

# PRACTICAL EVANGELISM

## Practical Evangelism: Syllabus

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### CLASS #1:

- I. Introduction.
- II. A More Complete Understanding of the Gospel.

### CLASS #2:

- III. The Gospel Includes: The Gospel Message (WORD).

### CLASS #3:

- IV. The Gospel Includes: The Gospel Messenger (LIFESTYLE).

### CLASS #4:

- V. The Gospel Includes: The Gospel Methods (POWER).

### CLASS #5:

#### Appendix Items:

- A1. Six Gospel Presentations.
  - A2. 25 Brief Facts of Salvation History.
  - A3. Example of a Personal Testimony.
  - A4. Example of a Personal Tract.
  - A5. Responding to Questions and Excuses Related to Salvation.
  - A6. Evangelism through Fulfilled Prophecy.
- EXAM.

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## **Practical Evangelism : Exam**

### **Possible 20 Point Questions**

- 1) Describe the two aspects involved in the response to the gospel message and show how each requires “dying to self” (pp. 12,13).
- 2) Describe the four life-style areas that influence our witnessing effectiveness (pp. 19-22).
- 3) Describe the three elements of a personal testimony and describe how you would share it (pp. 24-26).

### **Possible 10 Point Questions**

- 1) Give a summary explanation of the historical background of the term "gospel" (p. 6).
- 2) Use Rom 10:13-15 to show the importance of proclaiming the gospel (p. 15).
- 3) Explain the idea of making a transition from testimony to gospel presentation and include a question that could be used to make the transition (p. 33).
- 4) List four important points of follow up to be done with a new believer (p. 38).
- 5) In one paragraph, summarize the contents of "the story" method of presenting the gospel (p. 46).
- 6) Use two Scriptures to respond to the excuse, "My sins are not big sins." (p. 55).

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## I. Introduction.

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### Course Overview

This course is intended as a practical help for anyone who desires to more effectively share their faith in Jesus Christ with people who are not yet followers of Christ. The focus is on friendship evangelism or witnessing that occurs in a relaxed natural way. It is assumed that the initial setting for most evangelism will take place outside of a church environment, in the typical places where non-Christian people live, work, and socialize.

### Author's Comment:

Martin Luther, the founder of the Protestant Reformation, described Evangelism as "One beggar telling another beggar where to find food." We are the beggars and Jesus Christ is the food.

This image reminds us of our need for humility as we are involved in Evangelism. We all desperately need Jesus and God's love for people is universal and impartial. Let us keep this perspective as we reach out to those who are without Christ.

### Discussion Point

Evangelism is one of the foundational pillars of the church. It builds the church and should naturally be connected to the church. The church should be a place that constantly produces and welcomes new "Christian babies."

Discuss the following problems related to evangelism:

- Much evangelism is conducted through efforts not connected to churches and thus, new believers do not get connected with local churches.
- Many churches have lost sight of their purpose: to reach the lost and equip the church body to reach the lost.
- Many churches become inward focused and are no longer sensitive to the needs of new Christians or immature believers.

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## Discussion Point

Preaching evangelistically from the pulpit or speaking to groups of people are effective forms of evangelism. However, these methods are not common for the typical Christian individual.

As a matter of fact, the vast majority of Christians (85%) are brought to Christ as a result of the influence of a friend or relative. Friendship evangelism is by far, the most fruitful type of evangelism possible.

Discuss the following problems related to friendship evangelism:

- Most people who need Christ, don't attend church, thus many church evangelistic efforts are not fruitful.
- Most evangelistic efforts are dependent on the clergy and don't include the church body, thus the fruit is limited.
- The image or stereotype of "personal evangelism" causes people to be uncomfortable with evangelism ministry.
- Most of the church body does not feel strongly gifted or equipped for evangelism. Thus, they don't get involved with evangelism.
- Many people feel they are too busy or that their schedule does not allow them to be involved with evangelism.

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## Discussion Point

Through the laws of nature (General revelation), we can understand what all people know about God. Likewise, through the written Law of God (Special Revelation), we can understand what all people need related to God.

Discuss the following concepts concerning General and Special Revelation:

### General Revelation

**What do all people know?** (Via The Laws of Nature)

1. People know the truth, but suppress the truth (Ps 19:1-4, Rom 1:18).
2. People know God in their conscience, but reject Him (Rom 1:19).
3. People know God's divine nature and power because they are clearly seen and understood through His creation. They are without excuse (Rom 1:20).
4. People know they are idolaters (sinful), because they do not glorify or thank God (Rom 1:21-23).
5. People know God as Creator and judge (Rom 1:25,32).

### Special Revelation

**What do all people need?** (via The Written Law of God)

1. People need the truth of Jesus Christ (John 14:6).
2. People need their evil conscience cleansed by Christ (Heb 10:22).
3. People need to see and understand God's divine nature and power revealed in Jesus Christ (Heb 1:1-3).
4. People need to be delivered from idolatry and worship Jesus Christ (Col. 3:1-5).
5. People need to receive Jesus Christ as Savior and Lord (2 Pet 3:14-18).

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## II. A More Complete Understanding of the Gospel.

### A. Historical background of "the Gospel."

1. The term "gospel" refers to the good news of salvation that is found through knowing Jesus Christ.
2. The gospel was originally a military term from the Old Testament.
  - a. It was used to describe a military messenger who was sent inland after a sea or coastal battle to tell the people about the results of the battle.
  - b. The "good news" of victory in battle was directly associated with being saved from total destruction or being delivered from death at the hands of the enemy.
  - c. The messenger would run from village to village announcing the good news. Also, he would announce that the victorious king would soon arrive to celebrate with the people that the enemy had been defeated.
3. The Christian community adopted this understanding and applied it to the saving work of Jesus Christ.
  - a. A messenger of the gospel was used to describe those who announce the good news of Christ.
  - b. Evangelism is simply the action or activity associated with making the gospel known to others.

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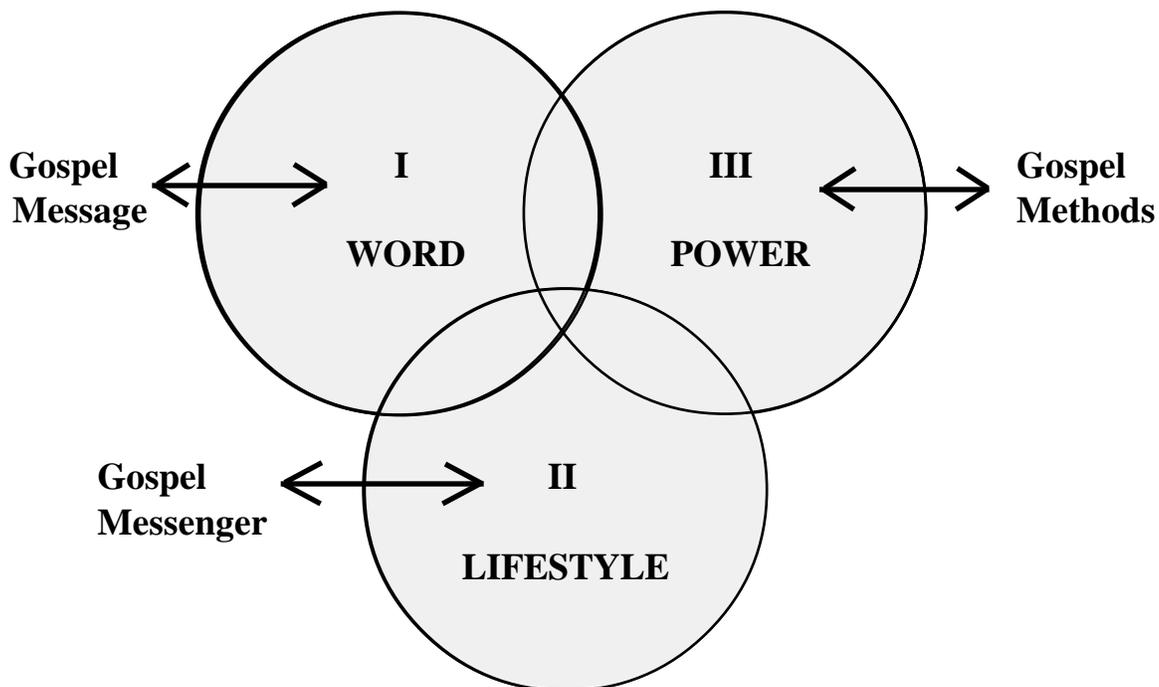
## B. The Apostle Paul presents the gospel as three equal parts (from I Thess 1:5).

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### Author's Comment:

The following diagram is the key to understanding the content of this course. It presents the gospel as three equal parts. The remainder of the course is devoted to presenting each part of the diagram in detail.

The gospel contains three equal parts (I Thess 1:5):



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1. Part One is the **WORD**.
  - a. Paul said, "Our gospel came to you in words." (I Thes. 1:5a)  
(It did not come only with words, but it did come with words.)
  - b. **WORD** is associated with sharing the spoken words about the gospel message (see I Cor. 15:4).
  - c. We will present the gospel message as five simple concepts in a later section of this course.
2. Part Two is **LIFESTYLE**.
  - a. Paul said, "We lived among you for your sake." (I Thes. 1:5c)
    - 1) Paul's missionary team had a single purpose for living among the Thessalonians. It was so that they might receive the gospel.
    - 2) The gospel was being lived out within the lifestyle of the messengers who came to share it.
  - b. Paul had become so transformed by the gospel (by Christ), that his life became a living expression and example of the gospel itself.
3. Part Three is **POWER**.
  - a. Paul said "...our gospel came with power, with the Holy Spirit, and with deep conviction." (I Thess. 1:5b)
    - 1) The gospel contains God's supernatural power.
      - a) This power raised Jesus Christ from the dead.
      - b) The gospel contains the power of God for the salvation of lost souls (Rom. 1:15-17).
    - 2) This power flows through the person of the Holy Spirit.
      - a) The Holy Spirit's power is manifested in various ways: signs & wonders, people being saved, spiritual gifts, etc.
      - b) We must develop our relationship with the Holy Spirit and learn to be directed by the Spirit's leading.

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- 3) The power of the Holy Spirit brings deep conviction, which leads to repentance.
  - a) It is the power and work of the Holy spirit that brings people to Christ. It is not the work of man.
  - b) No human being can convince another to repent. Only God's spirit can convict a person to repent.

## Discussion Point

The three equal parts of the gospel should work together to bring people to Christ. Yet, we typically emphasize the proclaimed WORD, but neglect the LIFESTYLE and POWER elements!

- What are some of the results or problems that occur when the gospel is presented without the LIFESTYLE or POWER elements?

### The Gospel

#### Three Parts

WORD

LIFESTYLE

POWER

\_\_\_\_\_

GOSPEL

#### Working Together

- Proclaiming the message of the Good News of salvation found in Jesus Christ.

- Allowing our lifestyle to be a living expression or example of this message.

- Relying on the Power of God's Spirit to direct us, reveal Himself, and change the hearts of others.

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**People turn to Christ**

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## III. The Gospel Includes: The Gospel Message (WORD).

### A. The Gospel message is simple.

1. We tend to over complicate the gospel, which causes the message to get lost in the details.
2. The basic theory of human communication should be considered in regard to sharing the gospel message.
  - a. People are influenced by three aspects of our communication:
    - 1) The content of what is said - 7% (least influential)
    - 2) Voice inflection and delivery - 28%
    - 3) Body language and perceived attitude - 65% (most influential)
  - b. According to these findings, people are not influenced by what we are saying, but by how we are saying it!
    - 1) If our body language, attitude, or style appear as hostile, indifferent or unloving, then the gospel message will not be received well.
    - 2) If our unspoken actions are not consistent with the message, the message will be voided.
3. We sometimes try to disciple non-Christians even before they are converted. This too, sends the wrong message.
  - 1) People think that Christianity is the performance of certain activities, rather than seeing it as a relationship with Christ.
  - 2) People also get discouraged because they can not experience the transforming power or victory needed to be a disciple until Christ has regenerated them.

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## B. The Gospel message contains five simple concepts.

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### Author's Comment:

The doctrine of salvation includes many deep theological concepts. As Christian leaders we should know these and be able to teach them.

However, as communicator's of the gospel message, we must be able to communicate as simply as possible so that all people can understand the message and respond to Christ.

Thus, the following five simple concepts are provided as a tool to share the gospel with anybody at anytime.

For an in-depth study of the doctrine of the Gospel and the Kingdom, refer to the MOTMOT course, The Gospel and the Kingdom.

### Five Gospel Concepts

- |                           |             |  |
|---------------------------|-------------|--|
| 1. <b>God's Love</b>      | - John 3:16 | For God so loved the world,<br>He gave His only Son.   |
| 2. <b>Our Problem</b>     | - Rom. 3:23 | All have sinned and are separate<br>from God.  |
| 3. <b>The Consequence</b> | - Rom. 6:23 | The wages of sin are death.  |
| 4. <b>God's Provision</b> | - Rom. 5:8  | God demonstrates His own love for us<br>in this; While we were yet sinners,<br>Christ died for us. |
| 5. <b>Our Response</b>    | - Acts 3:19 | Repent and turn to God so your sin<br>may be wiped away and He can refresh<br>you.                 |

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## A. Response to the Gospel Message.

### Author's Comment:

When unbelievers are convicted by the gospel message and turn to Christ, two responses begin in their lives: Jesus as Savior and Jesus as Lord. Both of these responses involve dying to self, which means putting away and "dying" to our own desires and submitting totally to Christ.

1. Salvation includes two responses (see Rom. 10:9).
  - a. Jesus is our Savior (Acts 4:12).
    - 1) We must accept the death and resurrection of Jesus as the ONLY way to obtain eternal life.
      - a) There is no forgiveness of sin, except through the blood of Jesus.
      - b) There is no other religion, philosophy, or spiritual medium to obtain eternal life.
    - 2) We must accept the stumbling block of the cross.
      - a) Jesus has done all of the work required to provide for our salvation.
      - b) Our salvation is completely a gift of grace, it is not earned by us in any way (Eph 2:8,9).
  - b. Jesus is our Lord (Rom 10:9).
    1. We look to Jesus for the answer to everything. Jesus is the Master and Ruler of our life.
    2. Our desire and expectation is to receive direction from Him. We are to conform to His will. This includes:
      - a) The acceptance of the Bible as our guide for His will.

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- b) The acceptance of the Church as our community of fellowship.
  - c) The acceptance of His purpose for our life and whatever mission He gives to us.
- 2. These two responses involve dying to ourselves. Death to self is a natural result of allowing Jesus to be the Lord and Savior of our life (see Mt 16:24,25).
  - a. Jesus as our Lord brings death to self.
    - 1) We must die to the desire to control our life. We must lay down our rights.
    - 2) We look to Jesus regarding the things of the present; He is our Lord.
  - b. Jesus as our Savior brings death to self.
    - 1) We must die to the desire to trust in our self for salvation.
    - 2) We must look to Jesus regarding the things of eternity; He is our Savior.
  - c. Summary of death to self.
    - 1) The best way to describe the saving response to the gospel message is to say that we die to ourselves and live for Jesus (Luk 9:23; Matt 16:24,25).
    - 2) Paul summarized this concept clearly when he said, "I have been crucified with Christ, and I no longer live, but Christ lives within me (Gal 2:20).
    - 3) To be fruitful for Christ and multiply spiritual fruit, we must die (John 12:24, 25).
    - 4) The longer we live with Christ, the more areas of self there will be to let die. This will always be an ongoing process (Phil 3:12).

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## IV. The Gospel Includes: The Gospel Messenger (LIFESTYLE).

### Author's Comment:

Not many believers are called to be Evangelists. Maybe one out of ten Christians are specifically gifted and called as an Evangelist. An Evangelist has a unique gifting to lead people to receive Christ, to equip other Christians for more effective evangelism, and generally to encourage the Christian body as a whole (Eph. 4:11, 12). Most Christians do not function in this particular calling.

However, all Christians are called to be messengers for Christ (II Tim 1:8a; 4:5). We are all commanded to be witnesses and to testify about the Lordship of Jesus in our lives. As a messenger, we should be compelled to share the gospel message with people who are lost without Christ.

You are not expected to be a super Evangelist, but you are expected to be unashamed of the gospel and willing to testify as a messenger for the Lord. With or without words, your life communicates a message. Hopefully, you are living as a gospel messenger.

### A. All Believers are Gospel Messengers (Witnesses).

1. We are to proclaim the gospel (See Matt 10:7; 10:27, 32-33; Matt 24:14; Luk 9:60; Acts 5:20, 42).
2. We are to give testimony or testify (See John 4:39; 2Tim 1:8a).
3. We are to be witnesses (See Acts 1:8; II Tim 4:5).
4. We must not be ashamed to speak (See Matt 10:32-33; Mk 8:38; Luke 9:26; and 2 Tim 1:8a).

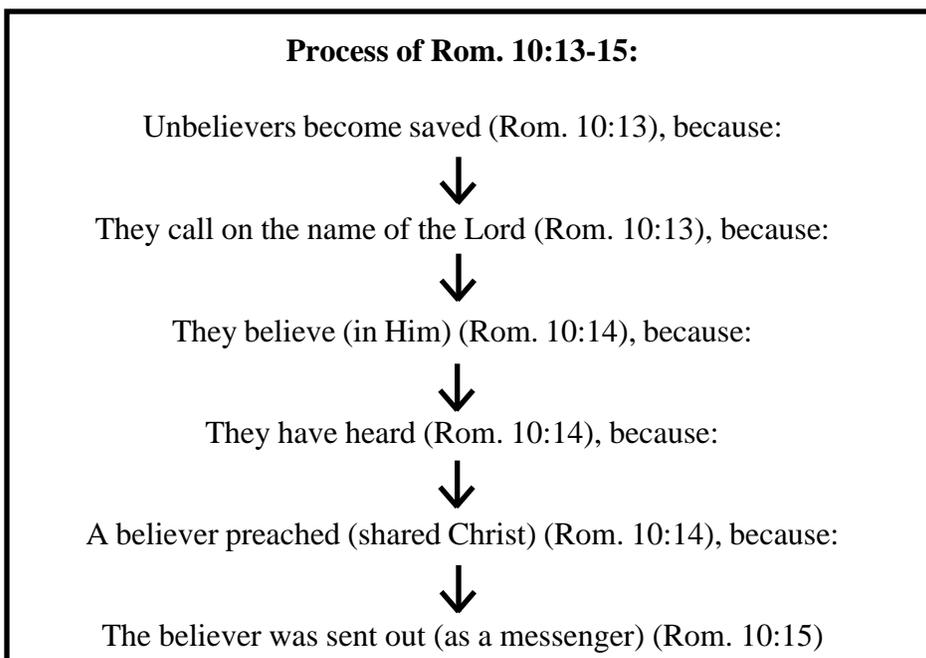
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## B. The Messenger Must Share the Gospel.

1. The biggest hindrance to evangelism occurs simply when we fail to share the gospel with lost people.
  - a. Very few people will come to Christ if we never tell them about Jesus. Somebody has got to tell them. The messenger must proclaim the gospel message (See Rom 10:13-15).
  - b. For most Christians, this means simply sharing their faith, not impressive preaching. God will use you within your own personality style and gifting.
2. We must overcome our fears or resistance to sharing the gospel with the lost.
  - a. By asking God to change our heart, we can overcome a lack of compassion or concern.
  - b. By becoming better equipped for friendship evangelism, we can overcome fear of failure regarding evangelism.

### Discussion Point

Use the following diagram of Rom 10:13-15 to discuss the importance of sharing the gospel.



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## C. Using Our Own Personal Style and Gifting for Evangelism.

### Various Styles of Witnessing:

Evangelist/Pastor Bill Hybels points out in his book, Honest to God?, that each believer has a unique witnessing style. We do not have to imitate anyone else. God uses many personalities and styles:<sup>1</sup>

- Challenging** - Challenging people with the gospel (Peter in Acts 2:36)
- Intellectual** - Appealing to reason (Paul in Acts 17:3)
- Invitational** - Inviting others to come Hear about Jesus (Samaritan woman in John 4)
- Serving** - Helping others in need (Dorcas in Acts 9)
- Testimonial** - Telling how Christ changed you (the blind man in John 9)
- Relational** - Sharing the gospel with people you have relationships with (The tormented man in Mark 5:19)

**Note:** We have identified six styles of witnessing. We could easily identify additional ones. The key point is that we should seek to understand our own personal style and then apply it in evangelism. Many people will be comfortable using more than one style (particularly if you are an evangelist).

#### 1. Challenging Style.

- a. A person who uses the challenging style is able to boldly confront people with the gospel.
- b. People who have the challenging style are typically called as an evangelist.

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## 2. Intellectual Style.

- a. A person who uses the intellectual style is able to debate doctrines, discuss philosophies, speak of scientific evidence, etc. They are able to discuss the gospel from an intellectual perspective.
- b. There is a great need for this type of style in evangelism among university settings, professional environments, and educated people.

## 3. Invitational Style.

- a. A person who uses the invitational style simply invites others to places where someone is speaking about the Lord.
- b. This style represents how effectively someone can be used in the work of evangelism even though they personally are not gifted at speaking or sharing Christ.
  - 1) This requires a person who cares for other people and who will allow others to feel comfortable enough to attend Christian gatherings.
  - 2) The potential for evangelistic fruit is multiplied when people of diverse styles work together, such as a team including the challenging, invitational, or serving styles. Evangelism should be team ministry!

## 4. Serving Style.

- a. A person who uses the serving style is able to perform acts of service that show the character of Christ and thus speak nonverbally to unbelievers.
- b. The serving style also is very complementary for an evangelistic ministry team. A person with this gift can be used to create an atmosphere of opportunity that allows the presentation of the gospel.
- c. Often, God will lead a believer to serve the needs of an unbeliever and that service later causes the unbeliever to inquire about the Lord. That same believer is then able to share the gospel.

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### 5. Testimonial Style.

- a. A person who uses the testimonial style is able to share how God has worked in their life in a way that leads to sharing the gospel message.
- b. A personal testimony is the single most effective way to reach unbelievers.
  - 1) No one can dispute your personal experiences with God.
  - 2) A testimony allows others to realize that God could work in their life also. People relate to other people's stories and lives.
- c. Every believer should be able to relate their personal testimony to an unbeliever.
  - 1) This course will help equip you to share your testimony effectively.
  - 2) Sharing your personal testimony is key in the ministry of friendship evangelism.

### 6. Relational Style.

- a. A person who uses the relational style is able to relate very well with people and work within their circle of relationships to share Christ.
- b. We will focus on identifying the people in our relational circle who we might be able to influence with the gospel.
- c. This style is very freeing because we are not forced to witness to strangers. We simply seek to reach the people we have relationships with.

#### Discussion Point

After learning how each person's unique style can be used for evangelism, can you now see yourself being part of an evangelistic team effort?

Take time to discuss ideas of how evangelistic teams (of people with diverse styles and giftings) could reach the lost in your community.

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## D. Four Lifestyle Areas That Influence Your Witnessing Effectiveness.

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### Author's Comment:

The effectiveness of a gospel messenger is directly related to their lifestyle. There are four areas that greatly influence our witnessing effectiveness:

- |                    |   |   |
|--------------------|---|---|
| <b>Time</b>        | - | Are you willing and available to spend time with lost hurting people (Jn. 1:14)?                    |
| <b>Love</b>        | - | Do you show God's Love to others (Mt. 22:37-39)?  |
| <b>Consistency</b> | - | Are your actions consistent with what you say (I Thes. 1:6)?  |
| <b>Unity</b>       | - | Do you get along with (to the best of your ability) and speak well of other Christians (Jn. 17:23)? |

1. Time.
  - a. Spending time with lost and needy people, identifying with them, or dwelling among them, is called Incarnational ministry.
    - 1) In His incarnation, God became a man, in the form of Jesus Christ (John 1:14; Heb. 1:1).
    - 2) One of the names for Jesus is Immanuel, which means "God with us" (Is 7:14; Matt 1:23).
    - 3) In His ministry, Jesus dwelled among the lost. He identified with them. He spent time with the lost.

### Discussion Point

Study John Chapter 4 as a model for evangelism ministry (where the focus is spending time with those who need Christ). Discuss and list some of your observations about this ministry lifestyle.

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- b. You must be willing to spend time with lost hurting people, if you hope to lead them to Christ through friendship evangelism.
  - 1) By giving people time, you will earn their trust and eventually be able to minister to them.
  - 2) To preach at people without giving them any of your time can communicate pride, arrogance, or coldness.
- c. If your life is so busy that you have little or no time for people, then you will not be effective in friendship evangelism (and probably your priorities have gotten out of balance).
  - 1) We all make time for what is important to us. If you really want to do something, you will try to find time for it somehow.
  - 2) Becoming a better manager of our time will free us for ministry.
- d. There are many creative ways to use your time for friendship evangelism.
  - 1) Go with a friend to public places to meet people to share the gospel.
  - 2) Invite neighbors, friends, or lost family members to your home.
  - 3) Help neighbors with projects around their home.
  - 4) Spend recreational or social time with lost people.
  - 5) Be a servant to anyone in need. They will open up to you.
  - 6) Help a person when they are moving into or out of their home.
  - 7) Lead an evangelistic Bible study.
  - 8) Go visit people in prison, hospitals, nursing homes, etc.
  - 9) Develop your relationships with lost co-workers.

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## 2. Love.

### **Evangelism is Motivated By Love Relationships:**

When asked what was the greatest commandment, Jesus replied:

“Love the Lord your God with all your heart, soul, mind, and strength. This is the first and greatest commandment. And the second is like it: Love your neighbor as yourself. All the law and Prophets are based on these two commandments.” (Matt 22:37-39; Mark 12:28-34).

- a. Our love relationship with God empowers us for evangelism.
  - 1) We are cleansed from sin, which otherwise hinders us.
  - 2) Communion with God fills us with His power and wisdom.
  - 3) God’s love spills over into our heart, causing us to be full of compassion for the lost.
  - 4) The Holy Spirit will give us insight for fruitful evangelism.
  - 5) We are compelled to tell others about God’s love.
  - 6) God’s presence keeps us humble and usable.
- b. Expressing God’s love to others is the key for effective evangelism.
  - 1) God will use us to reach our lost neighbors.
  - 2) The reality of God is seen in our lives.
  - 3) God’s love breaks through and convicts sinful hearts.
  - 4) Lost people respond to this God-given expression of love.

### **Discussion Point**

Do you feel a sense of love and compassion for the lost people you know? If not, seek God for a change of heart and ask Him to give you His love for the lost.

If there is a wall of unforgiveness that is blocking you from loving others, take time to pray that God would release that person or event from your heart.

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### 3. Consistency.

- a. The lifestyle behavior of the gospel messenger either confirms or contradicts their spoken words.
  - 1) If we consistently demonstrate God's principles in our lifestyle, people will be drawn to God through our gospel proclamation.
  - 2) If our behavior contradicts our spoken words, then people will see us as hypocrites and think that what we say is a lie. Often, they will turn away from God because of this contradiction.
- b. If our lifestyle represents one or two of the three elements of the gospel, then we can not present the gospel fully. We must live a life that is also consistent with the character of Christ.

#### Discussion Point

Is your lifestyle behavior consistent with your spoken words? Discuss some of the major and minor ways that we often contradict our message. How many minor contradictions does it take to eventually destroy our message?

### 4. Unity.

- a. Jesus emphasized unity as essential for evangelism.
  - 1) Before his arrest and trial, Jesus fervently prayed for the disciples and all believers. Four times, he prayed for them to be in unity (see Jn 17:6-26).
    - a) He prayed for the disciples (the leadership), "that they may be one as we are one." (John 17:11).
    - b) He prayed for those who would believe through the disciples or leaders, "that all of them may be one" (John 17:21).
    - c) Again, He prayed "that they may be one as we are one" (John 17:22).
    - d) Finally, He prayed, "May they be brought to complete unity" (John 17:23).

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2) Jesus specifically stated the purpose for their unity, “so that the world may know you have sent me” (John 17:21, 23).

b. Unity is a key aspect of the gospel messenger’s life.

1) Unity is like thread that sews together the other aspects of time, love, and consistency. It combines them into a completed garment.

2) Unity gives the messenger a powerful witnessing tool. God multiplies the spiritual power and influence available when Christians come together in unity (Deut 32:30; Jn 17:23).

3) When unbelievers see Christians in unity, they sense the transforming power of God at work in human lives, overcoming many potential barriers: cultural, ethnic, social, economic, political, and doctrinal.

4) When unbelievers see Christians in disunity, they think that Christians are hypocrites and that they personally do not need Christ.

a) They see no difference between Christians and themselves.

b) They recognize the contradiction from what Christianity is supposed to be like.

c) They receive conflicting messages from different Christians, then become confused over what to believe.

d) They do not understand doctrinal fighting at all. They only see agreement and love replaced with harshness and conflict.

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## E. Preparing Your Personal Testimony.

### Author's Comment:

Every Christian has a personal testimony. It is the story of your personal experience with God. Your testimony is the most effective tool you have for witnessing (even if you have been a Christian since childhood). By thinking about and preparing your testimony now, you will be ready to share it when the opportunity comes.

Your testimony consists of three parts:

1. What was your life like before Christ?
2. How did you meet Christ?
3. What is your life like with Christ?

1. What was your life like before Christ?
  - a. This part of your testimony communicates your need for Christ. It should relate the situations that prepared you to receive the gospel.
  - b. There will undoubtedly be someone out there in the world who especially identifies with your life situation. Thus, your testimony will impact them.
    - 1) This will be true even if you have been raised as a Christian and did not experience any great sin or rebellion.
    - 2) There will be those who need to hear how God can work in a person's life at an early age or without experiencing the deepest sins.
2. How did you meet Christ?
  - a. Share the specifics of how you came to know Christ.
    - 1) This will help clarify to unbelievers what it means to become a Christian and how it can happen for them.
    - 2) This could also relate to someone's life situation.
  - b. Try to keep this part very focused and clear so that the content does not get misunderstood.

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3. What is your life like with Christ?
  - a. This part of your testimony should communicate how Christ is working in your life now.
  - b. Be genuine and honest.
    - 1) Do not try to suggest that you have no problems as a Christian.
    - 2) Rather, tell how Christ gives you strength to face your problems.
    - 3) Yet, it is appropriate to share how Christ has brought you success, victory, hope, peace, joy, fulfillment, etc.

Notes —

## Suggestions for Sharing Your Testimony:

1. Keep it brief (two minutes or less), otherwise non-Christians will not listen.
2. Remove any church or religious terms (non-Christians do not relate to them).
3. Avoid unnecessary facts or details that will distract from the essential points.
4. Don't explain your deepest sins in great detail (that's all anyone will remember).
5. Share your personal thoughts, feelings, emotions, fears, etc. (They are impacting!).
6. Explain how Jesus touched your life (This may relate to someone's situation).
7. Practice until you can easily tell it by memory (Then you can be flexible and adjust for varying situations).

**Note:** See Appendix A3 for examples of a personal testimony.

## A Practical Exercise:

Write your testimony on paper to help focus your thoughts and enable you to communicate better. It can be used to create a personal/family tract for sharing the gospel. (See Appendix A4 for an example of a family tract)



# PRACTICAL EVANGELISM

## V. The Gospel Includes: Gospel Methods (POWER).

Notes —

### Author's Comment:

The following process describes the general flow involved in friendship evangelism. It is not meant to be a legalistic formula, but simply a pattern for how to expect genuine results in evangelism. Each step shall be presented in detail.

### The Friendship Evangelism Process:

1. Rely on the Holy Spirit
2. Identify People You Could Reach
3. Share Your Life
4. Share Your Testimony
5. Share the Gospel
6. Invite a Response
7. Evaluate the Situation:



Ready to Receive	Not Ready	Rejects or Avoids
↓	↓	↓
8. Pray With Them	8. Be Patient	8. Be Humble
9. Celebrate Together	9. Be Remindful	9. Avoid Conflict
10. Follow-up	10. Keep in Touch	10. Rest Assured

# PRACTICAL EVANGELISM

Notes —

## A. The Power of God's Spirit.

### Author's Comment:

God's evangelism methods focus on the power of the Holy Spirit. It is the Holy Spirit who empowers and anoints us to proclaim the gospel to people who have been prepared by God to receive this message.

We should do all we can to be fully equipped for evangelism. Yet, we must remind ourselves that evangelism is not a man made effort and there are no techniques that can be perfected for guaranteed results. We must be filled with the Holy Spirit and learn to be sensitive to the guiding of the Spirit, so we can walk in the flow of God's power in evangelism.

The Holy Spirit is in charge of the activity. We are only instruments of God's purpose. We should keep this perspective.

1. The power of the Holy Spirit is key to reaching an unbeliever.
  - a. The Spirit goes out ahead of the gospel messenger to prepare an unbeliever to receive the message.
  - b. The Spirit enables the unbeliever to understand the message (II Cor. 4:3,4).
  - c. The Spirit of God convicts people of the truth (Acts 2:37).
  - d. The Spirit changes human hearts and causes people to repent and turn to Christ (Luke 15:18).
  
2. The Holy Spirit is key in manifesting God's Presence.
  - a. The Spirit will often perform supernatural activity to demonstrate the reality of God during evangelism.
  - b. Many signs and wonders often accompany evangelistic efforts, especially in places that require a powerful spiritual breakthrough.

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3. The power of the Holy Spirit is key to empowering and guiding the believer for evangelism.
  - a. We must be filled with God's Spirit to proclaim and be a living example of the gospel (Acts 1:8).
  - b. We must learn how to be guided by the Holy Spirit to accomplish God's purpose (Acts 5:32, I Cor 6:19,20, Luke 4:18.19).
    - 1) We will experience more fruit when we connect with what God is doing (rather than our own efforts).
    - 2) This will help avoid the frustrations of blindly reaching out to people who God is not preparing to receive the message.
    - 3) We can maximize our time and effort while focusing our energy in specific ways.
    - 4) Learning to be guided by the Spirit is a process that is developed over time. It takes practice and usually involves obedience to smaller assignments, which will eventually lead to bigger assignments.

Notes —

## B. The Friendship Evangelism Process.

1. Rely on the Holy Spirit.

### Author's Comment:

It suggested that you take time daily to briefly pray through the following four concepts as a means of relying on the Holy Spirit.

- a. Come Aside (Acts 13:2).
  - 1) We must come aside from our own agenda and set ourselves apart for God to accomplish His purpose.
  - 2) This is very difficult for people who do not yet know how to trust God. We must give up control.

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- b. Be Assured (Acts 16:6, I Cor. 3:6-9).
  - 1) Be assured that God desires to lead you.
  - 2) He is waiting for us to let Him lead our lives. He cares more about this than we do.
- c. Strip Down (Luke 9:23, John 12:22-24).
  - 1) We must strip ourselves down from our own abilities and self reliance. We must allow God to flow through us.
  - 2) Repent from prideful thinking and acknowledge your total dependence on God. Seek humility and brokenness.
- d. Be Filled (Acts 1:8).
  - 1) Be filled with the Holy Spirit by asking for a fresh daily empowering.
  - 2) Ask God for specific anointing related to people you hope to reach with the gospel.
  - 3) Be sensitive and ready for the Holy Spirit to direct you toward someone for evangelism.

### **Author's Comment:**

After spending time with the Holy Spirit in prayer, go forward each day ready for the Lord to make divine appointments in evangelism. Expect that God will begin to bring you opportunities. Be Ready!

- 2. Identify people you could reach.
  - a. Who are the relatives, friends, neighbors, workmates, schoolmates, etc., that you have personal contact with who do not know Christ.
  - b. Write down their names and pray for their salvation regularly.
  - c. Ask the Holy Spirit for specific guidance regarding opportunities for evangelism.

# PRACTICAL EVANGELISM

## Discussion Point

Consider forming a small group (or cell group within your church) that continually focuses on friendship evangelism. The team should include a diverse group of people with various styles and giftings. Pray as a group for these friends, relatives, co-workers, etc., that you are trying to reach.

Seek the Holy Spirit for creative ways to reach them.

Discuss some of the ways to reach out to these people.

3. Share your life with unbelievers.
  - a. Share your time (John 1:14).
    - 1) Be available for non-Christians.
    - 2) Allow in advance time spent with them.

## Discussion Point

Just as each believer has a unique style and set of gifts each unbeliever is different and may be reached by different means.

Discuss how each of the following people might be approached:

- Family Members
- Close Friends (John 1:45,46)
- People who appear interested in spiritual truth (Acts 16:19-34)
- Strangers (John 4:7-26)
- Religious people who do not know Christ ( Acts 8:26-30)

How do the following variables effect your approach:

- You already have an intimate relationship
- The unbeliever is bitter about past hurts
- The unbeliever has very little knowledge about God
- The Holy Spirit is strongly leading you to a certain person
- You are in the midst of a crisis situation

Notes —

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- b. Pay Attention (James 1:14).
  - 1) Gently ask questions about their feelings, concerns, problems. Most people want a true friend.
  - 2) Be a good listener. Develop your listening skills and pay close attention.
- c. Be a Servant (Mt. 22:37-39).
  - 1) Be ready to serve the needs you encounter.
  - 2) This could lead to sharing Christ or speaking of the Lord.

### Discussion Point

How do you transition from sharing your life with an unbeliever to sharing your testimony with them? How do you bring it up?

#### Suggestions:

- Listen carefully to their stated problems or opinions, then respond when asked your opinion or given a chance. Listening is critical.
  - Look for commonality in your life and in their situation. Show how Christ helped you.
  - Initiate by asking the question, "Would you mind if I told you how God worked in my life when I had that problem?"
4. Share Your Personal Testimony (within two minutes).
    - a. Casually share your testimony, which you have previously developed and practiced.
      - 1) Your life before Christ.
      - 2) How you came to Christ.
      - 3) Your life with Christ.

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- b. You may be able to expand into much more detail depending on the available time and circumstance.
- c. Be prepared to adapt your testimony to different audiences.

## Discussion Point

How do you transition from sharing your testimony to sharing the gospel? (Remember: your testimony is not the gospel. It is only the preparation for sharing the gospel.)

### Suggestions:

- Be sensitive to how the person is responding
  - Be led by the Spirit, then steer the conversation
  - Initiate further by asking him a question, "Could I share with you how I came to know Christ, or could I explain to you how you could become a Christian?", etc.
5. Share the gospel.
- a. Share the five gospel concepts we have learned:
    - 1) God's Love ( John 3:16).
    - 2) Our Problem (Rom 3:23).
    - 3) The Consequences (Rom 6:23).
    - 4) God's Provision (Rom 5:8).
    - 5) Our Response (Acts 3:19).
  - b. Memorize the five concepts and their bible verses.
    - 1) By committing these to memory, you can concentrate on looking at the person, rather than looking at a piece of paper or turning pages of your Bible.
    - 2) This will also prevent the negative appearance that you are giving a packaged presentation, which could make them feel that you don't care for them as a person.

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- 3) This will allow you to be much more natural and relaxed.
  - 4) This frees you to discern and respond to the person's reaction as well.
- c. Use the Bible effectively.
- 1) Carry a pocket sized New testament with you(rather then a big Bible).
  - 2) Mark the five scripture passages so you can turn to them easily. (Use tabs and write the order 1-5 on the five tabs).
  - 3) Let the person see each verse, even though you are looking at them while you speak.
  - 4) The little Bible can become a gift to the person if you feel led by the Holy Spirit to give it to them.
- d. Use personal tracts effectively.
- 1) You can create your own personal tract for evangelism. This is much more effective then a generic tract.
  - 2) Put your picture or your family picture on the front of it.
  - 3) Put your written testimony in it.
  - 4) Put the five gospel concepts and scripture verses in it.
  - 5) The tract should be given to the person. It can be looked at later and cause them to respond later (An example can be found in the appendix A4).

### Discussion Point

Once you have shared the gospel, should you necessarily invite the person to respond? YES! Everyone needs to know that the gospel requires a response. However, the response is totally their decision.

Discuss some of the situations that might occur after you have just shared the gospel, before inviting a response.

# PRACTICAL EVANGELISM

6. Invite a response.
  - a. Resist interruptions.
    - 1) Human nature will cause most people to avoid decisions. Whoever hears the gospel must clearly realize that the gospel requires a response.
    - 2) Our spiritual enemy will try to create distractions and interruptions to prevent the person from responding.
  - b. Be focused.
    - 1) Be gentle, but focused and direct.
    - 2) This is an eternal moment where someone may cross from death to life.
  - c. Be aware of spiritual warfare.
    - 1) Expect enemy spiritual forces to come against you.
    - 2) If there is more than one Christian present, they should be silently praying and interceding.

## Discussion Point

How do you invite a response after sharing the gospel?

### Suggestions:

- Ask questions:
  - "Would you like to pray with me to receive Christ now?"
  - "Are you ready to accept Christ now?"
  - "Do you have a relationship with the Lord?"
  - "Is this a new concept for you?"
  - "Have you ever heard this before?"

Discuss some possible situations that could take place when giving an invitation to respond to the gospel.

Notes —

# PRACTICAL EVANGELISM

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7. Evaluate the situation (as led by the Holy Spirit).

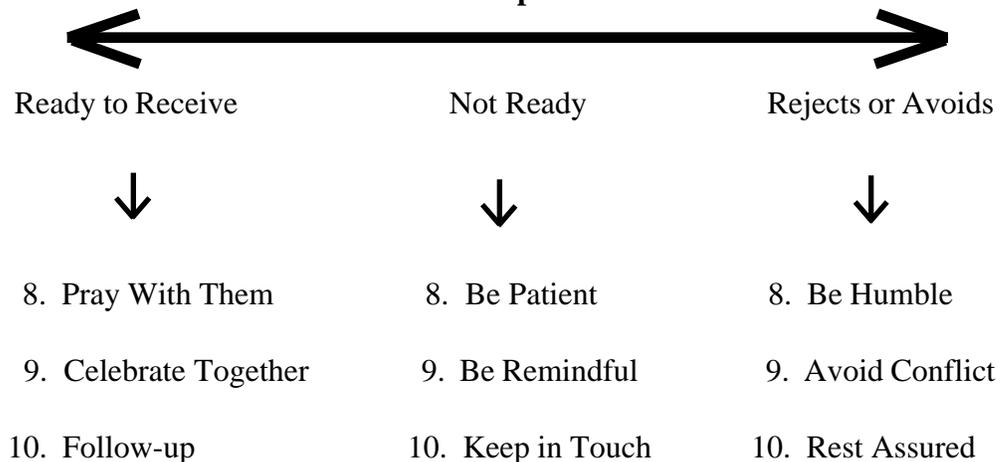
## Author's Comment:

There is a wide spectrum of possible responses that people will have once you share the gospel with them. However, most responses fall into three categories:

- Ready to Receive
- Not Ready
- Rejects/Avoids

The key is for you to evaluate their response, because you will proceed differently for each type of response.

## Possible Responses



## Note:

After sharing the gospel, we should proceed differently based on the response of the person we are witnessing to. We will now consider each area in detail.

# PRACTICAL EVANGELISM

## If Response is - Ready to Receive:

8. Pray with them.
  - a. This is the desired response. Now it is time to follow through and lead the person to Jesus.
  - b. It is important that you help the person by praying with them. Do not require them to figure out what to do by themselves. They need help.
    - 1) Lead them in prayer by praying outloud and having them repeat what you pray.
    - 2) Pray very simple short sentences.
    - 3) When finished, ask them "Where is Christ right now?" Hopefully, they will say, "Within me now!" or "In my heart!"
    - 4) Evaluate if the person has understood and truly received Christ.

### **Example Prayer to Receive Christ:**

Jesus, I am a sinner and ask for your forgiveness. I turn away from my sins right now. I believe you died for my sins and have the power to cleanse me, so please cleanse me.

I invite you into my life to become my Savior and to lead me for the rest of my life. In Jesus' name. Amen.

9. Celebrate Together!
  - a. Rejoice with the new Christian! Celebrate! Tell them that the angels are cheering in heaven.
  - b. Do not rush into talk of discipleship and what to do next! Allow the person to enjoy this moment and capture it in time as the moment they met Christ.

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### 10. Follow-up.

- a. Initiate follow up gently and lovingly like a person who just had a baby given to them to take care of.
  - 1) Give the person a Bible (it could be the New Testament you were using to witness). Point them to the scriptures.
  - 2) Introduce the new believer to other Christians. Help them get Christian fellowship.
  - 3) If you know the person well, invite them to your church or small group (they may already be a part of it).
  - 4) Encourage them to share their faith with others. Be willing to go with them as they tell their family and friends that they have accepted Christ.
- b. Help the new believer get involved with discipleship.
  - 1) We are called to make disciples, not simply make decisions! The evangelism process must lead into a discipleship process.
  - 2) There are many good discipleship tools available for follow up (MOTMOT course - Practical Discipleship, Navigator's Eight Part Series, etc.).

#### Discussion Point

It is a great privilege to lead someone to Christ! We should do all we can to see they are nurtured and received into a caring Christian community. However, we should be careful not to make new believers feel overwhelmed or like they have been drafted into a military training camp.

- Discuss some of the various situations involving leading someone to Christ that have occurred within your own experiences.
- Discuss possible situations that could include and might not include opportunities for follow up.

# PRACTICAL EVANGELISM

## If Response is - Not Ready:

8. Be Patient.
  - a. Often, a person will be receptive to the gospel, but just not ready to receive Christ. We must first be patient with them.
  - b. Allow the Holy Spirit to complete the work in His timing. Trust that God has used you thus far and is still working in their heart.
9. Be Remindful.
  - a. Gently remind the person that your discussion has been a divine meeting, and that God is calling them into a personal relationship with him.
  - b. This reminder serves as a prophetic voice that challenges the person to know that God is calling them. Later, they may look back on this moment as pivotal, even though they might not respond until much later.
10. Keep-in-Touch.
  - a. Maintain the friendship as much as possible.
    - 1) It is important that the person does not think that just because they did not receive Christ, that you are rejecting them or pulling away from them.
    - 2) Be available as a friend. God may gradually open the door soon.
  - b. Build upon your discussion of the gospel.
    - 1) Most likely, God has divinely placed you in this person's life. Be ready for further ministry.
    - 2) Be faithful to the Lord to follow through on this ministry assignment. Little things lead to bigger things!

Notes —

# PRACTICAL EVANGELISM

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## If Response is - Rejects or Avoids:

8. Be Humble.
  - a. Do not verbally attack the person or become self righteous.
    - 1) A mean spirited response could destroy your entire witness.
    - 2) Remember that once you too were lost without Christ.
    - 3) The Holy Spirit may actually be convicting them and that is why they are reacting strongly.
  - b. Be gracious and gentle.
    - 1) Allow the Holy Spirit to flow through you with compassion, especially toward a person who is strongly reacting and rejecting Christ.
    - 2) Your response to their rejection or hostility may actually be what brings them to Christ!!
9. Avoid Conflict.
  - a. Do not for any reason, allow yourself to get into an argument or conflict concerning the gospel.
    - 1) Do not persist in the witnessing if it provokes direct hostility or confrontation.
    - 2) Let the Holy Spirit do the battle, not you.
  - b. Express genuine regret for any tension or bad feelings that occur. Be an instrument of peace and love.
10. Rest Assured.
  - a. Be assured that God has used you in this encounter.
    - 1) We do not see all that God is doing in the spiritual realm.
    - 2) We are called to be obedient to share the gospel. You did that!
  - b. Pray that God would bring others to continue to minister to this person.

# PRACTICAL EVANGELISM

## FINAL THOUGHTS

During the 12 months prior to my coming to Christ, I was witnessed to one-on-one eight times by different people. God was calling me, but I was fighting Him and His messengers!

I cursed loudly and was hostile two times. I laughed and mocked the person witnessing to me two of the times. The four other encounters, I politely avoided and silently rejected the person and the message.

When I came to Christ, I was all by myself. However, the words of one of the people I cursed at kept burning in my heart. I kept seeing his expression of compassion and hearing his gentle words of love!

God used that situation to show me His unconditional love. So, be encouraged that God is using you in evangelism, regardless of what results you get to see.

Notes —

## Public/Street Evangelism

People who are called as evangelists are comfortable with public witnessing. This is seldom true with people not gifted as an evangelist. Do not try to function outside your gifting, unless God leads you to do so!

### Suggestions for Public Witnessing

- Two people should go together for public witnessing
- One person speaks, the other should be silently praying
- Be casual and let conversations arise naturally if possible
- Good listening skills always apply
- Be led by the Holy Spirit, then steer the conversation
- Ask the question - "Could I take two minutes of your time to share with you what God has done in my life?"
- Be ready to share the gospel if the person is open (Ask questions)
- Do not be affected by rejection, God is still at work
- It is best to have a tract or New Testament to give them
- Seek few divine encounters, rather than many brief encounters

# PRACTICAL EVANGELISM

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## APPENDIX

Notes —

### A1. Six Gospel Presentations.

#### Author's Comment:

This section provides six additional gospel presentations that may be used as models of evangelism. Each presentation is similar in its content in that it communicates the gospel message or salvation plan through Jesus Christ. These are all similar because there is only one gospel message. However, each presentation is different in its form and style of presentation. That is because there are many ways to say the same thing.

#### Method #1: The Roman Road.

##### The Roman Road Gospel Presentation

<b>Our Problem</b>	- Romans 3:23	All have sinned and fall short of the glory of God.
<b>Consequences</b>	- Romans 6:23	The wages of sin are death, but the free gift of God is eternal life through Jesus Christ.
<b>God's Provision</b>	- Romans 5:8	God demonstrates His own love for us in this: While we were yet sinners, Christ died for us.
<b>Our Response</b>	- Romans 10:9	If you confess with your mouth; "Jesus is Lord," and believe in your heart that God raised him from the dead, you will be saved.

# PRACTICAL EVANGELISM

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## **Method #2: A basic 7 Point Presentation.**

Point #1: God loves you (Jn 3:16).

Point #2: You are a sinner (Rom 3:23).

Point #3: You are dead in your sins (Rom 6:23).

Point #4: Christ died for you (Rom 5:6-8).

Point #5: You can be saved through faith in Jesus (Acts 16:30,31).

Point #6: You can be saved and assured of your salvation (1Jn 5:10-13).

Point #7: As a child of God, you must obey Him (Acts 5:29).

## **Method #3: The Hand.<sup>2</sup>**

### **Author's Comment:**

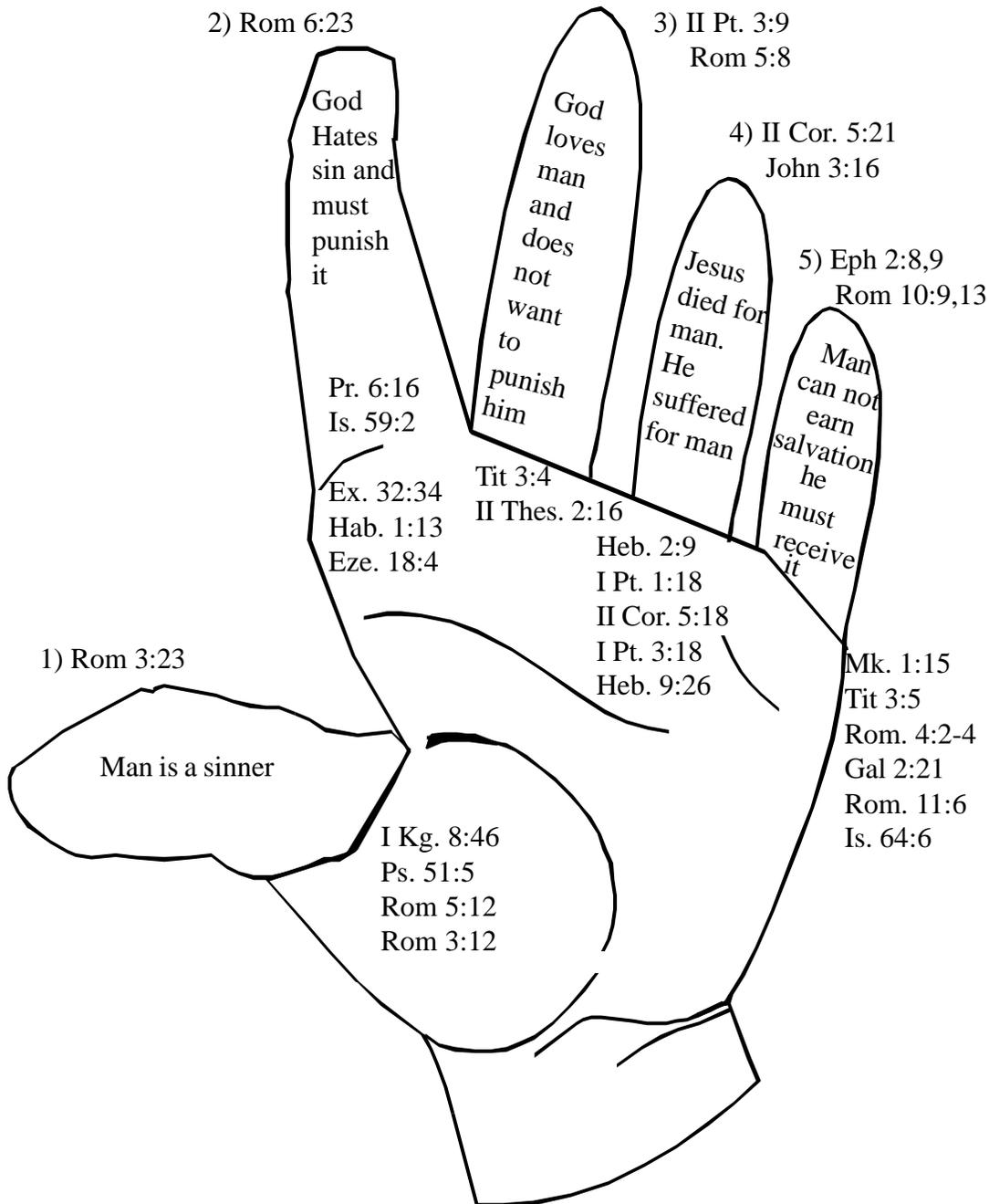
The hand presentation is done in five parts. The first three parts explain how God has a dilemma. The last two parts explain how God has the solution. Various Scriptures are listed for each point. The student should learn how to use some of these Scriptures in an effective way.

(See Next Page for Hand Presentation.)

# PRACTICAL EVANGELISM

## "The Hand" Gospel Presentation

Notes —



# PRACTICAL EVANGELISM

Notes —

## Method #4: The Plan of Salvation in 3 Parts (using Heb 9:24-28).

Appearance of Christ	With Respect to Sin	Scripture
On the Earth\In the World; The life of Christ...His birth, death, and resurrection	Destruction of the penalty and punishment of sin by His sacrifice on the cross	Heb 9:26
In Heaven: The ascension of Christ	Destruction of the power of sin by His glorification	Heb 9:24 (also see 1 Jn 2:1,2)
In the New Heaven and New Earth: The return of Christ	Destruction of the existence of sin by the establishment of His Kingdom	Heb 9:28

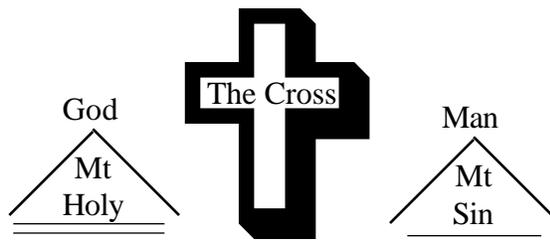
## Method #5: The Story.

God is holy. He lives on the mountain called HOLY.  
Man is a sinner. He lives on the mountain called SIN.

The 2 mountains were separated by a very big valley.



God sent His Son to fill the valley with His love. This love touched Mt. Holy and Mt. Sin at the same time.



This love was so great that it refused to let go. Finally, it died. Therefore, now there is a bridge that connects the 2 mountains. It goes over the valley of separation. The death of the Son of God enabled man to have a relationship with God. This bridge, named Jesus Christ, provides the only way to go from one mountain to the other.

# PRACTICAL EVANGELISM

## Method #6: Steps to Peace with God.<sup>3</sup>

Notes —

### Step 1 - God's Purpose: Peace and Life

Situation: God loves you and wants you to experience peace, abundant life, and eternal life.

Bible says: "We have peace with God through our Lord Jesus Christ." (Rom 5:1). "I have come that they may have life, and have it more abundantly." (Jn 10:10b).  
"For God so loved the world..." (Jn 3:16).

Transition: Why are most people not experiencing peace and abundant life?

### Step 2 - Our Problem: Separation

Situation: God created us in His own image to have an abundant life. He did not make us machines to automatically love and obey Him, but gave us a will and a freedom of choice. We all chose to disobey God and go our own willful way. We still make this choice today. This results in separation from God.

Bible says: "For all have sinned and fallen short of the glory of God." (Rom 3:23).  
"The ways of sin is death, but the gift of God is eternal life in Christ." (Rom 6:23).

Transition: Our choice results in separation from God.

### Note: Our Attempts

Situation: Through the ages, people have tried unsuccessfully to bridge this gap (of separation between God and man) through: Good Works, Religion, Philosophy, Morality.

Bible Says: "There's a way that seems right to a man, but in the end leads to death." (Prov 14:12).

Transition: There is only one remedy for the problem of separation between man and God.

### Step 3 - God's Remedy: The Cross

Situation: Jesus Christ is the only answer to our problem. He died on a cross and rose from the grave paying the penalty for our sin and bridging the gap between God and man.

# PRACTICAL EVANGELISM

## Notes

Bible says: “For Christ also has suffered once for sins, the just for the unjust that He might bring us to God...” (I Pet 3:18a).  
“But God demonstrates His own love for us in this: While; we were still sinners, Christ died for us.” (Rom 5:8).

Transition: God has provided the only way and we must make the choice...

### **Step 4 - Our Response: Receive Christ**

Situation: We must trust Jesus Christ and receive Him by personal invitation.

Bible says: “Behold, I stand at the door and knock. If anyone hears my voice and opens the door, I will come in to him and dine with him and he with me.” (Rev 3:20).

“But as many as received Him, to them He gave the right to become children of God, even to those who believe in His name.” (Jn 1:12).

“If you confess with your mouth the Lord Jesus and believe in your heart that God raised Him from the dead, you will be saved.” (Rom 10:9).

Transition: Are you on this side of the gap (separated from God) or on the side with God (through the bridge made by Christ)?

### **Invitation - Would you like to receive Jesus Christ right now?**

How to receive Christ:

- 1) Admit your need (I am sinner).
- 2) Be willing to turn from your sins (repent).
- 3) Believe that Jesus Christ died for you on the Cross and rose from the grave.
- 4) Through prayer, invite Jesus to come in and control your life through the Holy Spirit (Receive Him as Lord and Savior).

Prayer: Lord Jesus, I know that I am a sinner and need your forgiveness. I believe that you died for my sins. I want to turn from my sin. I now invite you to come into my heart and life. I want to trust and follow you as Lord and Savior. In Jesus' name. Amen.

### **God's Assurance: His Word**

If you prayed this prayer, remember the Bible says..

“For whoever calls upon the name of the Lord will be saved” (Rom 10:13).

# PRACTICAL EVANGELISM

## A2. 25 Facts of Salvation History.

- 1) God is the creator of life (Gen 1:1; Gen 2:2-4).
- 2) God made mankind in His own likeness (Gen 1:26,27; Gen 5:1,2).
- 3) God desires relationship with mankind (Jn 17:23; Heb 10:19-23).
- 4) Sin entered the world when the first man (Adam) disobeyed God (Gen 3; Rom 5:12-14).
- 5) Sin caused separation from God (Gen 3:21-24; Eph 2:1-3).
- 6) Sin leads to eternal death (Rom 3:23; Rom 6:23).
- 7) All mankind has inherited Adam's sinful nature (Rom 5:12; Rom 6:23).
- 8) Without God's help, we all face eternal death (Heb 2:9; 2 Cor 1:9,10).
- 9) God sent His Son to save mankind (Jn 3:16,17; Lk 19:10).
- 10) God (the Son) became a man to identify with us (Jn 1:14; Col 1:22).
- 11) Jesus (God in the flesh) was sinless and perfect (2 Cor 5:21; Heb 4:15).
- 12) God placed the sin of the world upon Jesus (1 Jn 2:2; 1 Jn 4:9,10).
- 13) Jesus suffered in our behalf (Lk 9:22; Lk 24:46).
- 14) Jesus was put to death by crucifixion on a cross (Jn 19:16-21; Heb 12:2).
- 15) Jesus was buried in a tomb (Matt 27:60; Mk 15:46).
- 16) God raised Jesus from the dead (Acts 2:24; Acts 5:30).
- 17) Jesus appeared to many people (Mk 16:9-14; 1 Cor 15:3-8).
- 18) Jesus returned to heaven to be with God (Col 3:1; Jn 20:17).
- 19) Eternal life with God has been made possible through Jesus (Jn 17:1-5; Rom 5:20,21).
- 20) God has given Jesus full authority over heaven and earth (Matt 28:18; Acts 7:49).
- 21) Jesus will someday return to judge the living and the dead (Heb 9:27; Acts 10:42).
- 22) Each person must turn away from sin to obtain eternal life (Acts 2:38,39; Acts 17:30).
- 23) Each person must believe in Jesus to obtain eternal life (1 Jn 5:10-12; Jn 17:1-5).
- 24) Believing in Jesus comes through faith (Rom 10:9,10; Eph 2:8-10).
- 25) Jesus commands us to tell others about eternal life (Matt 28:18-20; Mk 16:15,16).

Notes —

# PRACTICAL EVANGELISM

Notes —

**A3. Example #1 of a Personal Testimony**(Length 1:25).

## **My Life Before Knowing Jesus**

I spent 22 years trying to find fulfillment by proving myself to everyone around me. My insecurity caused me to keep striving for more popularity and greater status. I needed to be seen as a "success" by the people I thought were important. I felt constant pressure to perform well in school, sports, financially, socially, and especially with women. I was trapped. I couldn't relax. I had to live up to my reputation. I became totally frustrated and miserable. I was the life of many parties, but was empty inside.

## **How I Became a Christian**

I first heard about Jesus through complete strangers and casual acquaintances. Several times, people unexpectedly came across my path and told me about Christ, how He would bring me the peace I was searching for. I usually laughed in their face or ignored them. However, late one night, while alone in my apartment, I cried out to God for help. I committed my life to Jesus and was finally set free. I realized He truly does hold the meaning to life.

## **How My Life is Different Now**

Now I live for Christ. He has brought me fulfillment and security. I have a beautiful wife and family, as well as many good friends. My "success" is in Christ, not the expectations of others. Most of all, I have been able to share this good news with other people. Maybe somebody like you.

# PRACTICAL EVANGELISM

## A3. Example #2 of a Personal Testimony (Length 2:00).

Notes —

### **My Life Before Knowing Jesus**

I was raised in a "good" church-going family with high morals. So, I felt sufficiently "religious". We went to church, gave 10%, taught Sunday School, and volunteered in the community. I never recognized my personal need for God until I reached high school.

I was involved in many activities: advanced classes, drama, chorus, piano, ballet, opera, Honor Society, plus a busy social life. I succeeded at many things and felt much worth from my accomplishments, but not without cost. My self-driven pace could only be kept by sleeping four hours a night. My senior year, I developed a blood disorder caused by stress from the pressure I put on myself. It was curable through medicine and a reduced schedule, but I found my worth in my activities, so my whole world was falling apart.

Soon, my family was also in crisis. My parents separated, which shocked us kids, since they seldom argued and had showed us much love. They said their separation, which led to divorce, wasn't our fault, but I felt guilty and insecure. I was no longer in control of my life.

### **How I became a Christian**

In desperation, I cried out to God. I had occasionally prayed to get things like Christmas presents, or even food for starving children. Now, broken and alone, I asked God for real answers. I felt completely worthless and unloved. I prayed daily, and read the Bible, searching for something, anything. A friend, who I trusted, invited me to a youth group that talked about God in a new way. God was their personal friend and had changed their lives! This intrigued me, but I continued on my own for six months, not wanting to make a rash decision. Before graduation, I decided that I too needed Jesus, so I asked him into my life as Lord and Savior.

### **How My Life is Different Now**

That was the best decision of my life. My problems didn't just go away, but the Lord helped me work through them and grow more into the person he created me to be. I experienced a tremendous forgiveness toward my father, improved communication with my mother and brothers, and a new self-worth found only in Christ. Later, God brought me a Christian mate and we are happily married, serving the Lord together. I still tend to take on too many activities, but my husband helps me with that. Overall, I have found security and love in Jesus Christ.

## A4. Example of a Personal Tract - Outside

### Christ Gives New Life

#### THE GOSPEL IS GOOD NEWS

**God's Love:** God created the world and made mankind in His likeness. God loves us and is the source of love itself. He desires for us to experience His loving presence in our daily lives.

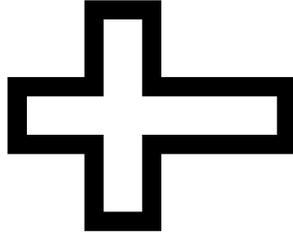
**Our Problem:** Our relationship with God was broken when the first man created by God, Adam, caused sin (doing wrong) to enter the world. We all have inherited Adam's sinful nature and are separated from God.

**The Consequence:** The consequence of our sin problem is that all who are separate from God are destined to judgement and punishment for eternity.

**God's Provision:** By His loving mercy, God has one provision to restore our relationship with Him and give us life. God allowed His Son, Jesus Christ, to become a man and bear the penalty for our sin. He was tortured and killed by crucifixion, but God raised Him from the dead. This defeated the power of sin over us.

**Our Response:** We can experience the saving power of the Gospel if we accept God's provision by turning to Christ in faith. Eternal life with God is available to all who turn away from sin, let Jesus cleanse them, and allow Christ to come into their life and control it. Jesus will guide all who follow Him.

Let Christ into your life. Let Him cleanse you. Receive a restored relationship with God and eternal life.



We Bring You  
Good News...

**God's Love** For God so loved the world, He gave His only Son (John 3:16).

**Our Problem** All have sinned and are separate from God (Rom 3:23).

**The Consequence** The penalty for sin is death (Rom 6:23).

**God's Provision** God demonstrates His love for us in this: While we were yet sinners, Christ died for us (Rom 5:8).

**Our Response** Repent and turn to Christ, so your sin may be wiped away and He can restore you to God (Acts 3:19).

**For Further Help Call:**

**LTI - ( 757) 490-5701**

**Kevin, Carol, and Katherine**

## A4. Example of a Personal Tract - Inside

### CHRIST IN KEVIN'S LIFE

#### My Life Before Christ

I spent many years trying to find fulfillment by proving myself to others around me. My insecurity caused me to strive for more popularity and status. I needed to be seen as a "success" by people I thought were important. I felt pressure to perform well in school, sports, financially, socially, and sexually.

I was trapped and couldn't be myself. I had to live up to a reputation. I was totally frustrated and miserable. I was the life of many parties, but was empty inside.

#### How I Became a Christian

Several acquaintances and total strangers came across my path and told me about Jesus, that He would bring the peace I was searching for. I laughed it off and ignored them, until late one night, all alone, I cried out to God for help. I gave my life to Jesus and was finally set free. I realized He holds the meaning to life.

#### My Life Now

Now I live for Christ. He's given me fulfillment and security. I have a beautiful wife and family, with many good friends. My "success" is in Christ, not in the eyes of others. I've also been able to share this good news with others. Maybe someone like you.

### CHRIST IN CAROL'S LIFE

#### My Life Before Christ

I was raised in a "good" family that went to church, gave 10%, and taught Sunday School. I felt no need for God until high school. I was in many activities like drama, music, and ballet. I did well, but it was costly. I slept only four hours a night. I got a blood disorder from the stress and was forced to slow down. My self-worth was in my accomplishments, so I was crushed.

Then, my family fell apart. My parents divorced, which shocked us, since they seldom argued and seemed happy. They said it wasn't our fault, but I felt guilty, insecure, and unlovable. I was helpless.

#### How I became a Christian

I cried out to God for answers and searched the Bible for help. A friend invited me to a youth group where they spoke of God as personal, having changed their lives! This intrigued me, but I waited six months, not willing to make a rash decision. Then, I decided I needed Jesus too, so I asked him into my life as Lord and Savior.

#### My Life Now

That was the best decision of my life. My problems didn't disappear, but God helped me through them. I forgave my father, have improved relations with my family, and found new self-worth, centered in Christ. Overall, I've found security and love in Jesus.

### CHRIST IN KATHERINE'S LIFE

#### Life in a Christian Family

As a little child, I can't tell you how Christ has changed my life. I'll be accountable to God on my own when I get a little older. However, I can tell you that there is great security in knowing I'm being raised in a family that is committed to Christ. As my parents are submitted to Jesus, they are committed to loving me and each other, and our family won't be torn apart.

I'm learning about God's love and see His principles lived out in my parents. I see the blessings that come from living in obedience to God's will. Hopefully, I'll be able to help other hurting people who need to know the protection, security, and warmth of a Christian home.

### CHRIST IN YOUR LIFE

#### A Prayer to Receive Christ:

Jesus, I'm a sinner and need your forgiveness. I turn away from my sins right now. I believe you died for me and have the power to cleanse me, so please do it now.

I invite you into my life to become my savior and to lead me for the rest of my life. In Jesus name, Amen.

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JΨ▲  
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# PRACTICAL EVANGELISM

Notes —

## A5. Responding to Questions and Excuses Related to Salvation.

### A. Further Preparation for Evangelism.

1. Now that we have the basic tools we need to evangelize, we can consider how to further prepare ourselves.
2. The instruction of 1Pt 3:15 directs us to be **READY TO MAKE A DEFENSE** of our faith. This is one of the basic preparations for evangelism.

#### Discussion Point

Use each of the following cases to promote discussion and practice in class. After each question or excuse there is a list of appropriate Scriptures to use for responding to the situation. Consider how each Scripture could be used to most effectively respond to the question or the excuse. Allow students to suggest other useful Scriptures.

#### Teaching Suggestion

After a brief discussion about how to use the Scriptures related to each question or excuse, the teacher should promote a time of practice. The teacher could be the person with the question or the excuse. The class can participate in forming a response. One student should begin to respond. When he is finished, then other students (one by one) can add more to the response.

Note: Much of the appendix material is offered to the student as resource information. Not all of the material is presented in class.<sup>4</sup>

### B. Questions About Salvation.

1. What is sin? (See 1Jn 3:10; 1Jn 5:17; Jn 16:8,9; Rom 14:23; and Jms 4:17.)
2. Why does God allow evil in this world? (See Dt 30:19; Rom 6:14; and Jn 14:6.)
3. Do I have to make my decision public? (See Mt 10:32,33; Rom 10:10; Mk 8:38; Lk 12:8; and Jn 12:42,43.)
4. What about all the inconsistencies and contradictions in the Bible? (See Is 55:8,9; Dan 12:10; 1Cor 2:14; 2Pt 3:16-18.)

# PRACTICAL EVANGELISM

5. How can I know that there is a God? (See Rom 1:19; Ps 8:3; and Ps 33:6.)
6. Why do I need the blood of Jesus? (See Lev 17:11; Mt 26:28; Heb 9:22; Rom 5:9,10; and Pt 1:18,19.)

Notes —

## C. Excuses Related to Salvation.

1. I do not want to decide right now (See Josh 24:15; 1Kings 18:21; Prov 27:1; Is 55:6; Mt 24:44; Lk 12:19,20; Acts 22:16; and 2Cor 6:2).
2. It is too late for me to change now (See Ez 33:19; Mt 20:16; Jn 6:37; and Rom 10:13).
3. I already tried to be a Christian, but I could not do it (See Dan 3:17; Rom 4:21; 2Tim 1:12; Heb 7:25; Jude 24). Remember to put the focus on Jesus and His abilities.
4. There are too many mysteries (See Dt 29:29; Jn 13:7; Acts 1:7; and 1Cor 13:12).
5. I do not need a Savior (See Jn 3:18,36; Rom 3:23; Rom 6:23; and Heb 2:3).
6. God is love. There is no danger of punishment (See Mt 22:13; Lk 13:3; and 2Pt 2:4).
7. There are too many hypocrites in the Church (See Job 8:13; Mt 7:1; Rom 14:12; 1Pt 4:8).
8. The price is too expensive. The cost is too high (See Ps 116:12; Mk 8:36; Lk 18:29,30; and 1Pt 2:24).
9. I do not want to lose my friends (See Ex 23:2; Prov 13:20; 1Cor 15:33; and 2Cor 6:14).
10. I will be persecuted (See Mt 5:11,12; 2Tim 3:12; and Rev 2:10).
11. I do not want to stop my sinful habits (sins) (See Lk 13:3; Gal 6:8; Rev 21:8; Jn 8:36; Phil 4:13; and Heb 7:25).
12. My sins are not big sins. They are only little ones (See Is 48:22; Is 59:2; Jn 8:34; Rom 6:23; and 1Cor 6:9).

# PRACTICAL EVANGELISM

Notes —

## A6. Evangelism Through Fulfilled Prophecy.

### A. The Messiah Has Come.

1. One of the most biblical ways to evangelize is through the proclamation of fulfilled prophecy.
  - a. Certainly evangelism to Jewish people must focus on this approach.
  - b. However, it can be an effective approach to reach others also.
2. Why fulfilled prophecy is effective for evangelism.
  - a. Fulfilled prophecy confirms the unity of the Bible and increases its credibility and the credibility of its message.
  - b. Fulfilled prophecy reveals the sovereignty of God. It is amazing to realize that specific prophecies that were uniquely fulfilled in Jesus Christ were made many hundreds of years before His birth.
    - 1) The quality of these prophecies is amazing. They are very specific and accurate.
    - 2) The quantity of these prophecies are also amazing. There are not just 4 or 5 of them. There are at least 40 or 50 of them.
  - c. Prophecy focuses on the redemptive plan of God. It focuses on the Messiah. This approach shows how the promise led to the fulfillment, and that the fulfillment is for each man today. Every person needs a Messiah!

# PRACTICAL EVANGELISM

## B. Scriptures That Show the Messiah Has Come.

### Discussion Point

The following is a list of important fulfilled prophecies. Study the Scriptures and discuss how they could be used in evangelism. Repeat the previous exercise. The teacher can portray the unbeliever and the students can use the prophecies to practice evangelism.

1. Prophecy: The Messiah would be from the tribe of Judah (See Gen 49:10 and Lk 3:33).
2. Prophecy: The Messiah would be a descendant of David (See Is 9:6,7 and Lk 1:32,33).
3. Prophecy: The Messiah would be born of a virgin (See Is 7:14 and Lk 1:26-30).
4. Prophecy: The Messiah would be born in Bethlehem (See Micah 5:2 and Mt 2:1-6).
5. Prophecy: The Messiah would die for our sins (See Is 53:8 and 2Cor 5:21).
6. Prophecy: The Messiah would die by crucifixion (See Ps 22:14-17 and Lk 23:33).
7. Prophecy: The Messiah would be resurrected (See Ps 16:10 and 1Cor 15:4).
8. Prophecy: The way would be prepared before Him (See Is 40:3-5; Mal 4:5,6; Lk 3:3-6; 7:24,27; and Mt 11:13,14).
9. Prophecy: The Messiah would triumphantly enter Jerusalem on a donkey (See Zech 9:9; Mk 11:7,9,11).
10. Prophecy: The Messiah would be betrayed by a close friend for 30 pieces of silver (See Ps 41:9; Zech 11:12; Lk 22:47,48; and Mt 26:15).
11. Prophecy: Soldiers would gamble for His clothing (See Ps 22:17,18 and Mt 27:35,36).
12. Prophecy: The Messiah would be pierced but His bones would not be broken (See Zech 12:10; Ps 34:20; and Jn 19:32-36; 20:27).

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# PRACTICAL EVANGELISM

## Notes —

## Endnotes

<sup>1</sup>"Taken from the book, Honest to God by Bill Hybels. Copyright c 1990 by Bill Hybels. Used by permission of Zondervan Publishing House."

<sup>2</sup>Avery Willis, Jr. MasterLife II: Discipleship Training for Leaders. Sunday School Board of the Southern Baptist Convention, 1980. Original hand concept belongs to Willis.

<sup>3</sup>Billy Graham, Steps to Peace with God. Minneapolis, Minn.: Billy Graham Evangelistic Association.

<sup>4</sup>Kevin Hinman, Personal Reflections on Evangelism. Virginia Beach, Virginia, 1994. This course was produced through a combined effort of K. Hinman, John Mannion, and Ramon Casey, with K. Hinman serving as the course editor. It is contributed for use in MOTMOT (2nd Edition) by permission.