

discipleship

# ideas

SOLUTIONS FOR SUNDAY SCHOOL & SMALL GROUP LEADERS

**6 WAYS TO  
ORGANIZE YOUR  
VOLUNTEER  
TRAINING**

**Empowering Families**

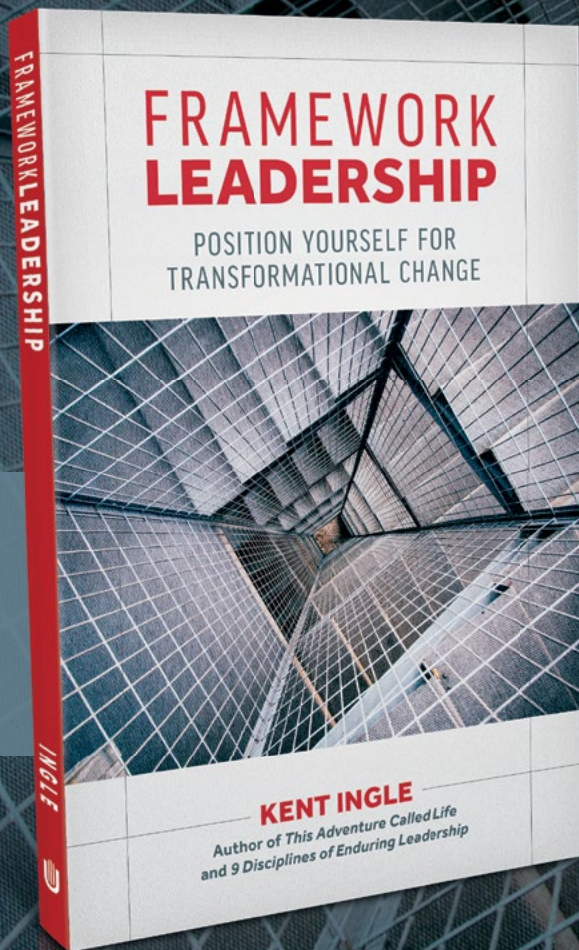
*HOW TO HELP PARENTS INCORPORATE*

*FAITH IN EVERYDAY LIFE*

*Why Should We Do  
Summer Outreach?*

MARCH/APRIL/MAY 2017

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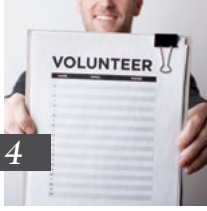
**KENT INGLE** is the president of Southeastern University. Prior to entering professional ministry, Kent spent ten years as a television sports anchor for NBC and CBS.

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# contents

PAGE 4

*6 Ways to Organize Your Volunteer Training*



PAGE 6

*Why Should We Do Summer Outreach*



PAGE 8

*Empowering Families*

PAGE 10

*Radiant Life Themes*

PAGE 12

*Radiant Life Order Form*



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# 6 Ways to Organize Your Volunteer Training



**I**f there's one thing every children's ministry has in common, it's the perpetual need for quality children's workers. Leaders understand that the strength of a ministry relies on the abilities of the leaders who are on the front lines doing the ministry.

But, just for a moment, let's imagine you had a line of people ready to work. Would you be ready to receive them? How would they know what to do? The following tips are designed to help you create the systems needed whether you have one new volunteer a year or 100 sign up in a week.

### 1. Simplify First Steps

Taking leaders through a process of on-boarding can help them get up to speed very quickly or overwhelm them. Be sure the steps are clear and communicated in writing so they know when they are done or what is coming next.

### 2. Buddy System

Do everything possible to provide them with a couple of weeks (or longer depending on the person or position) to shadow someone who is filling that position right now. In some instances this may not be possible. In that case, be sure to communicate with them the expectations and support them with resources.

### 3. Keep a Visible List of Open Positions

My friend Scott Berkey keeps a whiteboard prominently placed in his office of every position needing to be filled. This is not only a good discipline

to know exactly what needs to be filled, but it's an easy way to bring a potential leader on board by showing them the board and asking which positions most align with their talents and passions.

### 4. Streamline Communications

Children's workers often have busy and overwhelming lives outside of the responsibilities of the local church. Be sure to consider this when communicating to them. If your messages do not appear to be getting read, it could be that the volume of communication from the church in general is overwhelming and the critical communications are getting lost among the noise. This could be a church-wide problem that needs to be addressed.

### 5. Utilize Video Training

When possible, capture people who are doing ministry "right" on video to help explain to new workers what the standard is. Consider the following

examples of elements that can be contained in a training:

- How to lead a small group discussion
- How to teach an object lesson
- Leading games and activities
- Introducing new worship songs

### 6. In-Person Meetings

When all other methods of communication have been optimized, find the elements that can only be communicated in person from the key leaders. These are the items that should fill an agenda for training meetings.

Most workers in children's ministry have not been professionally trained in the skill of teaching or working with children. As a result, the better your on-boarding and training is, the more confident and fulfilled each leader will be in their weekly service.

**MARK ENTZMINGER** currently serves as the senior director of Children's Ministries for the Assemblies of God.

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## SPEAKERS



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# Summer Outreach } FIVE REASONS WHY



*A well-planned and well-executed summer outreach has the potential to be a huge success for you, your team, and your ministry.*

Summer is my favorite season of the year. I love the weather, the schedule, and the opportunity to do something completely different in kids' ministry.

In the summer of 2015, we used *MEGA Sports Camp* as a four-day outreach that proved to be a major success. Over the course of the week, we had 70 volunteers doing everything from preparing snacks to leading small groups and drew 140–150 kids, almost 70% of which had never been to our church.

As you can probably guess, I love planning and hosting summer outreaches, and here are five reasons why.

**1** Summer outreaches provide a non-threatening way for you to get to know your community. My church is situated right next to several communities filled with families that don't spend time with us during most of the year. I don't see them on Easter or during our fall event. But last year when I advertised our free sports camp, many of those same families participated. A few of them eventually became regular attendees.

We made sure to refrain from using traditional church language in our marketing materials, and we were able to put up posters all over town.

**2** Summer outreaches can be a break from the norm. During the summer, the rules are a little different. I can dress a little more casually and spend more time outside the church office. I love using the summer as an opportunity to do things that we wouldn't do during other times of the year.

Water events, messy games, sports stuff—there is nothing off limits as long as you can provide an atmosphere that is safe as well as fun.



**3** Summer outreaches give kids an opportunity to get out of the house. As adults, we tend to look back on our childhood summer days with a distorted nostalgia. But for a lot of kids, summer can be pretty boring. After a few weeks of sleeping in and playing video games, a lot of kids are hungry for new and exciting experiences. And their parents are desperate to get them out of the house!

A summer outreach can be exactly the kind of activity that kids need to get them outdoors and active. When they're writing the inevitable "What I Did on My Summer Vacation" essay during their first week of school, they could share with their class how much fun they had at the local kids' ministry.



**4** Summer outreaches give you the chance to recruit, build, and train your ministry team. Recruiting and training is an ongoing responsibility for ministry leaders.

However, it can be a real challenge to bring and equip new volunteers into the ministry, en masse, during the busier times of the year.

Short-term events, especially during the summer, give you the opportunity to get a large number of people involved in ministry, train them for specific positions, and evaluate whether or not they'd be a good fit for your general ministry team. For volunteers, it's a chance to try out a ministry without having to make a long-term commitment.

**5** Summer outreaches are just fun. Our *MEGA Sports Camp* event was the most fun and most successful outreach event of our entire year of ministry. In planning the following year, it was the first event that went on the calendar.

A well-planned and well-executed summer outreach has the potential to be a huge success for you, your team, and your ministry. It gives you the opportunity to invite new families into your church and help them become lifelong followers of Jesus. Find some resources, grab some volunteers, and make this summer the best summer of your ministry!

**SHEIK ALLY** has been in kids' ministry since he was a teenager. Since then, he has been a children's pastor, camp speaker, and workshop presenter. Sheik lives in Orlando, Florida, with his wife, Cristina, and serves as the Kids and Family pastor at Calvary Orlando.

**MEGA Sports Camp outreach combines the sports kids love with Bible stories and small group time, resulting in a truly incredible impact on your community:**

- **Up to 90% of kids who attend are guests.**
- **Up to 20% of kids give their lives to Jesus.**
- **One church even reported 245 salvations!**

**New for 2017!** *MEGA Sports Camp® Conquer the Day* shows preschool and elementary kids how to make great choices every day that prepare them to win at sports and in life. For more information, go to [MEGASportsCamp.com](http://MEGASportsCamp.com).

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—Outreach Magazine



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Let's face it; the church has not cracked the code on how to help Mom and Dad feel confident in having spiritual conversations with their children.

However, if we are going to change the story for this generation of children, then we need to do something that will begin to bridge the gap.

No parent likes the feeling of knowing less than their child does. I mean, let's be real, have you had to ask your elementary child to help you fix your smartphone? It's a bit humiliating. Not to mention trying to have a spiritual conversation about a story from a 2,000-year-old book when they had a 90-minute lesson about it and all we have is a handful of questions. So how can we fix it?

There are a couple activities that I think help bridge the gap. Some of them you could implement immediately, others may take a bit more work and planning to fit into your church environment.



::: HOW TO HELP PARENTS INCORPORATE FAITH IN EVERYDAY LIFE :::

# Empowering Families

## **Conversation Starters**

Sometimes all that parents need is an idea and a challenge. What if you challenged every family to set aside Tuesday night as family night? Encourage family dinner (made together), eating together, no technology, etc., and then provide them with a selection of conversation starters, like these: *If you could go anywhere in the world, where would it be? If you could have a meal with anyone in the world, who would it be? If you could fix any problem in the world, what would it be? If you could meet any character in the Bible, who would it be and why?*

## **Pre-Teach**

If we truly believe that the home is the birthplace of discipleship, then we should be empowering the home to have the initial conversation about the spiritual topic

and lesson. Most curriculum resources have a take-home resource that has follow-up questions and even a passage of Scripture to read. By sending this home the week prior, parents have the opportunity to introduce the topic to their child rather than follow up on the lesson.

## **Encourage Blessings**

Your words are more powerful than you realize. I'm sure without much effort you can replay a statement that someone made when you were a child that still echoes in your head. Why not create a movement where parents determine to use their words to bless their children? Let's set the example of a home where kids expect life to flow from the mouths of their parents rather than one where they tune them out.





### ***Zoos and Science Centers***

Do you know what the red-tailed, ring-neck, Madagascar lemur eats? (Not even sure that's a real animal.) Most parents don't either. But when you go to a zoo, you'll find that they help parents and kids learn together by being involved in active learning (as opposed to passive, sitting environments). Usually the parent walks over to the information card to get the inside scoop and then asks the child a question or reads it to them. Couldn't we model the same kind of approach? What if a church created an experience where families explored the Beatitudes, or creation, or the launching of the early church in a way that allowed them to journey through the learning environment much like a zoo or science center?

### ***Homefront Magazine***

My friend Michelle Anthony (children's pastor at New Life Church in Colorado Springs, Colorado) has created a monthly magazine that is filled with activities and conversation starters that are designed to fit into the flow of everyday conversation in the home. The goal of this is to move beyond a specified time for conversation and to have those faith-filled talks at any time.

These activities and dozens more can help you get to know your kids and begin a new conversation in the home. The goal of empowering families is to help create environments where talking about faith and spiritual matters takes place every day in the normal flow of life.



Tru Fire Children's Church Curriculum equips you with engaging, Holy Spirit focused lessons that help students connect with God, find their place in His redemptive narrative, and respond to Him through the power of the Holy Spirit.

### **SPIRIT-EMPOWERED**

Intentionally created with interactive response times that allow students to engage with the lesson and listen for the voice of the Holy Spirit.

### **GOD-FOCUSED OBJECTIVES**

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### **FAMILY MINISTRY**

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### **DIGITAL CONTENT**

Help simplify your preparation and presentation each week with digital access to all the materials you need.

Visit [MyHealthyChurch.com/TruFire](http://MyHealthyChurch.com/TruFire) to download FREE sample lessons.

## Check out our Spring 2017 unit themes.

Radiant Life curriculum provides a proven way to systematically disciple and educate believers of all ages.



### Nursery · 1yr Cycle

- The Little Boy Who Shared His Lunch
- Heaven is a Happy Home
- Creation



### Middler · 2yr Cycle

- Jesus, Our Savior
- Future Events
- Growing Spiritually



### Toddlers & Twos · 2yr Cycle

- The Bible Is God's Word
- Stories about Joseph
- Stories about Easter
- Stories about Elijah



### Preteen · 2yr Cycle

- Books of Poetry
- Pictures of Jesus
- Life in God



### Preschool · 2yr Cycle

- Jesus Tells Stories
- Jesus, My Savior
- Jesus, My Healer



### Young Teen · 3yr Cycle

- Unsung Heroes
- Miracles of Christ
- Countering the Culture



### Beginning Explorers · 2yr Cycle

- Jesus and His Power



### High School · 4yr Cycle

- Worship: It's All about Him
- Grappling with the Gray Areas
- Lies the World Tells You



### Kindergarten · 2yr Cycle

- Bible Kings
- Jesus Defeats Death
- Bible Heroes



### Young Adult · 7yr Cycle

- The Era of the Judges
- Paul's Journeys: Acts, Part 2



### Primary · 3yr Cycle

- Stories of Elijah
- Stories about Easter
- Stories of Elisha



### Adult · 7yr Cycle

- The Era of the Judges
- Paul's Journeys: Acts, Part 2



## Revise los títulos de nuestras unidades de marzo 2017 a agosto 2017.

El currículo paralelo *Radiant Life/Vida Nueva* provee el mismo discipulado de excelente calidad para alumnos de habla hispana de toda edad. Para una descripción de cada unidad, visite [www.MyHealthyChurch.com/VidaNueva](http://www.MyHealthyChurch.com/VidaNueva) si necesita ver la tabla de esquemas temáticos de *Vida Nueva*.



### Primeros Pasos · Ciclo De Dos Años

MAR A MAY 2017

- Jesús cuenta historias
- Jesús, mi Salvador
- Jesús, mi Sanador

JUN A AGO 2017

- Cuido del mundo de Dios
- Ayudo a otros
- Ayudo y escucho



### El Explorador · Ciclo De Cuatro Años

MAR A MAY 2017

- Jesús es el centro de la adoración
- Cómo enfrentar los temas indefinidos
- El mundo y sus mentiras

JUN A AGO 2017

- Sin lugar a transigencias (Daniel)
- Sin control
- Cómo conocer la voluntad de Dios



### Tesoros Del Rey · Ciclo De Dos Años

MAR A MAY 2017

- Reyes de la Biblia
- Jesús triunfa sobre la muerte
- Héroes de la Biblia

JUN A AGO 2017

- La primera iglesia
- Crecimiento de la iglesia
- Historias de Pablo



### El Embajador · Ciclo De Cinco Años

MAR A MAY 2017

- Victoria sobre los vicios
- Cómo afrontar las emociones negativas
- La fe en práctica

JUN A AGO 2017

- Mi tiempo con Dios
- La búsqueda de la verdad
- Cuando surgen los problemas



### Mis Amigos · Ciclo De Tres Años

MAR A MAY 2017

- Historias de Elías.
- Historias de la Pascua
- Historias de Eliseo

JUN A AGO 2017

- Pedro sigue a Jesús
- Pedro necesita perdón
- Pedro, líder de la primera iglesia



### El Maestro · Ciclo De Siete Años

MAR A MAY 2017

- La era de los Jueces
- Hechos, 2da. parte: los viajes de Pablo

JUN A AGO 2017

- Malos ejemplos, buenas lecciones
- Buenos ejemplos, buenas lecciones



### El Compañero · Ciclo De Cuatro Años

MAR A MAY 2017

- Jesús, nuestro Salvador
- Sucesos futuros
- El crecimiento espiritual

JUN A AGO 2017

- La Iglesia
- Yo soy testigo
- La ayuda de Dios



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58LS1381	Beginning Explorers Leader Guide <b>1</b>			7.49	
60LS1312	Preschool Beginning Explorers Visuals <b>1</b>			12.99	
58LS1385	BE Coloring & Activity Book <b>1</b>			1.99	
19LS0126	Rusty & Raspberry Puppets			29.99	
19LS7771	Sycamore Sam 14" Puppet			90.00	

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61LS2311	Principiantes: Tesoros del Rey (Edades 5-6) Guía del Maestro y Visuales / Kindergarten Teacher Materials			8.49	
61LS2313	Principiantes: Tesoros del Rey Alumno / Kindergarten Student Materials			2.29	
62LS2321	Primarios: Mis Amigos (Edades 7-9) Guía del Maestro y Visuales / Primary Teacher Materials			8.49	
62LS2325	Primarios: Mis Amigos Alumno / Primary Student Materials			2.29	
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65LS2353	Adolescentes: El Explorador Alumno / High School Student Guide			2.29	
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66LS1365	High School Resource Packet			13.99	
66LS1363	High School Spirit Student Guide			4.19	
69LS3304	Take Five Plus 25-99, 3.75 ea.; 100 or more, 3.40 ea.			3.99	

**Young Adult** (Graduates & Professionals/GAP)

67LS0300	GAP Leaders Guide			6.89	
67LS0301	GAP Student Users Guide			3.79	

**Adult**

67LS1316	Adult Complete Curriculum Kit			29.99	
67LS1371	➔ Adult Teacher Guide			7.49	
67LS1375	➔ Adult Resource Packet			13.99	
67LS1373	➔ Adult Student Guide			5.19	
67LS1374	➔ Large Print Adult Student Guide			5.49	
67LS1377	➔ Adult Lesson Folder (abbreviated 4-page version of Student Guide for guests)			3.99	
69LS3301	➔ God's Word for Today 25-99, 3.75 ea.; 100 or more, 3.40 ea.			3.99	
67LS1378	➔ Live			3.99	
02LS1526	Adult Teacher V.4 Book FA '16-SU '17			21.99	
28LS1612	Adult Teacher V.4 CD-ROM FA '16-SU '17			10.49	
02LS1525	Adult Teacher V.4 Set FA '16-SU '17			29.49	
03LS1419	Evangelical Commentary FA '16-SU '17			15.99	
03LS7984	Evangelical Commentary Large Print FA '16-SU '17			19.99	
03LS7971	Evangelical Commentary Spanish			16.99	

**NEW:** The Adult Resource Packet is available as a digital download. To order, visit [MyHealthyChurch.com/RadiantLife](http://MyHealthyChurch.com/RadiantLife).

Item Number	Description	Quantity	Unit Price	Total Price
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### Children's Ministry

**NEW MEGA Sports Camp®** For more information, visit [www.MEGASportsCamp.com](http://www.MEGASportsCamp.com)

33LS0480	MEGA Sports Camp® Conquer the Day Starter Kit		149.99	
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#### Fire Bible for Kids

02LS7760	Fire Bible for Kids 21 Devotions for Boys 10-49 for 1.99; 50-99 for 1.50; 100+ for 1.25		2.99	
02LS7761	Fire Bible for Kids 21 Devotions for Girls 10-49 for 1.99; 50-99 for 1.50; 100+ for 1.25		2.99	
01LS0847	Fire Bible for Kids NIV, Hardcover		32.99	
01LS0848	Fire Bible for Kids NIV, Paperback		22.99	

#### Kingstone Comics and Graphic Novels

03LS8289	The Christ Graphic Novel		12.99	
50LS0245	The Christ Graphic Novel, Spanish <b>SPAN</b>		16.99	
03LS8240	The Christ, Vol. 1		3.99	
50LS0241	The Christ, Vol. 1, Spanish <b>SPAN</b>		3.99	
03LS8241	The Christ, Vol. 2		3.99	
50LS0242	The Christ, Vol. 2, Spanish <b>SPAN</b>		3.99	
03LS8242	The Christ, Vol. 3		3.99	
50LS0243	The Christ, Vol. 3, Spanish <b>SPAN</b>		3.99	
03LS8294	The Christ, Vol. 4		3.99	
50LS0244	The Christ, Vol. 4, Spanish <b>SPAN</b>		3.99	
03LS8301	The Christ, Vol. 5		3.99	
02LS8102	The Christ, Vol. 5, Spanish <b>SPAN</b>		3.99	
03LS0253	The Christ, Vol. 6		3.99	



Visit [MyHealthyChurch.com/Kingstone](http://MyHealthyChurch.com/Kingstone) for the complete list.

### Record Forms and Supplies

#### Record Forms and Supplies (Loose-Leaf System)

07LS5322	Class Record (6-ply)	50 for 16.95; 100 for 28.95		25 for 9.95
07LS5342	Class Folder			2.99
07LS5325	Visitor Record (without carbons)	100 for 9.50		25 for 2.75
07LS5323	Summary Sheets (without carbons)			100 for 6.95

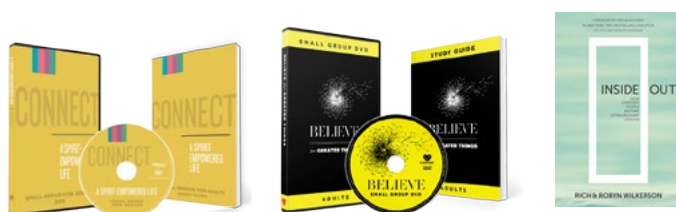
#### Other Record Systems and Supplies

07LS5316	Loose-Leaf Record Sample Packet			1.95
07LS5318	Secretary's Record Book			3.49
07LS5303	Class Record Book			1.99
07LS5412	Registro general de la Escuela Dominical <b>SPAN</b>			3.49
07LS5411	Escuela Dominical Registro de clase <b>SPAN</b>			2.29
07LS5308	Envelope for Class Book and Offering (Pack of 10)			2.99
07LS5312	Enrollment Card		50 for 3.95	
07LS5314	Individual Record Slip (100 per pad)		.85 pad	
08LS5835	My Offering Envelope 2½ x 4¼" 500 for 12.95; 1,000 for 22.50			100 for 2.95
08LS5830	My Offering Envelope 2¾ x 5" 500 for 15.95; 1,000 for 28.45			100 for 3.45
07LS5390	Visitor's Welcome Card			100 for 5.90

Item Number	Description	Quantity	Unit Price	Total Price
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### Featured Small Group Resources

02LS8037	A Spirit-Empowered Life Connect Small Group Kit			27.99
02LS8032	A Spirit-Empowered Life Connect Study Guide			10.99
02LS8039	A Spirit-Empowered Life Connect Small Group Kit, Spanish <b>SPAN</b>			27.99
02LS8033	A Spirit-Empowered Life Connect Small Group Study Guide, Spanish <b>SPAN</b>			10.99
02LS7047	Believe for Greater Things Small Group Kit: Adults			27.99
02LS7048	Believe for Greater Things Study Guide: Adults			10.99
02LS7049	Believe for Greater Things Small Group Kit: Adults, Spanish <b>SPAN</b>			27.99
02LS7050	Believe for Greater Things Study Guide: Adults, Spanish <b>SPAN</b>			10.99
02LS7366	Inside Out	10 or more, 11.99 ea.		14.99



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### Youth Ministry

02LS3152	The Word and the Spirit			12.99
02LS0160	The Word and the Spirit, Spanish <b>SPAN</b>			12.99
02LS8006	The Human Right Journey Small Group Kit			27.99
02LS7053	Believe for Greater Things Small Group Kit: Youth			27.99
02LS7054	Believe for Greater Things Study Guide: Youth			10.99



Visit [MyHealthyChurch.com/Youth](http://MyHealthyChurch.com/Youth) for more youth ministry resources.



To ensure timely delivery, place your order early and allow 8-14 business days. For normal shipping, provide address where postal mail is delivered. Rush orders MUST have street address. May generate additional charges.



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**Seasonal**

**Easter**

38LS2554	Jumbo Gospel Easter Egg	12 or more, 1.69 ea.		1.99
38LS2514	Gospel Easter Egg (Pack of 12)	12 or more, 0.99 ea.		1.29
38LS2515	Spring to Life Bracelet	12 or more, 0.99 ea.		1.29
08LS2358	Easter Bulletin		50 for 4.50	
08LS2314	Easter Offering Envelope		50 for 4.30	
26LS0422	Buck Denver Asks...Why Do We Celebrate Easter? Church Edition	3 or more, 63.99 ea.		79.99
26LS0418	Official A.D. Church Kit: 12-Week Series on the Book of Acts		-49.99 19.99	



Visit [MyHealthyChurch.com/Easter](http://MyHealthyChurch.com/Easter) for more Easter resources.

**Teacher Appreciation**

38LS2521	Reaching by Teaching Chalkboard Mug			5.49
38LS2522	You Make An Eternal Difference Tote Bag			3.99
38LS2523	You Make An Eternal Difference Pen and Bookmark Gift Set			1.99
38LS2531	Engraved Metal Bookmark	12 or more, 2.49 ea.		2.99



Visit [MyHealthyChurch.com/TeacherAppreciation](http://MyHealthyChurch.com/TeacherAppreciation) for more gift ideas.

**Graduation**

38LS2518	Journey On...Never Alone Slotted Bookmark			2.79
08LS9494	Graduation Bulletin (Pack of 50)			4.50
02LS7361	The Bush Always Burns	10 or more, 7.99 ea.		9.99
02LS7754	The Bush Always Burns, Spanish <sup>SPAN</sup>	10 or more, 7.99 ea.		9.99
01LS1322	Fire Bible Student Edition NIV, Paperback			19.99



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**Mother's Day**

38LS2545	3-Piece Magnet Frame Set	12 or more, 1.39 ea.		1.59
38LS2546	3-Piece Magnet Frame Set, Spanish <sup>SPAN</sup>	12 or more, 1.39 ea.		1.59
38LS2547	Woman of God Notepad and Pen Gift Set	12 or more, 2.79 ea.		3.19
38LS2525	* Amazing Grace Pen and Jumbo Bookmark Set, Spanish <sup>SPAN</sup>	12 or more, 1.99 ea.		2.49
08LS2425	Mother's Day Bulletin		50 for 4.50	
08LS8650	A Mother's Heart Bulletin		50 for 4.50	
08LS8780	A Mother's Heart Bulletin, Spanish <sup>SPAN</sup>		50 for 4.50	



Visit [MyHealthyChurch.com/MothersDay](http://MyHealthyChurch.com/MothersDay) to see more.

**NEW Women's Resources**

02LS4213	Fully His			9.99
02LS4215	Fully His, Spanish <sup>SPAN</sup>			9.99
08LS2612	Live Fully Gift Kit			12.99
08LS2613	Live Fully Gift Kit, Spanish <sup>SPAN</sup>			12.99
17LS8172	Live Fully Mug	10 or more, 4.99 ea.		5.99
17LS8173	Live Fully Mug, Spanish <sup>SPAN</sup>	10 or more, 4.99 ea.		5.99
17LS8171	Live Fully Tumbler	10 or more, 4.99 ea.		5.99
17LS8175	Live Fully Tumbler, Spanish <sup>SPAN</sup>	10 or more, 4.99 ea.		5.99
13LS6770	Live Fully Bookmarks (Pack of 10)	10 or more, 1.79 ea.		1.99
13LS6771	Live Fully Bookmarks, Spanish (Pack of 10) <sup>SPAN</sup>	10 or more, 1.79 ea.		1.99
17LS8170	Live Fully Cosmetic Bag			4.99
17LS8178	Live Fully Cosmetic Bag, Spanish <sup>SPAN</sup>			4.99
08LS2603	Live Fully Bulletin Covers (Pack of 25)			3.99
08LS2604	Live Fully Bulletin Covers, Spanish (Pack of 25) <sup>SPAN</sup>			3.99



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6/16