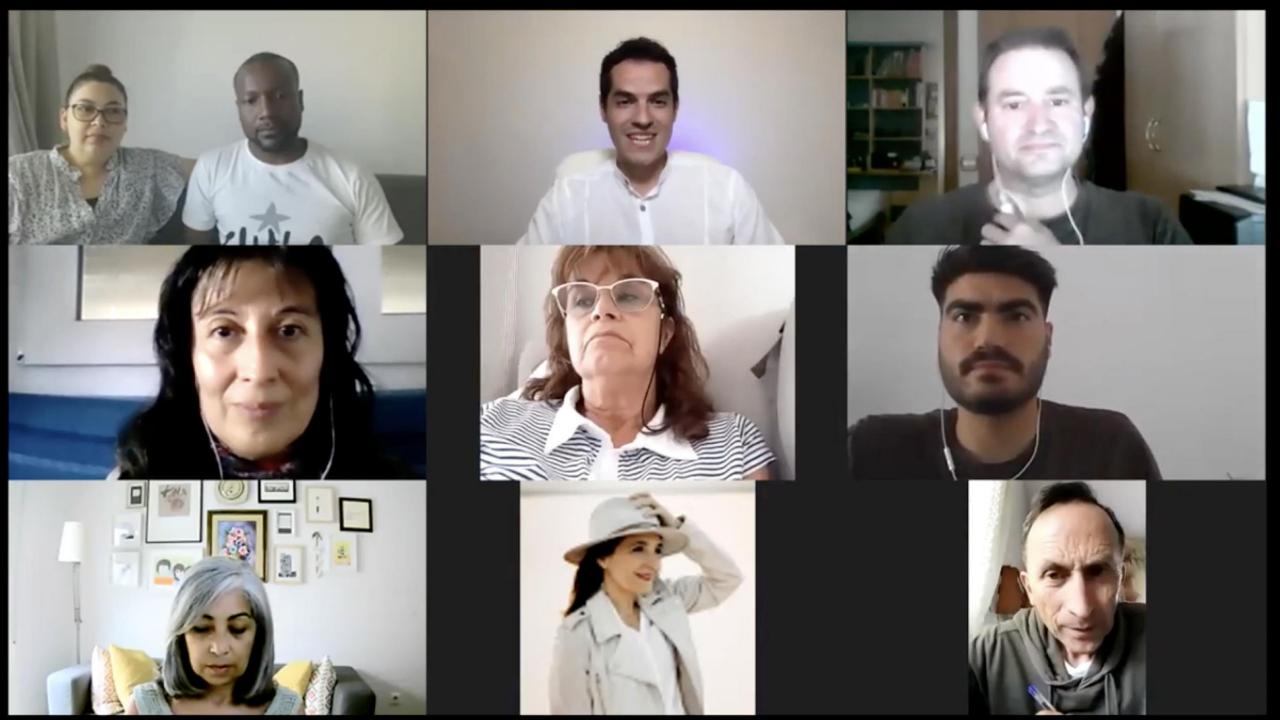
1. El interesado nos ha dado SUS DATOS a través de un

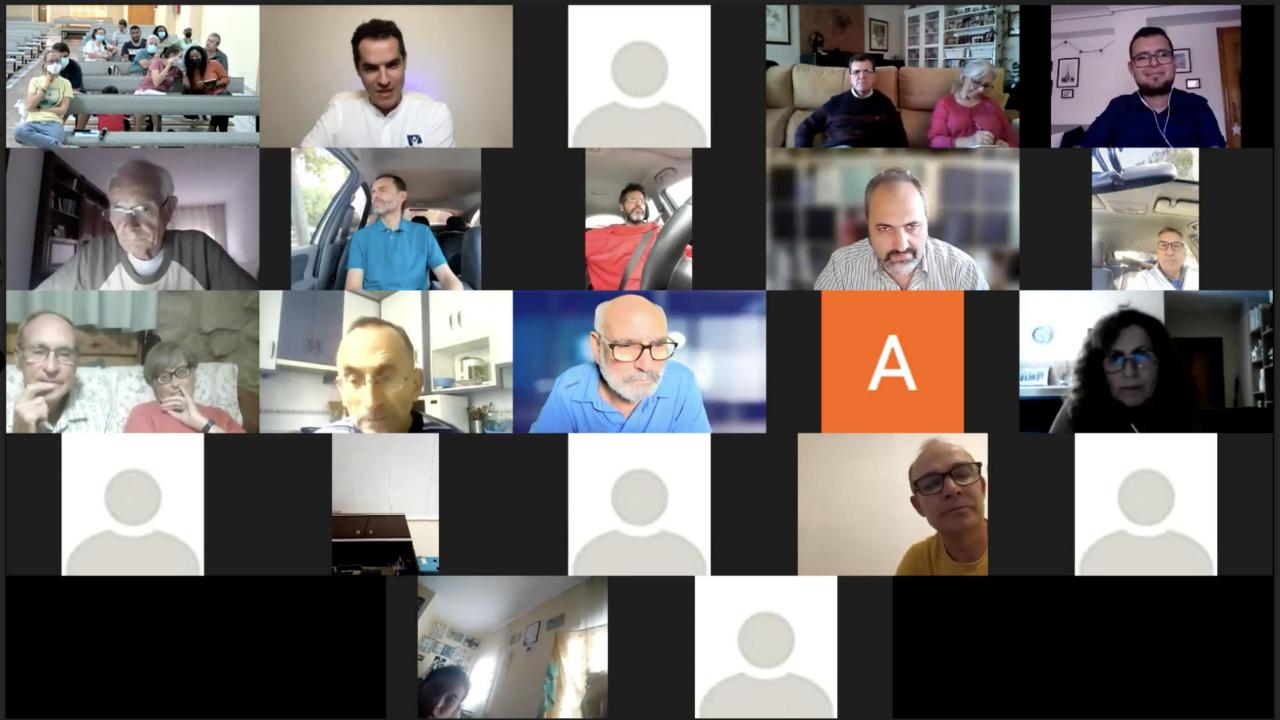






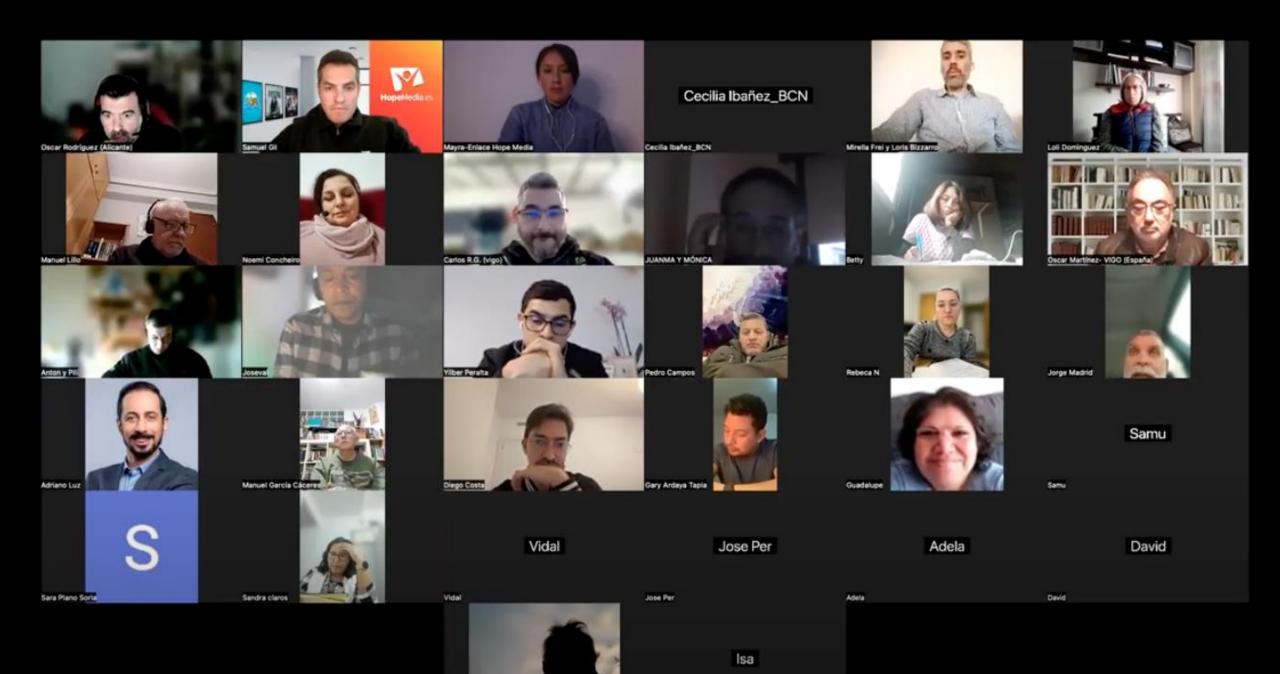








Madalina Cana Grigore Julio Samsung SM-S9168



















Adrian CRISTESCU



MD

100







Noemi



Samuel Gil Soldevilla

Nikita Fursa Lukyanov





Angela Arias-Barcelona

Angela Arias-Barcelona



Gabi Bugo

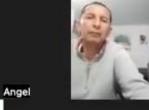
Nikita Fursa Lukyanov







Noemi



LUIS CARLOS RUEDA

José Manuel





Danitza Joseth

Danitza Joseth

Josué Solórzano

LUIS CARLOS RUEDA





Erika Alejandro

Josue

Thiago

Josue

Thiago

- ✓ Step 4: In addition to the team of tutors, it is very important to establish a prayer team in the church. Not everyone has the gift of leading Bible studies, but they can pray. This way, the entire church is involved, motivated, and focused on the mission.
- ✓ Step 5: We launch the online campaign in your city for 1 month. We invest only €5 per day. Each campaign has an advertising budget of approximately €150.



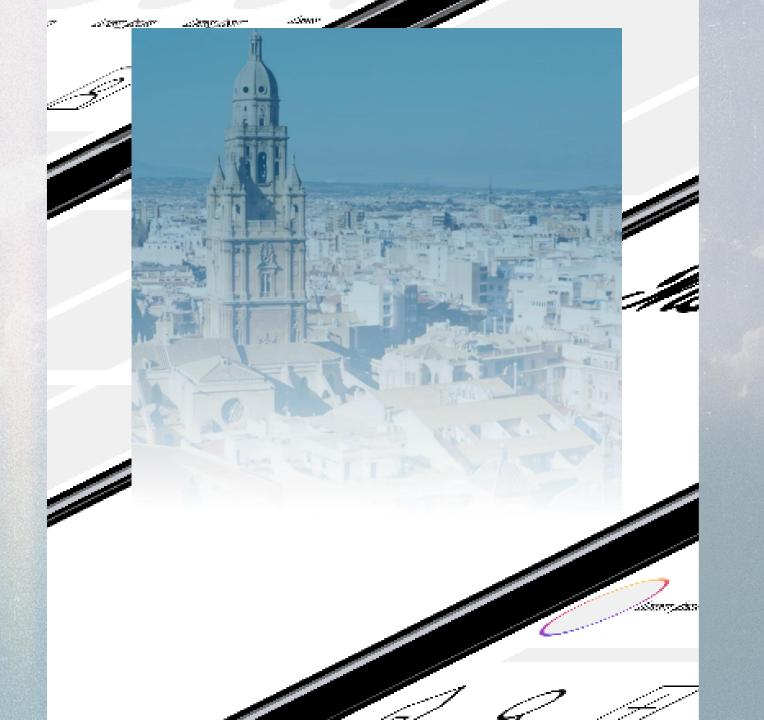
✓ Step 6: The ads appear on Facebook and Instagram, both in graphic design and video format. Important to note: the name of the locality should appear in the audio and text within the first 5 seconds of the video to engage the resident of that locality + include some representative image of the city.







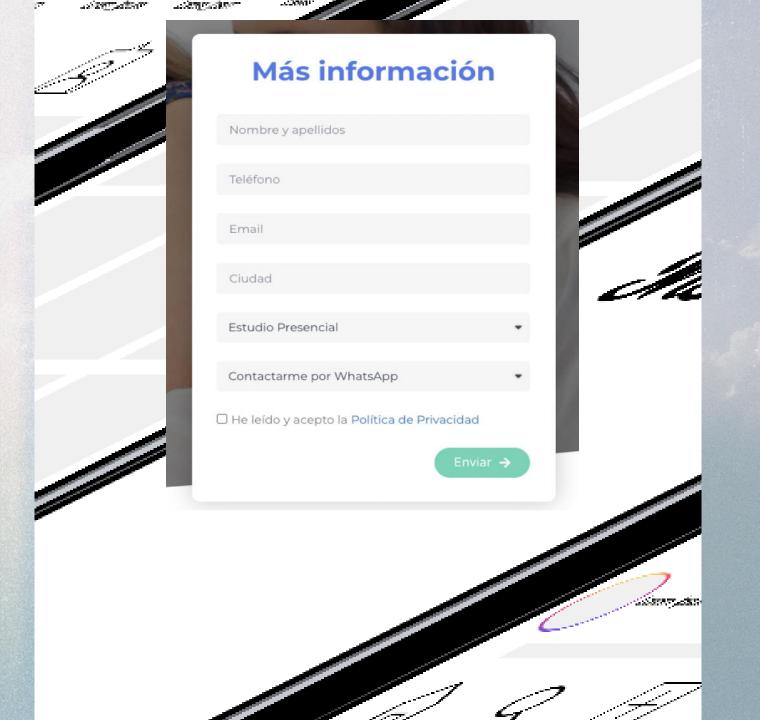






- ✓ Step 6: The ads appear on Facebook and Instagram, both in graphic design and video format. Important to note: the name of the locality should appear in the audio and text within the first 5 seconds of the video to engage the resident of that locality + include some representative image of the city.
- ✓ Step 7: People, like Dassia, fill out a form with basic information: Name + How they would like to be contacted (call or WhatsApp) + How they would like to receive the Bible studies (in-person or online) + Phone number + E-mail.







- ✓ Step 8: We receive this information in a private database at HopeMedia.

 Only one person responsible for handling this data has access to it. We call this person the "LINK", because the LINK will connect the interested party with the local tutor.
- ✓ Step 9: The LINK passes the contact of the interested person to the tutor the LINK considers most appropriate.
- ✓ Step 10: The tutor contacts the interested person (within less than 24 hours) and the Bible studies begin. Creating spaces to encounter Jesus!





1 request...
with 2 more
friends!





1 request from an evangelical pastor...

with our adventist pastor visiting his church!



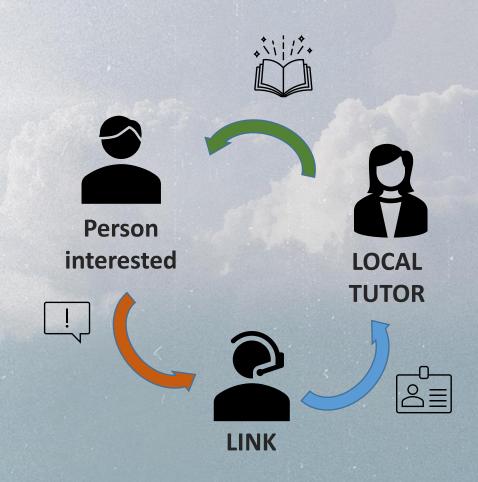






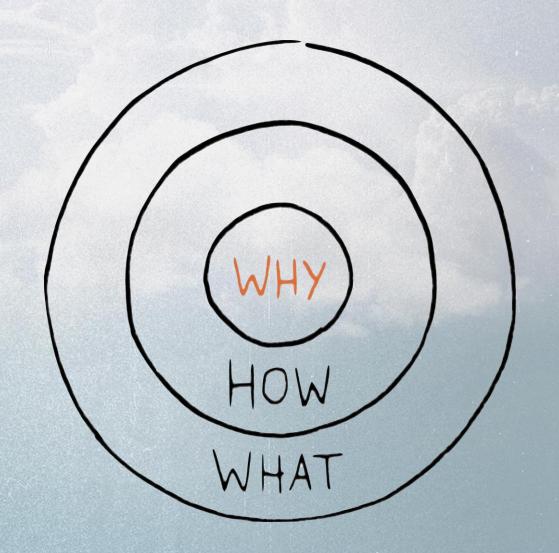
How it works (summary):

- → The PERSON is scrolling through their social media.
- → Our AD appears.
- → The PERSON provides us with his/her information.
- → Our LINK person receives that information and shares it with the TUTOR.
- → The TUTOR contacts the interested person.





Do you know your WHY?





Do you know your WHY?



Relationships are king!





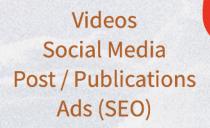
"...just as the Son of Man did not come to be served, but to serve, and to give his life as a ransom for many."

Matthew 20:28











Call to action Subscription Newsletter, CRM E-books, webinars...



Search Engine



My Web



My Fan Page







Active relationship **Testimonials Exclusive content Donations**



SUBSCRIBE













CONNECT

Videos Social Media Post / Publications Ads (SEO)



Search Engine



Call to action
Subscription
Newsletter, CRM
E-books, webinars...



Active relationship
Testimonials
Exclusive content
Donations



LOYALTY



Short-videos Graphic Posts Sermons



Short-videos Graphic Posts Sermons

Social Media User Lead **Student**

Disciple

Conversion Funnel:



Graphic Short-videos **Posts** Sermons [subtitled] **Social Media User** Lead **Student** Disciple

Conversion Funnel:

- 1. User sees our social media post/ad (AWARENESS)
- 2. User clicks our social media post/ad and leaves his/her contact details (INTEREST)
- 3. The tutor contact him/her (CONSIDERATION)
- 4. User accepts the first encounter (digital or physical)
- 5. User and tutor continue to meet (ENGAGEMENT)
- 6. User involved with Jesus



Let every worker study, plan, devise methods, to reach the people where they are.

We must do something out of the common course of things.

-Letter 20, 1893 (Ev 122.4)

We must arrest the attention.

Ellen G. White Marketing Specialist, s. XIX





ESSENTIAL DIGITAL HEADLINES

OVERVIEW OF THE ADOPTION AND USE OF CONNECTED DEVICES AND SERVICES



TOTAL POPULATION



UNIQUE MOBILE PHONE USERS



INTERNET USERS



(0)

ACTIVE SOCIAL MEDIA USERS



8.01 BILLION

URBANISATION

57.2%

5.44 BILLION

vs. POPULATION

68.0%

5.16 BILLION

vs. POPULATION

64.4%

4.76 BILLION

vs. POPULATION

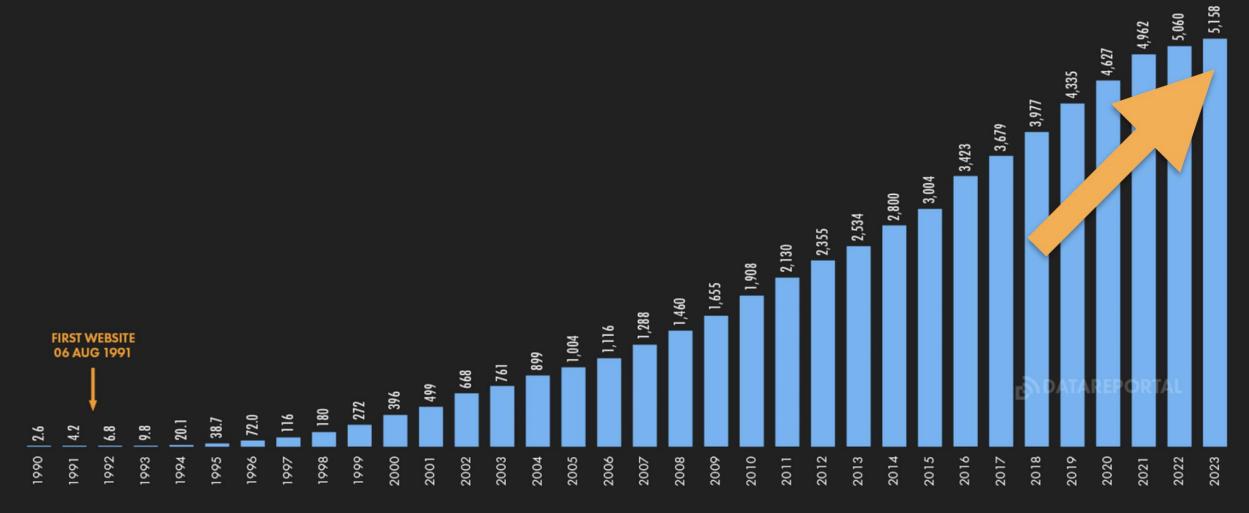
59.4%



INTERNET USERS: TIMELINE

NUMBER OF INTERNET USERS BY YEAR (IN MILLIONS)







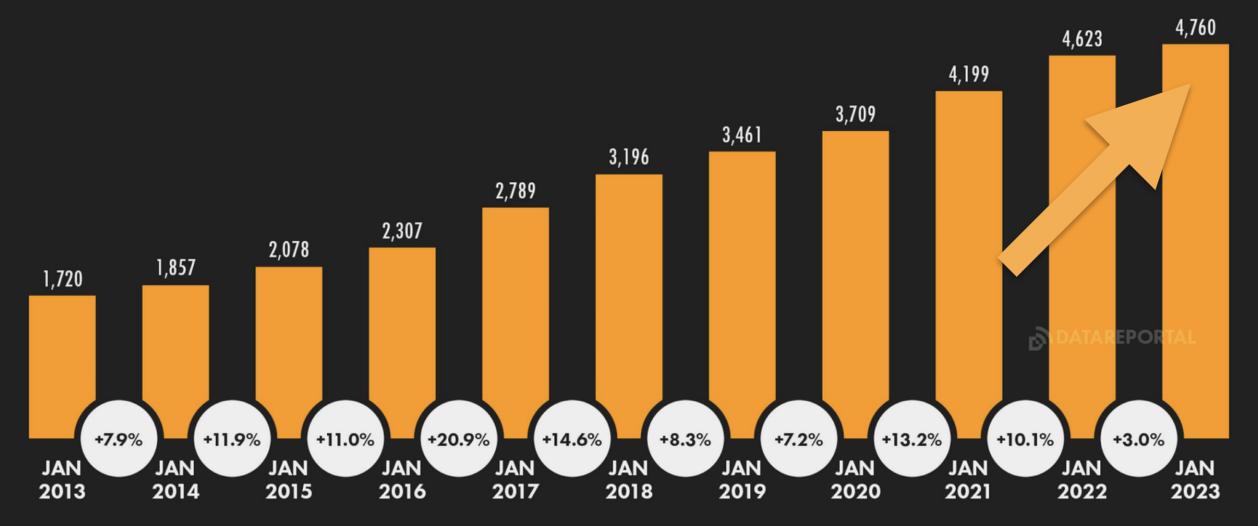




SOCIAL MEDIA USERS OVER TIME (YOY)



NUMBER OF SOCIAL MEDIA USERS (IN MILLIONS) AND YEAR-ON-YEAR CHANGE (NOTE: USERS MAY NOT REPRESENT UNIQUE INDIVIDUALS)



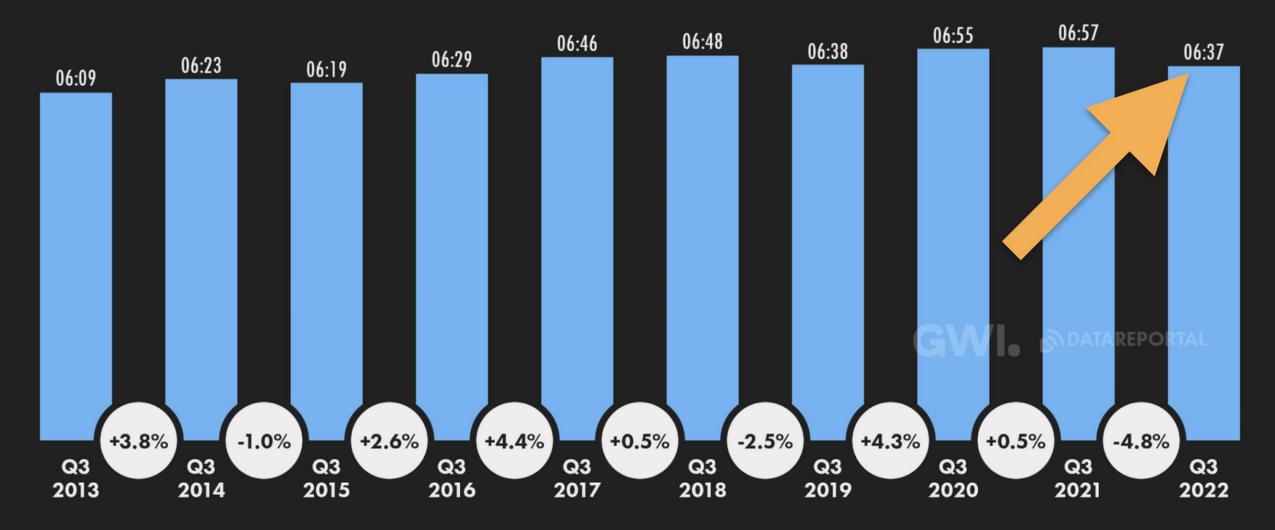




DAILY TIME SPENT USING THE INTERNET (YOY)

GLOBAL OVERVIEW

THE AVERAGE AMOUNT OF TIME (IN HOURS AND MINUTES) THAT INTERNET USERS AGED 16 TO 64 SPEND USING THE INTERNET EACH DAY

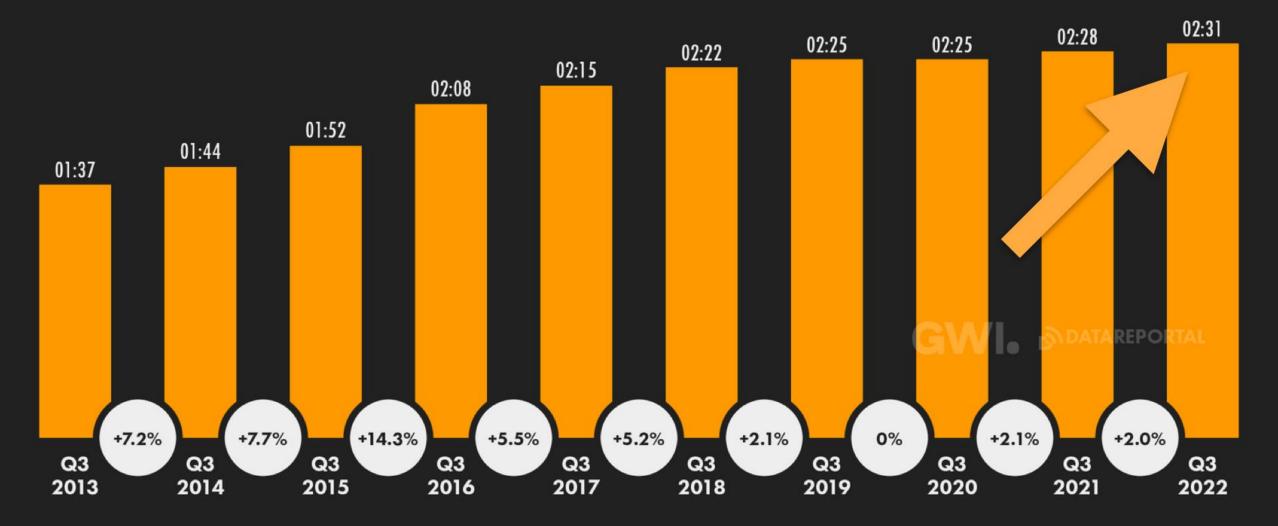




DAILY TIME SPENT USING SOCIAL MEDIA (YOY)

GLOBAL OVERVIEW

AVERAGE AMOUNT OF TIME (IN HOURS AND MINUTES) THAT INTERNET USERS AGED 16 TO 64 SPEND USING SOCIAL MEDIA EACH DAY





FAVOURITE SOCIAL MEDIA PLATFORMS

PERCENTAGE OF ACTIVE SOCIAL MEDIA USERS WHO SAY THAT EACH OPTION IS THEIR "FAVOURITE" SOCIAL MEDIA PLATFORM



FAVOURITE SOCIAL MEDIA PLATFORMS AMONGST FEMALE INTERNET USERS

SOCIAL PLATFORM	AGE 16-24	AGE 25-34	AGE 35-44	AGE 45-54	AGE 55-64
WHATSAPP	12.3%	13.3%	15.4%	16.4%	20.3%
INSTAGRAM	23.1%	17.6%	13.2%	10.6%	7.6%
FACEBOOK	6.9%	13.5%	14.7%	16.9%	18.9%
WECHAT	8.0%	13.4%	15.0%	13.1%	11.7%
TIKTOK	12.0%	7.5%	5.5%	4.6%	3.2%
DOUYIN	4.7%	6.8%	7.6%	6.3%	3.6%
TWITTER	5.0%	2.6%	2.1%	2.1%	1.9%
FB MESSENGER	2.1%	2.5%	2.7%	2.9%	3.3%
TELEGRAM	2.0%	1.6%	1.6%	1.9%	1.8%
LINE	1.0%	1.4%	2.2%	3.4%	4.6%

FAVOURITE SOCIAL MEDIA PLATFORMS AMONGST MALE INTERNET USERS

SOCIAL PLATFORM	AGE 16-24	AGE 25-34	AGE 35-44	AGE 45-54	AGE 55-64
WHATSAPP	15.5%	15.4%	17.1%	18.5%	19.5%
INSTAGRAM	21.3%	14.6%	9.4%	7.0%	4.9%
FACEBOOK	10.5%	15.7%	17.1%	16.8%	18.4%
WECHAT	8.4%	12.1%	13.8%	14.1%	15.0%
TIKTOK	7.7%	5.1%	4.4%	4.1%	2.2%
DOUYIN	4.1%	6.0%	6.7%	5.3%	4.7%
TWITTER	4.2%	3.9%	3.8%	3.8%	3.5%
FB MESSENGER	2.1%	2.8%	2.8%	2.6%	2.7%
TELEGRAM	3.0%	2.8%	2.3%	2.4%	2.3%
LINE	0.8%	1.3%	1.9%	2.9%	3.7%





- ✓ This represents a **new "digital continent"** where there are many different countries (**applications**), inhabitants (**users**), languages (**formats**) and customs (**uses**).
- ✓ This represents a new field of missionary work that can become a powerful communication tool in the service of the Gospel.



ORAL Culture

It uses **hearing** and **memory**. It is communal and local (**physically**).

Also images: hieroglyphs, sculptures, paintings...
Also writing: engravings, papyri, epistles...

→ XV BC

- Community listens to the prophet who speaks in the name of God.
- There is no Bible in every house; the Word is transmitted orally, by word of mouth.
- Subsequently, the beginning of written revelation (Moses + prophets + history) which is read publicly.



ORAL Culture

It uses **hearing** and **memory**.
It is communal and local (**physically**).

Also images: hieroglyphs, sculptures, paintings...
Also writing: engravings, papyri, epistles...

⇒ XV BC

- prophet who speaks in the name of God.
- There is no Bible in every house; the Word is transmitted orally, by word of mouth.
- Subsequently, the beginning of written revelation (Moses + prophets + history) which is read publicly.

WRITTENCulture

It uses **the eyes**. It is more individualistic, it remains.

Gutenberg's printing press.
Also images: illustrations, engravings, stained glass windows in temples...

→ XVAD

- Community listens to the preacher.
- Access to books and Bibles, and to their reading and study without the mediation of other powers.
- Spread of knowledge, literacy, widening of potential readership.



relationship with God **Direct** presence of God

ORAL **Culture**

It uses hearing and memory. It is communal and local (physically).

Also images: hieroglyphs, sculptures, paintings... Also writing: engravings, papyri, epistles...

→ XV BC

- Community listens to the prophet who speaks in the name of God.
- There is no Bible in every house; the Word is transmitted orally, by word of mouth.
- Subsequently, the beginning of written revelation (Moses + prophets + history) which is read publicly.

WRITTEN Culture

It uses the eyes. It is more individualistic, it remains.

Gutenberg's printing press. Also images: illustrations, engravings, stained glass windows in temples...

⇒ XVAD

- Community listens to the preacher.
- Access to books and Bibles, and to their reading and study without the mediation of other powers.
- Spread of knowledge, literacy, widening of potential readership.

DIGITAL Culture

It uses sight and hearing, it is "dramatic", effects. It is communal and global (virtually), and at the same time individual.

Telegraph, telephone, radio, TV, cinema (mass communication), computer, satellite, Internet, mobile phone, social media...

- Community listens to the communicators.
- Community speaks to community: each person has the potential to create content for themselves.
- Access to information.
- Primacy of **images**, videos, shorts, Al...
- Access to diverse platforms and networks.
- Fluid, instantaneous communication, acceleration and hyperstimulation.



Why this?

I have found significant resistance and friction against the use of digital culture, even after "the digital baptism" we all experienced during the pandemic.

This is not just theory; it serves as the foundation for using digital culture to the benefit the Gospel.

Pastors in 2010
"Facebook is
from the
devil!"

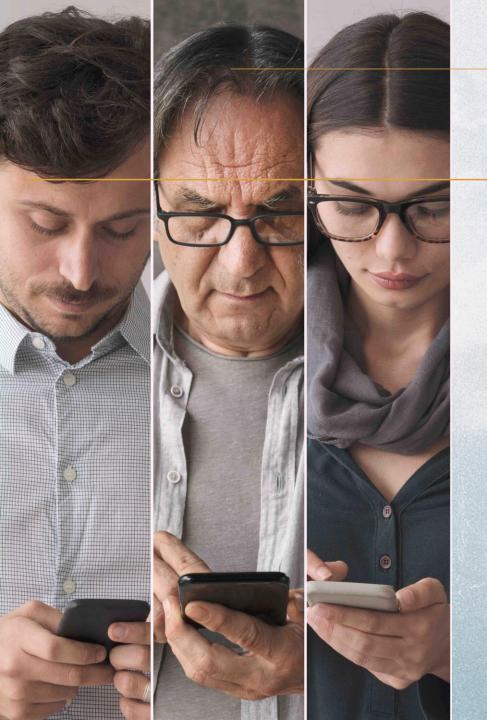
2020 "Follow our LIVE services"











Goes on **YouTube**, watches a video of a "famous" Adventist preacher with a catchy title (clickbait), and in the suggestions he sees an ex-pastor criticising the church and introducing doctrinal ideas that are foreign to the Bible...





Goes on **YouTube**, watches a video of a "famous" Adventist preacher with a catchy title (clickbait), and in the suggestions he sees an ex-pastor criticising the church and introducing doctrinal ideas that are foreign to the Bible...

She shares with his friends a **short**, a piece of a "Christian" video that he has liked (and he thinks he has already evangelised for the whole week); and reads **motivational phrases** (which make her believe that today she has already read the Bible)...





Goes on **YouTube**, watches a video of a "famous" Adventist preacher with a catchy title (clickbait), and in the suggestions he sees an ex-pastor criticising the church and introducing doctrinal ideas that are foreign to the Bible...

She shares with his friends a **short**, a piece of a "Christian" video that he has liked (and he thinks he has already evangelised for the whole week); and reads **motivational phrases** (which make her believe that today she has already read the Bible)...

On Thursday he listens to an excellent, useful, helpful **podcast**.





Goes on **YouTube**, watches a video of a "famous" Adventist preacher with a catchy title (clickbait), and in the suggestions he sees an ex-pastor criticising the church and introducing doctrinal ideas that are foreign to the Bible...

She shares with his friends a **short**, a piece of a "Christian" video that he has liked (and he thinks he has already evangelised for the whole week); and reads **motivational phrases** (which make her believe that today she has already read the Bible)...

On Thursday he listens to an excellent, useful, helpful **podcast**.

He is passed a link to a news item about the papacy and Sunday. He has only read the headline and **does not know if it is a reliable source**, but he shares it because it confirms his ideas.





FLUID church member:

- Today, people move fluidly between "online and offline environments" during the week,
- and move between **different networks or contexts**, many of which are outside their local congregation.
- The spiritual experience is not only on Saturday but is lived at other times of the week, in other contexts and spaces. What I publish during the week, what I share, what I see, what I say... also makes church.

Non christian:

All of the above + no interest in religion + other stimuli.



 In the temple, sitting in a pew, meeting in a house, in an open space...





Online worship,
 Sabbath School on
 Zoom, weekly small
 group video call on
 WhatsApp....





· We can gather in a temple and not truly be the church, even if it appears that way. Similarly, we can be part of a Facebook group and not genuinely be the church, despite the name suggesting we are.

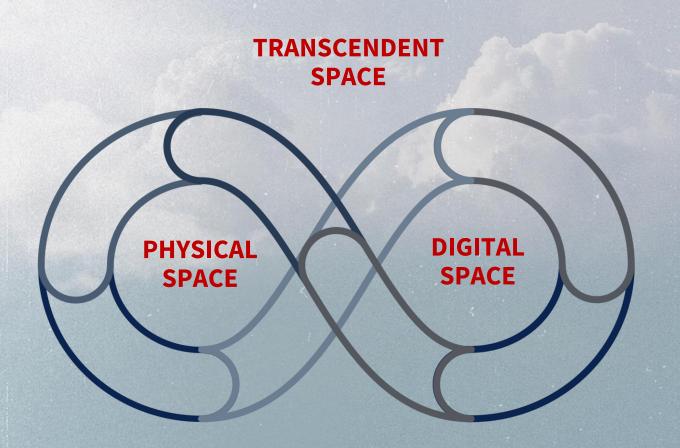
What is it that unites us?
What is it that makes us "church"?





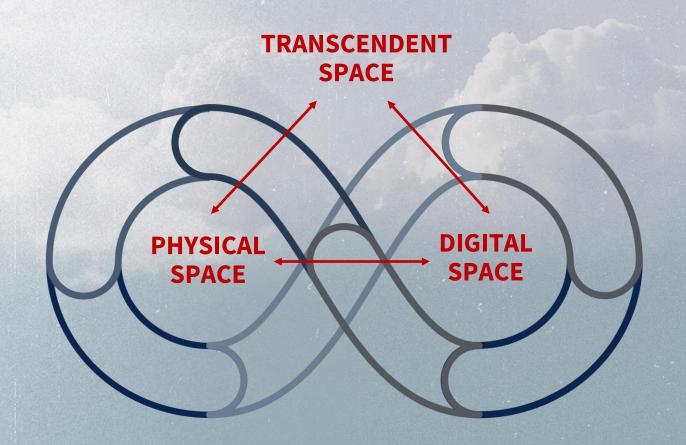


 What makes us "church" is that we are connected by the Holy Spirit: we are united in worship "in Spirit and in truth" (John 4:21-23).





 Our goal is to bring people to that third space: the transcendent space that God wants us to inhabit.



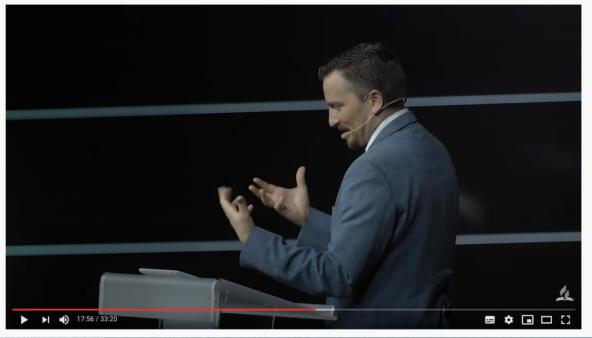


1. AMPLIFIED Church:

- Pragmatics (easy), replication.
- Ol project/replicate physical space into digital space.
- There is a preacher-centered mentality, where what's important still happens on the platform.
- Participation and community are not nurtured.
- This may be a first step toward another way of doing digital church.



 Retransmission of what happens in the temple.
 Amplifying my signal: an offline worship service broadcast on online platforms.





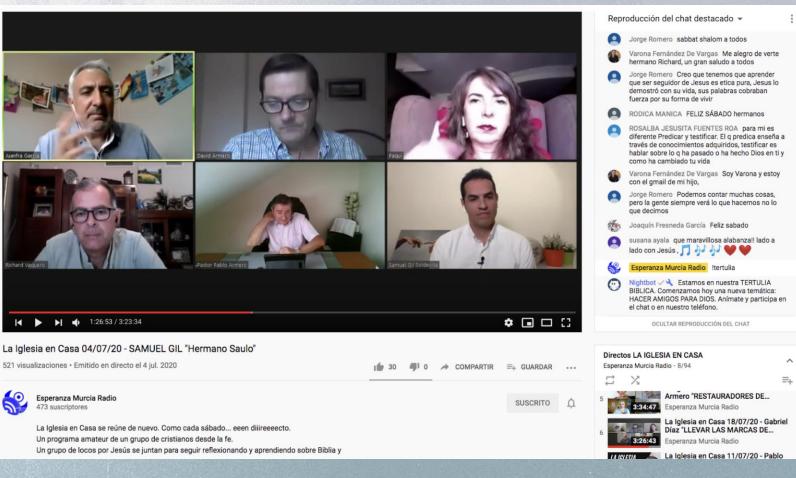


2. ADAPTED Church:

- Connection and translation.
- O Digital mindset: How will the user receive it? What can I do to adapt to their needs?
- Motivate online participation: live chat, questions, discussion.
- Coordinated team.



 Attempt to modify the rituals of worship and space. The forms, language, timing, and liturgy are translated or adapted.







3. CREATIVE Church:

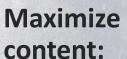
- Digital mindset + Translation + Online participation.
- o Imaginative and focused on developing new skills. What if...?
- We step out of our comfort zone! This involves overcoming fears and embracing mistakes...
- Recognizes that there is life beyond Sabbath worship with weekly content.
- Decentralizes the "authority structures" and promotes teamwork.
- Fully understands the possibilities technology offers for community building and communication.



Explore new methods of worship.
 Empower multiple people to lead and encourage meaningful interaction.



From a single video sermon, you can create social media content for an entire week.







- · Podcast.
- 5 short videos.
- Graphic material.
- Pastoral newsletter.
- Q&A (Live).
- Countdown special event. Give a preview of what to expect.
- Ask Questions to your audience.
- Share testimonies.



Considerations for your Union/Conference digital presence:

INTERNAL: How are my members and pastors informed?

- Internal Newsletter (Email marketing)
- Intranet, ACMS (Common platform)
- Website (Resources)
- Regular briefings (Video calls)
- WhatsApp/Telegram groups or channels (caution, protocols)
- Adventist Review with local-national-international news (Union/Conference):
 Newsletter, shorts, video news, Telegram, WhatsApp channel...



Considerations for your Union/Conference digital presence:

EXTERNAL: How are we projecting our Adventist identity to non-Adventists?

- Website: for journalist (easy and clear information) and non-believers (call to action, find a church, study the Bible).
- Local Websites for each church + funnel, call to action: local information & times, book/Bible request, contact information...
- Social Media: protocols to empower local churches.
- Advertising on social media.



Considerations for your Union/Conference digital presence:

Do not confuse *being on* social media with *evangelizing on* social media. The second verb implies an attitude, an intention, a mission channeled through this medium where the power of God resonates. This requires spending time getting to know the medium, the audience, tools, resources and possible strategies.

"Digital" is a vehicle, not an end in itself.

It is a tool, a channel for something much bigger and more important: we are on God's mission!



Conclusions:

- We have to be where the people are. Even if it is not a place of light, you must bring the light to that place. Not every person has to be on every network, but there must be people in the networks.
- If used wrongly, networks can be a trap. However, if used correctly, networks can be tools with many possibilities for the transmission of the Gospel.
- There are times when you have to "leave the nets and follow Jesus" (Mark 1:18; Matthew 4:20), and there are times when Jesus asks you to "throw the net" (John 21:6) to fish. But you can only "throw the net" if you have first been with Jesus.





Download this presentation

Pastor Samuel Gil, PhD
comunicaciones@adventista.es











