

Effective Evangelism

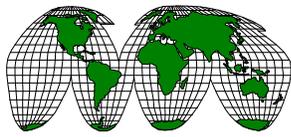
A course for equipping Christians
to be effective at leading people to Christ.

Greg King
Evangelist

Dedicated to my good friend
Bobby Bates – Soul Winner!
“He who wins souls is wise!” (Proverbs 11:30)

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Effective Evangelism

"To win as many as possible" (1 Corinthians 9:19)

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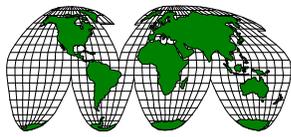
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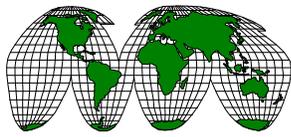
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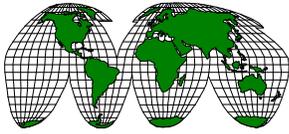
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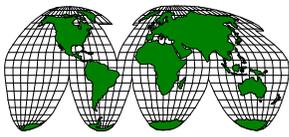
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"To win as many as possible" (1 Corinthians 9:19)

Welcome to a course on how to increase your skills in reaching lost people with the Good News of Jesus Christ! I hope that your concept of evangelism will become exciting, vibrant, and meaningful as you increase your vision for reaching people.

As with anything in life, there can be preconceptions that sometimes are inaccurate. Church growth and effective evangelism are no different. It is my hope and prayer that God will use this course to help you become effective in the ministry of the word as you learn how to share your faith with people in a loving, meaningful, and fun way.

If you are using these notes for training others in *Effective Evangelism*, please study diligently and make sure to handle the scripture accurately as you teach and train. The goal of this course is found in 2 Timothy 2:2, "*And the things you have learned from me in the presence of many witnesses, these entrust to reliable men who shall be able to teach others also.*" Please use the margins for additional notes, comments and ideas as you learn.

Slide 1 "What is Evangelism?"

Evangelism is not door knocking. It is not "Shoving religion" down someone's throat. It is not "selling" religion.

Biblical evangelism is a process, a loving process, a caring process. It is the process of bringing a lost person into a saved relationship with Jesus Christ by the proclamation of the Gospel message (Romans 1:16).

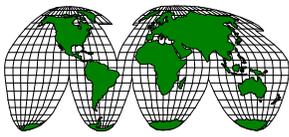
In evangelism, we are "*taking every thought of unbelievers captive to obedience to Christ*" (2 Corinthians 10:5). This is accomplished by means of the message of the Gospel of Christ (1 Corinthians 1:18-24).

Slide 2 "Obstacles to Evangelism"

Question: Why do many Christians not share their faith with people? What are your reasons? Write them down. Now let's look at some common obstacles to many people. Our enemy, the devil, wants every one of us to be hindered by these hurdles. By identifying the hurdles and being honest with ourselves, we can be better servants of God and more effective in our evangelism.

Fear

F.E.A.R = **F**alse **E**vidence **A**ppearing **R**eal. (Numbers 13:25-33). Do we sometimes make things worse than they really are? Did you



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react badly when someone shared his faith with you?

Question: why are some people afraid to talk to their friends or family about religion? Fear of rejection is the primary reason. Let's look at some passages that deal with fear.

- " Matthew 10:28-32
- " Acts 18:9-10
- " 2 Timothy 1:7-8

Improper Training

Evangelists and elders are supposed to equip and train the members "how to" do evangelism (Ephesians 4:11-16). God expects the body to grow and the responsibility to equip the saints for this central ministry rests upon the leaders (see also 2 Timothy 2:2).

Classes like this help equip members. The most effective and practical way, however, is to do evangelism with someone who is comfortable with it and good at it. You learn by doing.

Misunderstanding

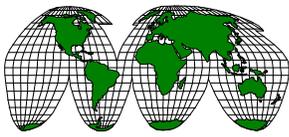
Many people have a false conception of what evangelism really is. They view evangelism as door knocking, door-to-door sales, manipulation, or some other act that is unkind and unnatural. Question: Did Jesus do evangelism? Was he manipulative, unkind, or a high-pressure salesman? He was the most loving person who ever walked on this planet! His mission was to do evangelism and to teach others how to do it properly (Luke 19:10). **Proper evangelism is a caring way to share your faith with those you love.**

People Aren't Really Lost

Some Christians are under the impression that it is best to just leave people alone. If they want to learn about the Bible, well, just let them ask. This is caused by a false concept that people aren't really lost, and therefore aren't really going to spend eternity in hell!

- " People are lost because of sin (Romans 6:23)
- " All have sinned (Romans 3:23). A person can sin by simply violating his or her conscience (Romans 2:14 ff).
- " Unless a person believes in Jesus, he will die in his sins (John 8:24; Acts 2:38; 22:16; James 5:20).
- " To die in sin means being cast into the lake of fire forever (Revelation 20:11-15; 2 Thessalonians 1:7-9; Acts 17:30-31).

Jesus came to seek and save the lost (Luke 19:10), which means that the whole world was lost before he ever came! It's still lost



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unless men place their faith in Him as their Savior!

People are lost and on their way to be condemned in their sin. Yes, all men are lost or else Jesus died for nothing!

Lack of Love

God's love motivated Him to do something to save people from their sin (John 3:16). How can we sit quietly by and watch our parents, friends, family, and others we are supposed to love go to hell without saying anything?

Paul said that the love of Christ controlled him (2 Corinthians 5:14). Paul felt under obligation because of his love for God and for people (Romans 1:14-16). If we love God and love people, we will not be able to be silent (Acts 4:18-20)!

Poor People Skills

Abrasive attitudes or poor people skills can make you ineffective in evangelism and make you not want to share your faith. It is the loving Christian's responsibility to improve his or her people skills in order to be effective with lost souls.

Luke 2:52 Jesus grew *in favor with man*. In other words, he increased his people skills.

1 Corinthians 9:19-23 Paul "*Became all things to all people*." This does not mean that he "compromised" his beliefs or principles. It does mean, however, that he adapted his personality and mannerisms to gain credibility with those whom he was trying to teach. In order to be effective, you must constantly improve your people skills.

2 Timothy 2:24-26 quarreling, arguing, and condemning are **not** useful when trying to reach someone for Christ. Several points need to be recognized from this passage:

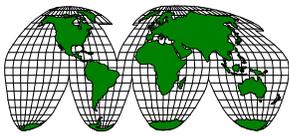
- " You are the Lord's bondservant.
- " You are NOT to be quarrelsome and argumentative.
- " You are not trying to win the argument; you are trying to win a soul.

Arguing or poor people skills can cause a person to remain trapped in the devil's trap.

You are trying to gently release a person so he can repent, come to his senses, and serve God. Never back a person into a corner.

Disobedience

Matthew 28:18-20 commands us to preach the Good News to the lost. The followers of Jesus understood it to be a matter of "obedience"



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to preach. Acts 4:20 Acts 5:28-29, 41-42

We are disobedient when we do not share our faith, and disobedience is sin. Sharing the word of Christ with others is just as much an individual command for Christians as loving one another, taking the Lord's Supper, and being baptized. You cannot eliminate it or delegate your responsibility to someone else.

Lifestyle

Habits and questionable lifestyles in Christians can hinder people's respect for us, and therefore keep our message from leaving a proper impression that can save that person.

1 Peter 3:15-17; 4:15-16 Colossians 4:5,6 1 Timothy 4:16

Matthew 5:12-14, 1 Corinthians 9:19-22

Watch your life! It is not healthy to place a stumbling block in someone's way and keep him from learning about God because of your life (Matthew 18:6-7).

Church Problems

Sin in the church is no little thing. It can cause Christians and non-Christians to be lost (1 Corinthians 1:10-13). It is every member's responsibility to make the church a great place for Christians to assemble as well as a wonderful place for non-Christians to visit and feel loved and welcome.

Evangelism is Not My Job

In Acts 8:4, every member in the Jerusalem church thought it was his job. The apostles and elders stayed in Jerusalem. Every member preached everywhere he went. This is an approved Biblical example, and the following are inferences and direct commands:

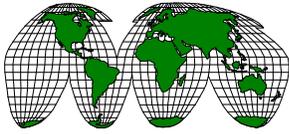
Acts 4:20; 5:19

Mark 16:15-16; Matthew 28:18-20

It is your job as a Christian to share your faith, and that's evangelism. How can you say it's not your job to love people? The greatest expression of love is to share the message of eternal life! The rich man in torments sure wished he could be evangelistic to his 5 brothers (Luke 16:27-28).

No Contact with the World

Jesus was *a friend of sinners* (Matthew 9:10,13; 11:19). The Pharisees and apostles (at first) criticized Jesus for associating with sinners, the demon possessed, sinful women and little children. Jesus



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came to save sinners.

Salt is useless as long as it stays in the shaker (Matthew 5:12-14). We must mingle and make friends with sinners if we are ever to save them. Learn how to be a friend of sinners. That's being Christ like! Learn practical ways to make good friends outside the church so you can bring those friends to Jesus.

Poor Bible Knowledge

We are commanded to be able to know our Bibles and be equipped to share our faith (1 Peter 3:15,18). Not all of us grow at the same pace, but we all are expected to grow to be able to teach people the saving message (Hebrews 5:12-14). Attend all classes, study daily, ask questions, and take the initiative to be equipped to fulfill your ministry.

Not Enough Time

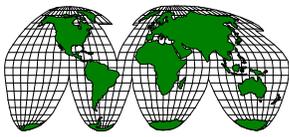
This is an excuse rather than a reason. It is an excuse also caused by having a misunderstanding of what Biblical evangelism is. It is "lifestyle" evangelism. If you buy groceries, gas, clothes, or other products then you have time for evangelism. If you golf, fish, sew, shop, or play, then you have time for evangelism. Don't make evangelism a scheduled event; it must become a natural part of your daily life if it is to be effective. Share your faith as you go.

Ephesians 5:15-16

Colossians 4:5-6

Paul shared his faith on a ship, in a jail, in a crowd, one on one, and in a school. He shared everywhere he went. People talk about what is important to them. How important is Jesus in your life?

There may be several hurdles to evangelism. None is really an acceptable excuse. What is your reason for not being effective in evangelism and what are you going to do to solve that?



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Slide 3 "Evangelism Process"

*Instant
Evangelism
Produces
Stillborn
Babies*

*85% of
people who
come to
Christ do
so through
a friend or
family
member.
All
other
methods
combined
total
the other
15%!*

Paul's desire was to *"win as many as possible."* (1 Corinthians 9:22 NIV). That should be our desire as disciples of Jesus. Sometimes, however, we are not effective in evangelism. After overcoming the hurdles to evangelism, it becomes necessary to understand that **evangelism is a "process" and not a single event.** There are six distinct and separate segments to this "process." These segments are simply the process that the human mind must go through before any decision can be made on any subject or topic.

Let's illustrate. Boy meets pretty girl in the grocery line. Boy talks very briefly to girl then says "Let's get married!" What chance is there that she will say "yes?" Not much chance if any at all. In fact, she will probably think that he is a weirdo and will never talk to him again.

Looking at the process overhead, he went from the *"Making Contact"* stage right to the *"Decision Made"* step. This illustrates why cold door knocking approaches, newspaper ads, and similar approaches are not too effective. Statistics show that 85% of the people converted are brought to Christ by a friend or family member. All other methods combined account for the other 15%! Yet, where do many churches spend most of their time, money, and effort? Let's get back to the approach that Jesus taught. Share your faith with natural contacts and make sure we stick with the six stages of human decision-making.

In the following sections we will take each step apart piece by piece. We will discuss how to recognize which step in the process we are in at any given time with a person. You should know at all times what step you are in.

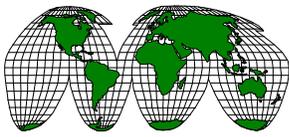
Slide 4 "Making Contact"

Remember, the most effective way to make contact is with friends and family - people you already know.

Question: Why don't some Christians make contact with non-Christians in order to study with them?

Answer: Because most Christians are blind to those most obvious!

The Apostles were blind to the Samaritan people (John 4:7-35). They talked with and bought food from the shopkeepers, but they never asked them about eternal life. The sinful woman went back



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and talked to the very same people and got a "MULTITUDE!" The apostles were blinded by their prejudice, and their assumption that people just weren't interested.

Jesus' followers were blind to those in need, such as the blind beggar, Bartimaeus (Mark 10:46-52). They told Bartimaeus to be quiet! He wanted to talk to Jesus, but the followers were somehow oblivious to his desire for the kingdom.

The apostles pushed away kids, possibly because they were viewed as too noisy or disruptive (Matthew 18:3; 19:14).

The Pharisees were blinded to the mission of Jesus and could not understand why this "Holy Man" could eat and drink with SINNERS! (Matthew 9:9-13; 11:19). Surely, we aren't as blind as the Pharisees were, are we?

Who are the people in your "pool of humanity?" Open your eyes and look! They're everywhere you go; everywhere you turn. Think souls!

Invite one a day

Have some cards printed up with an invitation to church and hand out one a day, every day and introduce yourself. Some will, some won't, so what! If you sow bountifully, you will reap bountifully.

Friends / Family

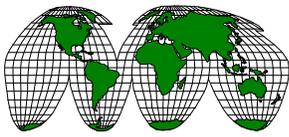
Stop here and write a list of 25 people you know from work, your neighborhood, your family or friends. Now look at John 1:35-46. How did Peter, Andrew, Philip and Nathaniel come to learn about Jesus? By natural associations of friends and family.

Your family and friends are the ones you are going to study with. But remember; don't propose on the first date!

Neighbor Day

Once a quarter or once a month have a pot luck dinner and invite a guest speaker for a great topic that non Christians want to hear, like family issues, eternal life, life after death, etc.

Don't invite them to controversial type topics or issues. Remember, you are only on the first date. Make some invitations and invite everyone you know and some will come. You are only looking for a few, but you have to invite a lot. Expect to invite 100 people in order to get 2 or 3 to come. Pick them up and bring them to the Neighbor Day with you.



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Life Groups

Have a weekly group meeting in homes to study some good topic like the sermon on the mount. Have coffee and cookies after the lesson to get to know people. These home study groups work extremely well when those Christians attending have good attitudes and make it meaningful. You're making a first impression on non-Christians. Small, relationship based groups are critical when reaching people in a postmodern society such as America in the early 21st century.

Visitors

When visitors come to church, be aware of them. Open your eyes and look. Be planning on visitors and ask them out to lunch or over for dessert. Build relationships with visitors. As you will learn, you do not have rapport with non-Christians upon first meeting them. You have to build rapport. We will discuss how to do this later.

Newspaper Adds

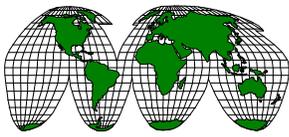
This method is in a category that is less effective than natural relationships, however, when opening up a new city or adding to your search for open hearts, consider running an add in the Classified section something like:

Fall in love with God through personal Bible study. Experienced Bible teacher will help you learn to study the Bible in your own home. Group or individuals call 123-4567

Gospel Meetings

The days of the old style Gospel meeting are over in my opinion. However, a dynamic series on the family, the resurrection, life after death, or some topic sensitive to the public will help draw a crowd to your church. Make it big! Make it sensational! Make it wonderful! Whatever your hand finds to do, do it with all your might. Offer people something that will draw them to the Lord. Have a great song leader come in and get the church to sing out loud and enthusiastically. Visitors to your meeting need to feel excitement in the air!

When visitors come, offer refreshments or have a potluck after Sunday services so that they will stay around and get to meet the church. Be friendly, but get their names and offer a Bible study in their



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home. The purpose for these activities is to make contacts and in turn get the one-on-one Bible study going.

VBS, Hospitals, Referrals

What we're saying here is that there is no secret to finding receptive people if your eyes are open. Look around you. The fields are white, but the workers are few because they're blind.

If you pray that the Lord of Harvest will send out workers, he will send you.

TV ADS

We've recently run some TV ads that have been remarkably effective. We call them, "The Top Ten Reasons Why People DON'T Come to church. The reasons why people don't come to church are reasons like: "The sermons are long and boring and don't relate to my life," "I'm afraid weird things will happen to me at church," "I don't want to get dressed up to come to church," and "Churches are more interested in money than me." We've had over 25% of our new believers come in off the street as a result of seeing our commercials. In our community we're known as the "Top Ten Church." We have remarkable credibility and rapport with people because of our identity as being user friendly to unchurched people.

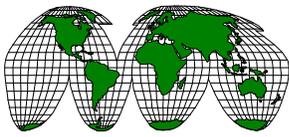
Slide 5 "Establish Credibility"

Paul instructs Christians to, "*Walk in wisdom toward outsiders, making the most of the opportunity*" (Colossians 4:5-6).

Jesus certainly learned how to make a good impression on people. "*He grew in wisdom and in stature, and in favor with God and man*" (Luke 2:52). The purpose of the Christian life is to serve people, especially in the area of serving them by sharing God's beautiful message of salvation so they can gain eternal life. "*For the Son of Man did not come to be served, but to serve, and to give his life as a ransom for many*" (Matthew 20:28). If your goal is to be a servant for Jesus then you must deny yourself and your phony "rights" so that you can establish credibility with outsiders and remove every stumbling block from their pathway to Life.

Watch Your Life

You are the only Bible some may ever see. I have seen people refuse to come to church because of the lifestyle, habits, attitude or business practices of a Christian. I would not want to be that Christian



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on the Day of Judgment.

Paul instructed Timothy to, "*Pay CLOSE attention to your life and your doctrine, persevere in these things, for as you do you will ensure salvation for yourself as well as those who hear you*" (1 Timothy 4:16). **Life + doctrine = a credible life worthy to be followed.**

Again Paul instructs the Philippians, "*Do all things without grumbling or disputing that you may prove yourselves to be blameless and innocent, children of God above reproach in the midst of a crooked generation, among whom you appear as lights in the world, holding fast the word of life, so that in the day of Christ I may have cause to glory because I did not run in vain nor toil in vain*" (Philippians 2:14-16). Grumbling and complaining can bring serious reproach on your church, and outsiders can develop an opinion that might prevent them from ever coming back.

Watch Your Doctrine

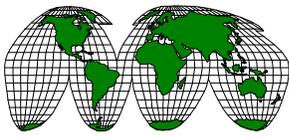
Paul instructed Timothy to "*watch your life and doctrine*" (1 Timothy 4:16). The truth is what saves (John 8:32). We are to "*Handle the word accurately*" (2 Timothy 2:15). A pattern of solid, growing churches, without question, is that of a firm belief in moral and ethical standards rooted in Biblical authority.

Weak preaching or teaching, indifference to sin in the church and compromise on Biblical standards will cause your church to die and wilt like a flower without water. Look through the book of Acts if you want to see the results of strong teaching. "*Their number multiplied daily.*"

Study your Bible daily, read, search, examine, hunger and thirst for righteousness, and you will establish credibility with outsiders that will cause them to come to you for answers to their spiritual questions.

Don't Argue

"*And the Lord's bondservant must not be quarrelsome, but kind to all, able to teach, patient when wronged, with gentleness correcting those who are in opposition, if perhaps God may grant them repentance leading to the knowledge of the truth, and they may come to their senses and escape the snare of the devil, having been held captive by him to do his will*" (2 Timothy 2:24-26). Contend for the faith (Jude 3) does not mean to be "contentious" for the faith, as some have demonstrated in their life.



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Don't Be Defensive

If someone makes an off the wall comment, cool down! NEVER NEVER NEVER engage a person's wrong ideas or statements at this stage. If you do, you will be sure to lose the study and the soul, even though you may win the argument! Cushion a person's comment with a response like, "that's interesting, why do you feel that way?" This disarms an argument and probes for more information. Better yet, Shut up and listen to more information that the person is telling you! Listen to the comments and the person will tell you what he believes and why. This is a great benefit to you because now you can understand what he believes so that you can gently teach him the truth of God's word after you get a one on one study together. . Never "argue" religion. Read 2 Timothy 2:24-26 again.

Don't Criticize

You won't gain credibility by criticizing other religions and being caustic in your attitude. Sure, there are false religions and false teachers. However, the person with whom you are beginning a study has no point of reference with which to understand or comprehend your critique. So don't correct false teaching until you have built a foundation of truth upon which to help them understand the critique. By using this approach, you will gain credibility with your prospect and help him appreciate the danger of false teaching.

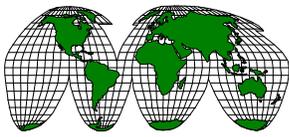
Develop A Friendship

When studying with someone, the fastest way to build credibility is to become close friends. I personally take people I'm studying with hunting or begin a workout program with them, or fix my car with them. Be creative, but the only way to be the salt of the earth is to get out of the saltshaker. Remember Jesus was called a "*Friend of sinners*" because he ate and drank and associated with and developed relationships with sinners.

You develop these friendships by eating together, playing together, working together and just learning to enjoy the person's company. Remember that the person is not a Christian and you are going to hear some bad language, and see some sinful attitudes. Don't be a Pharisee and feel "*holier than thou.*" You're building this friendship to create credibility as the salt of the earth and to influence him or her.

Season Your Speech

"Therefore be careful how you walk, not as unwise men, but as



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wise, making the most of your time because the days are evil" (Ephesians 5:15-16). "Conduct yourselves with wisdom toward outsiders, making the most of the opportunity, Let your speech always be with grace, seasoned as it were with salt, so that you may know how you should respond to each person" (Colossians 4:5-6). What you talk about reveals who you are. Use your every day conversation to influence people for Christ. Don't be a religious nut. Too much salt ruins the soup. When making conversations, let people know you're a Christian, but still an average kind of guy. Develop strategies to bring up the subject of your faith casually and in a non-threatening way.

Be Genuine and Real

You can pick out a phony immediately can't you? So can other people. Be yourself, be a real person, but be in love with God. You will gain credibility faster by being real. Unchurched people don't like plastic religious people with stained-glass personalities. Neither do you! People are drawn to genuine authentic people who are flawed just like they are who have found some good news for their lives. YOU be that person! Be genuine and real at all times.

Introduce to Others

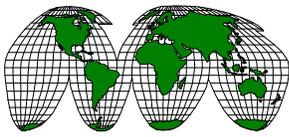
Get your contact around other Christians that you are proud for them to meet. This gets back to the area of doing things together. If you are going somewhere, or engaging in an activity, bring a non-Christian and another Christian so they can see the interaction and understand that you are not the only person who believes in the Bible and in God. This works especially well in small group ministries.

Admit Your Faults

When you sin, don't be afraid to share this with the person with whom you're studying. This shows him you're not perfect, builds credibility and honesty, and will set a pattern for him to be open enough to deal with his sin when he becomes a Christians. It impresses people when you share your past faults and how God has changed your life. They'll want the same for their life.

Become All Things...

Paul said he "*Became all things to all men, so that he could win as many as possible" (1 Corinthians 9:19-23). You have to learn to mirror the personality of the person with whom you're studying. If he is reserved, then you dress appropriately and act in a way that will be*



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non-offensive and so build credibility. If a person works out, you may have to get up at 6 am to start working out with him. If a person goes to opera, then do it with him, even if you aren't an opera fan. Become all things to all men. Read this passage carefully.

I've heard Christians sometimes say, "Well I don't have to dress that way, or act that way. God does not look at the outer man." While that's very true, remember: **You're not trying to convert God!!** Some believers have a tendency to think that God prefers formal dress rather than casual. Most unchurched people in our culture won't come to church today because they don't want to get dressed up. Be willing to become all things to all men. Dress down if that will remove barriers and attract more people to hear the message of Christ. Read 1 Corinthians 8, 9:19-23 and Romans 14, again very carefully.

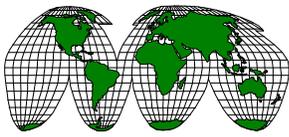
Be Ready to Answer

1 Peter 3:15 says, *"But sanctify Christ as Lord in your hearts, always being ready to give an answer to everyone who asks you to give a reason for the hope that is within you, yet with gentleness and reverence."* People are not only interested in *what* you believe, but **WHY** you believe. Why do you believe that Jesus is more credible than Buddha? Do you know? You'd better study and search for these answers because people want to know and you need to be ready to give an appropriate answer.

When you do answer, you gain a tremendous amount of credibility with people because they see that you are not a blind follower, but you have thoroughly checked out your faith and know why you believe what you do. Caution: Don't engage in detailed answers in the Establishing Credibility or General Interest step or you'll lose the ability to share the message adequately.

Slide 6 "General Interest"

How do you get from the credibility building stage to general interest? There are a lot of Christians that may be admired by their friends and family, but the "interest" in discussing religion has never really been initiated. In this section, we are going to discuss ways to "open your eyes" to opportunities to share your faith and find people who "hunger and thirst after righteousness." They're all around you every day!



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Ask Their Beliefs

Sounds simple enough, but why don't more Christians do this? One possibility may be that they feel uptight about what they will hear. I recently encountered three young ladies at the counter of a Hotel Lobby and asked them if they'd seen our church commercial on TV? One responded, "I've seen it, but I'm a Buddhist." I turned to her and said, "That's fascinating, what made you choose to follow Buddha compared to the claims of Christ? Have you ever compared the two?" The two other ladies looked with great interest and were amazed that I hadn't engaged her in an argument or debate. I wanted to ask her WHY she believed and hoped that she'd start asking herself the same question.

Another reason Christians may not ask other's beliefs may be a fear of entering a discussion or being asked a question that you may not be able to answer. The key to being successful here is found in Colossians 4:5-6, *"Walk in wisdom toward outsiders making the most of the opportunity. Let your speech always be with grace, seasoned as it were with salt so that you may know HOW you should respond to each person."*

Some possible questions that you may ask are:

What do you see as the biggest problem in the world today?

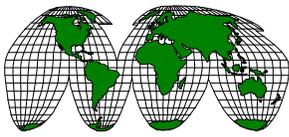
How would you define a "real" Christian? Do you consider yourself a real Christian or are you still on the way? How far would you say that you have to go? Have you ever considered the incredible claims that the Bible makes about the man Jesus of Nazareth?

Life After Death

An obvious area of interest to almost everyone is life after death. Most people think about this quite a bit regardless of whether or not they talk about it. Recent books have been written about the subject, mysteries of the light at the end of the tunnel and near death experiences. These are indicators that this is a hot topic for discussion in the mind of most people, especially after a tragedy of some kind. Here's a good sequence of questions:

"Joe, what is your opinion about life after death?" (Listen carefully, because Joe is going to tell you what you are looking for)

"Have you ever wondered about Jesus Christ? Here's the only man I can think of who was actually dead and in the grave for three days who came back to tell about it. Have you ever read what He said the other side was really like?"



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Belief In God

Another approach is asking if they believe in God or what they believe about Him; or if they believe in some "master mind" of the universe. Everyone believes something. Remember, you're not trying to judge or condemn the belief at this point. You're simply trying to raise general interest so that you can progress to the next stage.

Religious Division

All the religious division in the world today disillusion most people with whom you talk. Who is right, and how can I know for sure? Everyone claims that they are right and everyone else is wrong. Jesus said that religious unity would show that God sent Him (John 17:20). Possible questions might be:

"Joe, I am troubled by all the different churches and beliefs in the world today. What do you think about it?"

"I have decided to just read the Bible by itself and I have been coming up with some pretty incredible things. Would you like to get together and we could share some insights?"

Do You Love God?

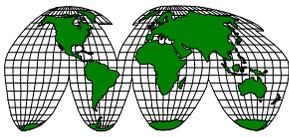
This question is a "stop em in their tracks" type of question. Seldom will someone ever ask someone else, "Joe, do you love God?" They may ask if they believe in God, but not "Do you love God?" There is an obvious second question. Jesus said, "If you love me keep my commandments". Ask Joe if he even knows what commandments Jesus was talking about?

Invite To Bible Study

This sounds so simple that some people miss it. How about just asking someone to a Bible study? Having a special series on the family, Christian evidences, how to study the Bible, the basics of Christianity, the resurrection, life after death, Group studies in the home, introduction to the Bible course, are all great topics that people want to attend. So give them the opportunity.

Is Jesus Alive Today?

The resurrection is the most intriguing topic of discussion that you can really raise in the minds of people. Do a series on the resurrection or invite a guest speaker in to do a series on the resurrection.



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Are Good People Saved?

Use some caution with this question because if you handle it improperly it may lead to an argument instead of a discussion. Most people think that just being good is enough to save us. You might ask the question in this way: "Joe, do you think good people will go to heaven?" (Joe will probably say, "Sure good people will go to heaven"). Then say, "That's what I used to think. But if just being good is enough to get into heaven, why do you think God sent Jesus to die on the cross?" This should stimulate some conversation.

Handling Worry / Stress

Everyone I know worries and gets stressed out about life. When you see someone with this problem, ask if they have ever looked at the Bible as the solution to stress and worry. Share what Jesus said in Matthew 6:25-33. Then ask if they might be interested in getting together for a cup of coffee and looking at some passages together in the Bible.

What's Life About?

"Joe, have you ever wondered why you were put on the earth? Have you ever looked at the Bible to answer that question for yourself?"

What's Heaven Like?

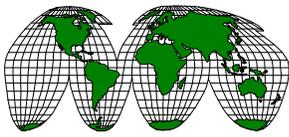
Everybody wants to go to heaven. In fact, almost everyone thinks he is going there. No one in his right mind really believes that he is going to hell. This is a great conversation starter. Some may believe in reincarnation, or other various beliefs. Remember, you are trying to raise interest in spiritual things. Whatever the person says is OK at this point.

When Will Christ Come?

Many people are looking for "signs of the times". In reality, they are taking Matthew 24 and the destruction of Jerusalem out of context and applying these verses to the second coming of Christ. Don't argue the point, but use the subject to raise interest in getting into a Bible study on the kingdom of God.

Seed For Thought

I find that leaving people something to think about is effective.



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Never debate or argue religion, but rather plant seeds of thought that will cause a person to question spiritual matters.

"Joe, if you were to die right now, do you know for certain that you would spend eternity with God? If so, how do you know?"

"Would you like to learn how to be a real Christian and be sure of it?"

Share Your Story

This is the method that Paul used with the Jews in Acts 22, and with King Agrippa in Acts 26. He simply shared his conversion story. "This is what happened to me..."

Write out your own story on a single page and practice telling it to someone. You'll be amazed at the result. You'll divide your story into three sections: 1. Before, 2. How, and 3. After. People are interested in listening to how you became a follower of Jesus.

Give Me This Water Also

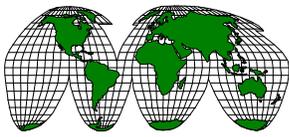
This idea of raising interest in spiritual matters is nothing new. Jesus did it on a number of occasions like with the woman at the well. In developing the conversation he caused her to "want" more information, "Give me this water as well". If you make yourself aware of people and their interests then you will learn effective ways of raising general interest in spiritual matters. The main idea here is "Be aware" (Ephesians 5:15-16; Colossians 4:5-6; example - Acts 17:32-33).

Slide 7 "One On One"

The one-on-one Bible study is where the real action takes place. It is here that a person receives enough information to build a solid foundation of faith.

Not everyone who agrees to a one-on-one Bible study with you will become obedient to the faith. Don't be surprised when someone hears the message and then rejects it. Read the parable of the sower in Matthew 13. Only a few will become Christians. That is why you'll have to increase the number of studies in your congregation if you are to experience good numbers of conversions.

A one-on-one can occur any time, any place. All you need is an open Bible. Don't tell or preach. Use questions to lead a person to a conclusion based upon Scripture.



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Ask for the Study

In order to initiate a one-on-one, you have to ask. Sounds simple, but often we expect people to ask us. This is a tragic mistake.

It has been my experience that people are amazed that someone offers to sit down over a cup of coffee and help them learn how to understand the Bible. In Acts 8 Philip observed the Ethiopian treasurer reading and "asked for the study". *"Do you understand what you are reading?"*

Phrasing the request for a study is important. Keep it simple, positive, and assume a "yes" answer. "John, we've been learning some really exciting lessons at our church. We should get together. I'm sure you'd like to learn more about how to improve your relationship with God! You do make good coffee, don't you?" (John will enter the conversation here). "Sure, I wouldn't mind getting together and learning more about how to know God, but I don't want to impose and take all your time." "No problem, put the coffee pot on and I'll be there Tuesday night at 7:00. What kind of donuts do you like?" (The coffee and donuts always seems to put people at ease and creates a friendly environment).

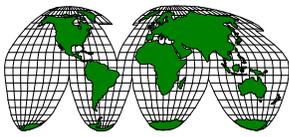
Who is Jesus?

Always assume that the person with whom you are studying does not believe in Jesus and that he does not believe that the Bible is the Word of God. Then share with him what the Bible "claims" about Jesus. (He is the mind of God who became flesh (John 1:1-14); the Creator (Colossians 1:15-17; Hebrews 1:1-3), and the only one who can take away sin (John 3:16; Acts 4:12; John 14:6).

Follow the lesson outlines, let the person read the scriptures and let him come to the answer from the scripture. Don't answer or read the passages for him (Unless he cannot read well and is uncomfortable).

Evidence for the Resurrection

Use the next lesson in sequence to show that it is reasonable and intelligent to conclude that Jesus really did rise from the dead. At the end of the second lesson, ask the person, "Do you believe that Jesus is the Son of God and that God raised him from the dead?" If he answers "yes", then faith is being produced in the heart (Romans 10:17). If he says "no", then say, "Well, thanks for going through these studies, John. If you ever have questions or want to learn more, let me know and we'll get together again. " **Remember:** If faith is not being produced, do not go on with the study and do not go on with lesson 3.



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Authority of the Word

The ONLY reason the word has authority is because the tomb is empty. If Jesus is not raised from the dead, then the Bible has no authority at all. But, if from the first two lessons, it can be reasonably established that Jesus has been raised, then the word is actually from God.

Show the difference between the Old and New Testament, and that we are now under the new covenant. Ask for commitment when in the section about obedience. "Will you obey whatever the Bible teaches you to do?" They must say "yes" at this point, or do not go on with the study. If they are just looking for information, you are wasting your time and theirs.

The New Testament Church

I show people the undenominational character of the New Testament church before they make the decision to become Christians. I lay all the cards on the table so that they can make an intelligent decision.

In this lesson, you will have varied reaction. Some will cry, some will be angry, and some will be bewildered. They may realize that they have been lied to by denominationalism, and should desire to become only what God wants them to be - Christians who are added to Christ's church. This lesson also helps people realize that the being faithful to Christ means being faithful to his bride, the church.

How to be Saved

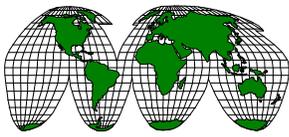
We use a lesson called "Obeying the Gospel Call." This lesson covers what Biblical faith is. Faith is practical obedience to the commandments of God. Faith without practical active obedience is dead (James 2:17-24).

I cover the cost of discipleship from Luke 14:25-35, and demonstrate the plan of salvation.

Important point! Get the person's conversion story at the beginning of the study. Write down how he believes he was saved. At the end of the study, you will review his conversion with him and show that what he was taught is different from what the Bible teaches.

Let Them Read

People new to reading the Bible often are slower at reading and comprehending the scripture. However, it is important that they learn to read and understand for themselves so that faith can be produced in



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their hearts. Let them read for themselves. I recommend using a newer English version when teaching people (like the NIV or New King James Version). Older, more familiar versions may be hard to understand for the new Bible student.

When teaching people, I use the outline and say, "Let's turn to Luke 9:23." (then I help them find the verse and explain how the chapter and verses are ordered). As they read, they may be slow at first, but let them struggle through and then help them with difficult words. If you are using another person or training another person to teach, let them help the person find the book, chapter and verse. Only one person should do the teaching. The other person should be the "silent partner" and add comments only when needed. When too many people talk you can easily get off the subject.

Don't Argue

If a person comes up with an odd comment or wants to debate, don't argue. *"The Lord's bondservant must not be quarrelsome, but kind to all, able to teach; in gentleness correcting those who are in opposition if perhaps God may grant them repentance leading to a knowledge of the truth; that they may come to their senses and escape the snare of the devil, having been held captive by him to do his will"* (2 Timothy 2:24-26). *"A gentle answer turns away wrath, but harsh words stir up anger"* (Proverbs 15:1-2).

If you feel defensive, you may "win the argument and lose the soul." If the person knew the truth already, you wouldn't have to teach him. *"Warn them before God against quarreling about words; it is of no value, and only ruins those who listen"* (2 Timothy 2:14). Get

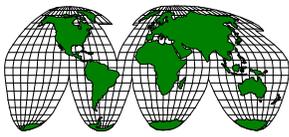
comfortable with people's differing ideas and let them voice their beliefs. As you progress slowly and gently through the study you will accomplish Paul's goal. *"For we are destroying speculation and every lofty thing raised up against the knowledge of God, and are taking every thought captive for obedience to Christ"* (2 Corinthians 10:5). Don't have a debate attitude as you share the Gospel with a person one on one.

Be Gentle

The Lord's servant must be gentle when teaching precious souls (2 Timothy 2:24-26).

Use Some Humor

I find that people are always more receptive when they are



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comfortable. They are always more comfortable when you can tastefully insert some good humor at an appropriate moment to break the tension in the study during a touchy period. Don't be flippant, but tastefully insert some humor as needed. The more you become skilled in teaching people, the more you will learn good communication techniques.

Answer Questions

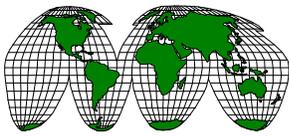
Answer questions if it is an appropriate time to answer them. However, don't get ahead of yourself and answer questions before people have enough information to understand your answer. For instance, if during the first study about the claims that the Bible makes about Jesus the person asks if you think it's OK for him to attend any church he chooses, put the question off until the New Testament church study. Say something like this: "John, that's a great question and an important one. I think that you will be able to answer that question for yourself after we study lesson four on the New Testament church. If you can hold that thought until then, you'll have more information to answer that question adequately on your own." Most people will say, "Oh, good, I can't wait until that lesson." "Good, John, now let's turn to John 8 and continue with our present thought..." And then get immediately back on the topic.

Be Empathetic

Use some compassion when teaching other people. Paul did this when teaching the Athenians (Acts 17:16-31). He commended them for being god fearing individuals. If you can genuinely feel what they feel as they are confronted with truth, then you will be a better teacher and will more easily change their mind. For instance, when a person understands the one gospel concept and the one plan of salvation, he may become upset. That's OK, and usually a good sign. It means that the word is penetrating the heart. Be gentle and understand the thought process he or she may be going through as they struggle with the confrontation of truth for the first time. Don't back a person into a corner, and don't be cruel. Be gentle, loving and empathetic when correctly handling the word (2 Timothy 2:15).

Keep in Context

Let the word do the work and don't take a verse out of context to try to make a point. You will lose your credibility with the person and



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you will be guilty of not handling the word accurately.

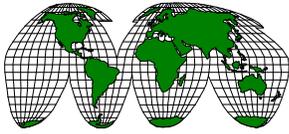
Stay Friends

It is much easier to teach a friend than an enemy. Try to be loving and keep the person your friend through the study. You aren't responsible for proving anything. The word is perfectly capable of defending itself if you handle it accurately in a kind spirit. If a person becomes offended, I usually say something like, "John, I know how you feel and I can understand why you might feel that way. In fact there are a lot of things that I would do differently if God would have only asked my advice, but He didn't. He is God and only asks that we believe that He has our best interest at heart."

Keep Rapport

Keep your credibility and rapport with the person. Don't be offensive. Become all things to all men (1 Corinthians 9:22) so that you can win them to Christ.

"Be wise in the way you act toward outsiders; make the most of every opportunity. Let your conversation be always full of grace, seasoned with salt, so that you may know how to answer everyone" (Colossians 4:5-6).



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Slide 8 "Decision Made"

During the one on one study you are going to be helping the person come to a decision either for or not for Christ. You don't want a neutral response. Even a negative response may be better than a neutral one.

Count the Cost

I find that being realistic with the requirements of the Gospel helps the person realize that you are not trying to talk him into anything. I want a person to be totally informed and fully count the cost of what is required of him as he begins his relationship with Christ.

Discipleship

Luke 14 is an ideal text for teaching a person and helping him deal with the realities of total commitment to Christ. He must love Jesus more than any earthly relationship. He must understand the commitment required, and he must love Jesus more than his possessions. He must be prepared to follow and carry the cross daily (Luke 9:23). Do not "soft sell" the commitment required. You didn't write the Bible, and until you have your own Bible, you can't make the rules or change the existing ones!

Specific Repentance

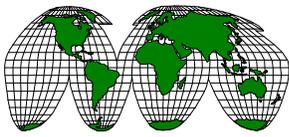
As I study with a person, I get into his life personally and discuss things like lust, deceit, lying, malice, envy, and other sins of the heart as well as the more outward sins. While a person does not need to be perfect in order to become a Christian, he does need to be willing to forsake the world and sin.

Lifestyle

Discussion of lifestyle is important. Habits, manner of life and recreation can hinder a person's obedience. Some things may not be sinful, but if they take the priority of submission and obedience to Christ, they can hinder a person's salvation.

Church Attendance

Let the person know up front what will be required of him as far as church attendance is concerned. By not committing to attending all



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the assemblies of the church and the worship and equipping classes, he will be uncommitted and you won't be doing him or yourself a favor.

Sinful Associations

"Evil companions corrupt good morals." Let him know that he may have to give up some friendships in the world in order to follow Christ. Help him to see that many of his old friendships can hinder his walk. However, if he walks with Christ, he will gain a hundred times more friends and relationships that he will have for eternity.

Rejection by Family and Friends

Help him understand Matthew 10:34-36. Family rejected Jesus and friends and he will be no different. A person coming to Christ must be willing to forsake friends and family and understand the cost involved.

Giving

During our section of the New Testament church I cover this area briefly. As a person grows up in Christ, he will learn more about this area of worship, but touching on it will let him be well informed up front.

Christian Relationship

As a person becomes a follower of Jesus he takes on a whole new family. Help him understand that he will not be alone, but will build relationships with God's people. Encourage him to allow these relationships to occur and become a vital part of his new life immediately.

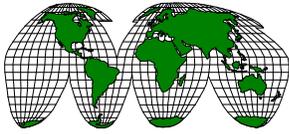
Galatians 5:19 ff. and Matthew chapters 5-7

These are a couple of texts that I often review with a person just to cover any information that I may have missed in my initial teaching. Galatians 5 deals with the sinful nature that needs to be taken off and the new life that needs to be put on. Matthew

5 - 7 deals with kingdom attitudes that need to be developed.

Explain Lordship

When a person confesses Jesus as Lord (Romans 10:9-10) it is more than simply stating his belief that Jesus is the Son of God. Many people believe Jesus is the Son of God but do not submit to him as



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Lord of their lives.

When a person confesses Jesus as Lord, he is stating his allegiance to Jesus as his Master and submitting as a slave.

Just prior to being immersed, I ask a person these questions,

"John, do you believe that Jesus is the Son of God and that God raised Him from the dead?" (Yes)

"John, do you surrender control of your life to Jesus as you Lord?" (Yes).

"Based on your belief in Jesus and your submission to him as your Master I now baptize you in the name of the Father, Son and the Holy Spirit for the forgiveness of your sins and to receive the gift of the Holy Spirit."

Obedience

In our lesson on "*Obeying the Gospel Call*" I cover several verses dealing with obedience: Hebrews 5:8-9; Luke 6:46, John 14:15, and others. Let a person know up front that he must obey if he is to be saved. I then ask, "John, will you obey whatever the Bible teaches you to do?" I am looking for a definite "yes". The usual and honest answer is this: "I sure will try to obey as much as I am able."

Ask for a Decision

You will usually have to ask the person if he is ready to obey what the God wants him to do?

Important: after you ask the question, remain totally silent!!!!!!

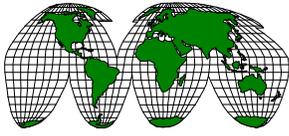
Let the person consider the question and let him answer. Don't say a thing until the person answers either "yes" or tells you that he needs more time to count the cost.

Remember this point: **Instant evangelism produces stillborn babies.** Don't preach baptism; preach Christ! If you preach Christ and the proper response to him, baptism will be the natural result.

Give person adequate information to make an intelligent decision with his faith.

Slide 9 "Follow Through"

If we treated newborn babies the way many churches treat newborn babes in Christ, we would be arrested for child abuse! Once a person makes the decision to become a part of the family of God, the time intensive work of follow through begins.



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At Least One Year

The one-year period is a reasonable time frame to stabilize the new believer in his faith. The new believer will usually make more changes in lifestyle and attitude in this first year than at any time thereafter. Therefore, it is vitally important that more mature disciples focus on carefully nurturing the new believer, counseling, training, and teaching during this first year of new life.

Train In Righteousness

The Bible instructs us to "*Grow in grace and knowledge of our Lord and Savior Jesus Christ*" (2 Peter 3:16-18). In addition to helping the new believer become familiar with doctrine and correct avenues of worship, training to be truly righteous is crucial. Jesus said, "*Unless your righteousness exceeds that of the Pharisees and teachers of the law, you will in no way enter the kingdom of heaven*" (Matthew 5:20). There is much more to being a true believer than just being religious or believing the right doctrine. While these are important, being truly righteous in heart, attitude and action is what is really important to God.

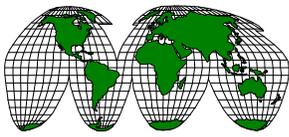
New Converts Class

We have a course called "*Solid Foundation*" which includes 26 lessons on practical doctrinal issues of the Christian faith. Included in this series are topics like: The Lord's Supper, Prayer, Assurance, Husband and Wife Relationships, Parent and Child Relationships, and more. New believers are starving for practical teaching on the everyday issues of life. We have a one year training series that we take all new members through, which also includes a Chronological Introduction to the Bible course, evangelism, how to start your own ministry based on the way God designed you personally and other relevant topics.

Daily Bible Study

The Bible teaches that we are to be "*Like newborn babes, crave for the pure spiritual milk of the word that by it you may grow up in your salvation*" (1 Peter 2:2). It is one thing to "spoon feed" a new believer, but it is far better to teach him or her how to open the message of God's word for himself.

When following up on a new believer, you should be in daily contact to advise and answer any questions that come to light. I



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usually recommend that a new believer go through a sequence of study of reading the Gospel of John, then Acts. Matthew, then Acts again. Mark, then Acts again. Luke, then Acts again. This gives him a balanced view of Jesus and His church. I stress the importance of keeping in one of the four Gospels regularly.

Another recommendation is to read one chapter of Proverbs daily and adding a chapter of Psalms. There are 31 days in most months and 31 chapters in Proverbs. *"A proverb a day keeps folly away."* Psalms helps the new believer develop a heart for God and how to worship Him.

The main point in all this is: Get the new believer in his own Bible from the very beginning and help him develop a hunger and passion for daily study.

Daily Prayer

In conjunction with daily study, the new believer must learn how to talk to God on a regular basis. The disciples of Jesus saw something unique in his relationship with the Father. *"Lord, teach us to pray" (Luke 11:1)*. There was obviously something different about Jesus' prayer life than that of the Pharisees and Rabbis. Keeping the new believer intimate with the Psalms will greatly assist in helping develop a heart for prayer and praise (see Psalms 42:1-2; 63:1-8).

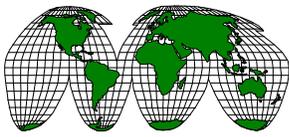
Help him develop a time slot in his busy day for prayer and study. Some have devotion in the morning, some at noon, and others in the evening. Regardless of the time when it is done, consistent time alone with God is crucial to effective follow through for new believers if they are to grow strong in the Lord.

Christ-like Habits

Changing habits can be challenging for any of us. A great question for new believers to ask themselves when going through the day is, *"What would Jesus do, and how would he do it?"* As they read the Gospels, they will be more familiar with the thinking of the Master and will develop the patterns of life that are Christ-like.

Church Attendance

Bible study, prayer and fellowship with other disciples will help keep new and old believers alike strong and faithful. When attendance begins to be inconsistent trouble lies immediately in the future. *"Don't give up meeting together as some are in the habit of doing, but encourage one another daily, and all the more as you see the day"*



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approaching" (Hebrews 10:25).

Meeting with other brothers and sisters should not be limited to just Sunday morning, but should include fun times, prayer times, and times of serving others and sharing your faith in the new believer's presence. People usually learn by observing and then doing.

Overcoming Sin

The Christian life is a "putting off the old man and putting on the new man" type of life. When a new believer comes to Christ some sins will continue to be a temptation. Help the new believer learn to deal with repentance from passages like 1 John 1:7-9; and James 5:16. Share some practical struggles from your own life and how you overcome temptation and repent of your sin.

Work closely with the new believer here. The first BIG sin that he commits after becoming a Christian can devastate him. He may think that he is not saved, and not worthy of being called a Christian.

Assurance and Joy

In conjunction with overcoming sin is the need to help the new believer experience God's wonderful grace in his life. Jesus is our "Defense Attorney" (Advocate). He is also the Propitiation (satisfies the requirement of the law ... death). His Father is also the Judge. (See 1 John 2:1-2; and Romans 7:24 - 8:2, 31-39).

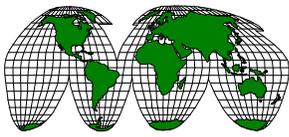
Once a new Christian learns to accept God's forgiveness real growth and joy can begin to occur. Philippians 4:4-9 is a great section with which to become familiar in helping someone learn joy in Christ. In our follow-up series, *A Solid Foundation*, we cover two vital lessons, *How to stay converted*, and *Assurance of your salvation*.

Faith and Vision

"We walk by faith, not by sight" (2 Corinthians 5:7). "Faith comes by hearing and hearing by the word of God" (Romans 10:17). "Faith is the assurance of things hoped for the evidence of things not seen" (Hebrews 11:1).

The new believer can sometimes be timid in sharing his faith, and learning to walk the Christian life powerfully. *"God has not given us the spirit of fear (or timidity) but of power, and love and a sound mind" (2 Timothy 1:7-8).*

In order to have a dynamic life of effective service in God's kingdom, a Christian must learn to have a strong confidence and belief



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system of what God can do with his life now and in the future. *"Without faith, it is IMPOSSIBLE to please God, for he who comes to Him must believe that He is and that He is a rewarder of those who diligently seek Him" (Hebrews 11:6).*

Obedience

Obedience is another part of the believer's life that must be learned. Jesus said, *"Teach them to OBEY the commands" (Matthew 28:18-19).* It's one thing to teach the commands. It's another to teach them to *obey* the commands. Disobedience needs to be addressed, then corrected. God cannot bless a disobedient disciple.

John 14:15

Hebrews 5:8-9

James 2:17-26

1 Samuel 15:10-23

Family Relationships

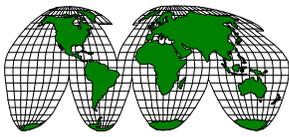
New believers come with a lot of baggage to the Kingdom. Many older believers still have difficulties developing obedient and effective family relationships. God places such a high priority on this area that it is one of the qualifications for being an elder or deacon (1 Timothy 3:1-12). A poor relationship with one's spouse can hinder prayer (1 Peter 3:7). Many new believers do not know what the Bible teaches about disciplining and training children. It is the primary duty of the older women to train the younger women to love their husbands and children (Titus 2:3-5).

In *A Solid Foundation* course we have two lessons on the family. One deals with husband / wife relationships and roles, and the other deals with training children. Lessons are helpful, but a close relationship with other Christians here will teach more by example.

Family Devotionals

New Christians usually don't know how to develop their own spiritual lives well and yet the fathers are given the responsibility to teach and train their children in the teaching and instruction of the Lord (Ephesians 6:4).

The new believer needs to be given some practical "how to" knowledge. Suggestions on children's Bible story books, Bible games, and how to teach your children to pray are great. Don't hesitate to get into the new believer's life on these issues. He is hungry to learn, so don't shy away.



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Sharing Your Faith

One of the fastest ways to mature a new believer is to get him immediately in on another study teaching someone else the Gospel message. Especially valuable is to help the new believer teach a friend or family member. Even if there is not a conversion from the study, the new believer will learn valuable things about his own faith and will become more firmly anchored in the doctrine of God.

By involving the new believer immediately, you give him confidence in what he believes. Often he will say something like, "Why can't other people see this?" Then you know that he is developing spiritual insight and a passion for sharing the Good News.

1 Peter 3:15-16

Spiritual Goals

God has not called us into His kingdom to be the *Frozen Chosen, or Petrified Pew People*. He wants us to use our spiritual gifts to minister to Him, to the body, and to the world. He expects all Christians to use their talents and abilities. Christians need to be equipped for ministry (Ephesians 4:11-16; 2 Timothy 2:2).

Ask the new Christian what he sees himself doing with his New Life in Christ. What things would he LIKE to learn to do? You'll be surprised! Most people really want to be involved in meaningful service that has a valuable purpose. Busy work is a waste of time, but effective ministry will build a great church. Help every member, especially the new, excited, zealous, believers, work toward making their life extraordinary in service to God and His kingdom.

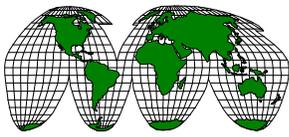
Slide 10 "The First Year"

As mentioned above, it will usually take at least one year of focused, intensive, and time-consuming devotion to stabilize a new believer and help him on his way to effective service in the Kingdom. It is not a quick or accidental process.

The following are some suggestions for what a new believer needs and may give you a track upon which to run.

New Member's Course

In our *New Member's Course* we have 8 lessons called *Building Your Relationship With God* that we use for two purposes:



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1. Grounding new people in doctrines that we feel are vital.
2. Equipping new people with a proven method of evangelism that is uniform to our congregation.

The course includes the same 8 lessons with which we teach non-Christians. The lessons are:

- " Who is Jesus?
- " Evidences of the Resurrection of Christ
- " The Word of God
- " The New Testament Church
- " Obeying the Gospel Call
- " The Coming of the Kingdom
- " The Holy Spirit
- " The Miraculous Gifts of the Spirit

These lessons address and answer many important doctrinal issues of the time. By addressing them up front, we immunize the new person against doubt and controversy that he will face as he shares his faith. Some of the issues dealt with throughout the lessons are:

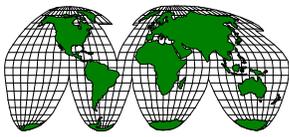
- " The deity of Christ (immunizes against the Jehovah Witness heresy)
- " The difference between the Old and New Testament (prepares them to answer a 7th Day Adventist or Sabbatarian)
- " The undenominational characteristic of the NT church (deals with interdenominational)
- " Infant baptism and baptism for the wrong reason.
- " Faith and Works (addresses Calvinism)
- " The kingdom study immunizes against Dispensationalist
- " The Holy Spirit and the Miraculous Gifts studies answer and equip the believers to handle counterfeit miracles and false teaching about the Holy Spirit.

Knowledge dispels fear. In the course, there is a 7 page final exam to ensure that the person has a solid grasp of the lessons and how to teach them, as well as having the books of the Bible memorized.

Equip to Share His Faith

This course *Effective Evangelism* is a requirement for our small group leaders. As you have seen, it addresses some of the practical areas of how to do effective evangelism.

A course alone will not accomplish confidence. It is important to get the new believer involved in evangelism personally. You learn best by doing. But having some good information on how to do the job gives confidence.



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Show a One Shot Study

Sometimes you just don't have adequate time to spend with a person to go through the series of studies. We've developed a "One Shot" study that explains the plan of salvation and a person's expected response by God. This study can be taught on a pad of paper, in an airport, or on a riverbank. It takes about 30 - 45 minutes to explain the Gospel message, and I have personally baptized several people using it. A word of caution here however. I firmly believe that **Instant Evangelism Produces Still Born Babes**. I was converted with a one shot approach, so the power is definitely in the

Word. But due to false teaching that has become so prevalent in our world, many people need more information to be able to make an *informed* decision for Christ.

Equipping a believer with a one shot study however, gives him confidence to study with anyone anywhere at any time. That's what will build a great church.

Introduction to the Bible

We have another course that explains the Bible chronologically, covers the 14 periods of Biblical History, and gives a brief introduction to every book in the Bible. This course takes several months. Help the new believer become very familiar with his Bible so he can feed himself and feel comfortable discussing the Word with anyone.

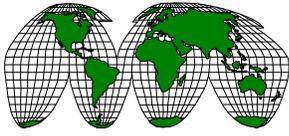
A side benefit to this kind of intensive study is that it builds natural excitement. When people are learning and growing and see themselves changing, they get naturally excited and want to share the Good News with people spontaneously.

First Principles (A Solid Foundation)

There are a lot of good study guides available through the Christian Bookstores (Like Starr Publications in Fort Worth, Gospel Advocate Book Store, etc.).

We've developed one that we like. It's called *A Solid Foundation*. In the course there are 21 lessons dealing with a variety of topics like Assurance, How to build relationships, Establishing a devotional life, Family relationships, The Lord's Supper, Giving, Praying, and so on. This edifies the new believer with good practical teaching on the "*whats and hows*" of his new life in Christ.

We also have all new people coming to our congregation go through the same process regardless of how long they have been a



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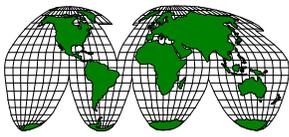
"To win as many as possible" (1 Corinthians 9:19)

Christian. This ensures that there is uniformity of equipping, and keeps the whole congregation of *One Mind and One Purpose*.

Training for the Ministry

If proper grounding and training are accomplished during the first year, you will have a group of solid, healthy, and growing disciples who want to increase their service to God. It is at this time that phase two of the equipping process begins: Training for the Ministry.

I don't mean to say that every member will want to go farther. Sadly, in any church there will always be the pew warmers who just want to come and take everything in. They usually fall away in time. But among those who have been properly trained, encouraged, nurtured, loved, and fed, some will who want to increase their service to God. This is where we have phase 2 and go into an intensive and ongoing training for our small group leaders and the ministries involved in each of those groups. I will not go into detail here about this, but suffice it to be mentioned that the local congregation needs to be equipping people for all levels of ministry (2 Timothy 2:2; Ephesians 4:11-16).



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Slide 11 "Four Stages of Competence"

Evangelism is a process, not an event. Becoming effective in evangelism takes time, patience, diligence, and a teachable heart. There are four stages of competence that we all go through when learning anything in life.

You went through the same four stages when learning to drive a car. Let's explain.

Stage One: Unconscious Incompetence

Remember before you drove a car? You observed your mom, or dad, or uncle driving the car as you sat in the front seat next to them. You thought, "Oh man, that's easy, anyone could do that." It looks easy ... until you try it for the first time. That's because you were **unconsciously incompetent**.

You didn't know how to drive, and you didn't know that you didn't know how to drive.

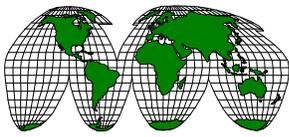
Stage Two: Conscious Incompetence

Once you talked your uncle into letting you try to drive out on a back road you over steered, popped the clutch, killed the engine, and turned the blinkers on accidentally. You were totally embarrassed nervous, and afraid. The reality of life had set in. You didn't know how to drive, and now you knew that you didn't know! You had become conscious of your incompetence.

But you didn't stop there, because you had the desire to learn. Many people attempt to teach someone the Gospel and find out all too soon that it may not be as easy as it looked when they saw the preacher do it. So they stop here, and say, "*It's just not my talent.*" That's not true at all. It's just that you have reached stage two in the learning process. You are now conscious of your incompetence.

Stage Three: Conscious Competence

Well, you went to driver's education class, and you passed. You now have a learner's permit. You always sit straight up in the seat, grasp the wheel with both hands and go through a mental checklist every time you do something. "*Stop before the sign ... look ... proceed ... stop and look both ways ... then proceed with caution through the*



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intersection." "Always stop a car's length behind another car at a stop sign."

You have now reached a stage where you know how to drive, but you have to think through every step of the process. You are aware of everything going on around you. You are now competent, but you are conscious.

Stage Four: Unconscious Competence

After driving for a period of years, you no longer go through the same checklists in your head. You've forgotten the distances a high beam is supposed to shine. You just get in and drive and things just seem to happen naturally. You are competent, and are unconscious of everything that you now do by instinct.

Evangelism is no different. Once you have studied with people over a period of time, you just know how to do it effectively. But the only way to get to that stage is to go through the first three stages! There is no other way to do it.

Conclusion:

Evangelism is a process. Instant evangelism produces stillborn babes. Of the people you convert to Christ, 85% will be friends and family. There are six stages in the decision making process. It takes at least one year to stabilize a new believer, and there are four stages of competence.

"Jesus came to seek and save the lost" (Luke 19:10)

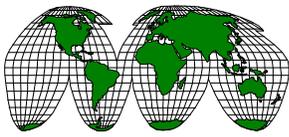
*"Follow Me and I will **make you** fishers of men" (Matthew 4:19).*

"Teach reliable men who will be able to teach others also" (2 Tim 2:2)

"Go into all the world and preach the Gospel" (Mark 16:15-16).

"Those who had been scattered went everywhere preaching the word" (Acts 8:4)

Equip yourself for effective evangelism!



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Additional Information

The Denominational Mindset

In order to effectively teach people you must first be familiar with how they think. For instance, Paul was familiar with the Epicurean and Stoic philosophers and the writings of their own poets (Acts 17:18-28). Most religious people in North America will fall into one of two categories: 1) Catholic or 2) Protestant. For that reason, we are going to explain the major thinking of these two groups in light of Biblical teaching.

Catholicism

There are a number of presuppositions that a Catholic person has been taught and that it is probably safe for you to assume he believes. The following is a list of some of those beliefs and concepts.

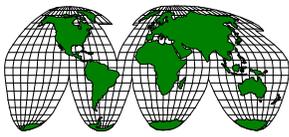
1. The Church and the Scriptures

The Catholic church teaches that the church produces the scriptures and that the church is MORE authoritative than the scriptures. The Catholic church is the only one who can properly interpret the scriptures for the people. This is one of the reasons why members of the Catholic church rarely study the Bible. The church does that for the people.

In the "Stevens / Beaver" debate between a Catholic priest and a member of the church of Christ, the priest argued that the authority rests in the church, not in the Bible. His reasoning was, "The leadership of the early church made the doctrine for the church, therefore the leaders of the church today are to do the same." This is the reason that the Pope has the authority to make doctrinal positions for the church when he speaks "Ex-Cathedra" (From the throne). He signs edicts and the Cardinals, Bishops, and Priests are under the Pope's authority to carry out and teach those edicts. It is not said that the "Bible says this or that," but rather, "The church teaches this or that."

2. Peter Was the First Pope

The Catholic Church teaches that Peter was the first Pope (even though Pope, Cardinal, and other church officials are never mentioned in the Bible). The Pope's successors have had Peter's authority transferred to them, (referred to as "apostolic succession") therefore



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they have inspired authority to make doctrine for the church. A study of the following scriptures shows that Peter was not the first Pope and that the church was not built on Peter (Matthew 16:16-19; Acts 10: 25-26; 15:1-21; 1 Peter 5:1-5; 1 Timothy 3; Titus 1:5-9).

3. Catholic Orientation on Works and Salvation

The average Catholic feels that performing certain religious acts puts him in favor with God. The Catholic Church teaches that there are seven sacraments that are "channels" through which the grace of God flows to assure them they are acceptable to God.

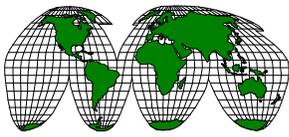
1. *Baptism*
2. *Communion (Holy Eucharist)*
3. *Confirmation*
4. *Matrimony (Marriage)*
5. *Reconciliation (confession)*
6. *Holy Orders (Ordination)*
7. *Sacrament of the Sick. (Extreme Unction or Last Rights)*

Many Catholic people are reluctant to do anything (including study with you or attend a church service with you), which would threaten to cut him off from these sacraments.

The doctrine of Purgatory guarantees a place in heaven eventually. When a Catholic dies, the Sacrament of the Sick is administered which anoints the body. The soul of the "Faithfully departed" then goes to Purgatory, where some suffering must occur to pay for the sins in the individual's life. As these sins are paid for through suffering, the person eventually gets to go to heaven.

Masses, which can be bought, can be offered on behalf of the departed to assist getting him out of Purgatory more quickly.

When the Catholic sins, he typically goes to confession before accepting the sacrament of the Holy Eucharist. After asking the priest to forgive his sins, he is then assigned certain prayers and penance to complete the forgiveness process. (Usually 4 or 5 "Our Fathers" and two or three "Hail Mary's" and perhaps an "Act of Contrition", which are all memorized prayers). Sometimes a candle can be purchased and offered to one of the "saints" or Mary who are secondary mediators to assist the faithful Catholic. In the mind of a typical Catholic person, the priest absolves your sins for you as God's intercessor. Unless the



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Priest offers absolution, you are not forgiven. But if the Priest says you are forgiven, then forgiveness is accepted with assurance from the Holy Church.

4. Maryolatry

Mary is especially important in the mediation process taught by the Catholic Church. She is "the mother of God." Mary is prayed to and viewed as an intercessor to Christ. Mary is believed to have been a perpetual virgin even though the Bible clearly indicates that Jesus had other brothers and sisters. Sex is very regulated in the Catholic Church. The sex act itself is thought by some to have been the "original" sin of Adam and Eve. Any child conceived through lust inherits original sin. That is why sex is forbidden even between married people, except for procreation and explains the Catholic opposition to birth control.

The "Assumption of Mary" is the doctrine teaching that Mary ascended to heaven and never died. She is treated almost as a deity and viewed as equal to or greater than Christ. Many Catholic people pray more to Mary than to Christ.

5. Assurance of Salvation

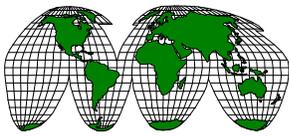
The Catholic doctrine relating to the Bible, authority of the holy church, sacraments, and purgatory gives so much assurance to the Catholic that he would question why he should even want to investigate anything else. The average Catholic believes that he was born with original sin. This explains the need to receive the sacrament of baptism as an infant (which the parents do for the child when he is "Christened").

Catholics do not understand the typical Protestant "Salvation Experience", since they believe that they have been saved all their lives because of being born into a Catholic home. They feel that their salvation is taken care of by the church. If you were to ask a typical Catholic when he was "saved", you would likely get a puzzled look.

6. How to Teach Catholics the Bible

The first step is to gain credibility and to help them have a desire to build a closer relationship with God. To the average Catholic, God, the church, the Eucharist, and the other items of the faith are "Mysteries" which are "spiritualized" and difficult to put into words.

Begin by building credibility on the Deity of Jesus as the Son of God, and the only Mediator between God and man (1 Timothy 2:5). Understanding that salvation cannot be attained through works of



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"To win as many as possible" (1 Corinthians 9:19)

merit such as prayer, and being religious are also necessary. Anchoring the point at which the Catholic was saved will be difficult, since he has been taught that he was saved from the time of infancy. On a lifeline, demonstrating the doctrine of original sin and infant baptism will help to make the contrast later on as to what the Bible teaches about how to be saved.

Calvinism

John Calvin, the 16th century reformer, formalized his T.U.L.I.P. doctrine as the basis of what is now known as "Calvinism". Most mainline Christian denominations (other than Catholic), have Calvinism as their basis to one degree or another.

Calvin was influenced by the reformation ideas of Martin Luther. In opposition to the works orientation of the Catholic Church, Calvin propagated this **T.U.L.I.P.**

T***TOTAL HEREDITY DEPRAVITY***

U***UNCONDITIONAL ELECTION***

L***LIMITED ATONEMENT***

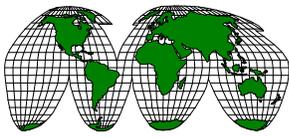
I***IRRESISTIBLE GRACE***

P***PERSEVERANCE OF THE SAINTS***

1. Total Heredity Depravity

Influenced by the earlier doctrine of original sin, total depravity is the philosophy that we are born "totally depraved". Several translations of the modern Bible have the idea of the "sinful nature" rather than the more accurate translation of "flesh" (sarx). Evidence of this concept bleed through the presupposed ideas in these translations. For example Psalm 51:5 is translated incorrectly in the NIV. "Surely I was sinful at birth, sinful from the time my mother conceived me." The context of Psalm 51 is the sin of David and Bathsheba. The child was not the sinner, the mother was. It was a sinful act that conceived the child. Notice how the NASV more accurately translates this, "Behold I was brought forth in iniquity, and in sin my mother conceived me". The total depravity doctrine places the guilt and the sin on the child rather than on the mother. The depravity of the mother is inherited. (Note Ezekiel 18:20 for a correct understanding).

This doctrine has sustained the utilization of infant baptism in many mainline denominations. However, these are usually not quite the same as the infant baptism of the Catholic Church. Protestant



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"To win as many as possible" (1 Corinthians 9:19)

churches will often utilize this ceremony as a "dedication of the child" to the service of God.

2. Unconditional Election

This doctrine comes from a misunderstanding of the term "predestined" (Ephesians 1:4-5). This doctrine is tied closely with the rest of Calvin's "TULIP" as you will soon see.

Unconditional election teaches that God chose only certain people (the elect). Regardless of how much you want to serve Christ, if you are not of the "elect" then you don't get in.

This teaching takes the free will of man out of the picture and contradicts the intent of God in 2 Peter 3:9, "God is not willing for any to perish but for 'all' to come to repentance." This teaching also implies that it is impossible to resist the grace of God, since God has chosen you. There is no way you can

get away from God and resist his election of you. This will be further exposed in the perseverance of the saints teaching, or "once saved, always saved."

The individual is not elected or predestined. The PLAN is! God predetermined a PLAN before the foundation of the world. That PLAN was that whoever is IN CHRIST is chosen, and elect. Everyone meeting God's terms of pardon is invited and welcome. No one is excluded. The criteria that must be met is that they must be "IN CHRIST". That is the predestined, foreordained, chosen plan. You can choose to be chosen, and elect to be elected by faithful obedience to the plan of salvation in Christ.

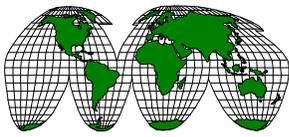
3. Limited Atonement

Launching from the unconditional election doctrine is the belief of limited atonement. Christ didn't really die for the whole world, but for the chosen elect. His death was really only intended to pay for the sin of those whom God had already chosen. The "Whosoever" of John 3:16 doesn't really mean what it says according to Calvin. It means Jesus died only for the elect.

4. Irresistible Grace

God is going to save you if you are one of the "chosen" and there is nothing that you can do to resist. This leaves the free will obedient faith of man out of the picture.

Closely tied with this doctrine is the idea that man is a totally passive instrument in the salvation process. God, if He has chosen you, is going to save you regardless of whether you want to be saved



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or not. There is nothing that you can do to resist. There is also nothing required of you in the process (other than inviting Jesus into your heart). This doctrine portrays baptism as a "work of merit" by which you "earn" your salvation; therefore baptism cannot be part of the plan of salvation. Man is totally passive.

5. Perseverance of the Saints

This is commonly known as "once saved, always saved." Since God's grace is irresistible, and if you are one of the chosen, you can't get away from God, then regardless of what you do as a Christian you can never fall away from Grace. Once you are saved, you are always saved and there is nothing you can do to change that. (See Hebrews 6:4-6; 2 Peter 2:20-22 for Biblical clarification).

6. Protestant View of the Church

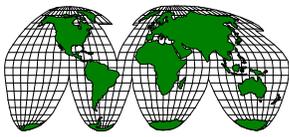
In the mind of many Protestants the church is a good thing, but not necessary in the salvation process. A Baptist preacher was asked, "Does a person need to be baptized in order to get to heaven?" He answered, "No!" The second question was, "Does a person need to be baptized in order to join the Baptist church?" He said, "Yes!" Therefore it's easier to get into heaven than it is to get into the Baptist church.

Because of Dispensationalism the church is believed to be an after-thought in the mind of God, and not central. This doctrine has changed recently, but the basic premise is still understood.

Dispensational Premillennialism believes that Jesus "failed" to establish his kingdom the first time he came so he must come back a second time to set up his kingdom for 1,000 years (known as the thousand year reign). Since Jesus didn't set up his kingdom, he then set up "the church" as an after-thought, stop-gap measure until the kingdom could be established. This is an over-simplification of this complex doctrine, but I believe accurately portrays the overall emphasis.

The implications of this teaching are dangerous. First, if Jesus failed to set up his kingdom the first time, what makes you so sure he'll be able to do it the second time? Second, If Jesus does not have a kingdom, then he is not a king! This dethrones Jesus as Lord! Third, if Jesus did not set up his kingdom yet, then what were the Colossians transferred into (Colossians 1:13)?

This belief is the main reason many Protestants don't see an issue on the importance of which church you attend, since the church is not vital to the salvation process anyway. Any church will do. In fact,



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"To win as many as possible" (1 Corinthians 9:19)

most Protestant denominations view everybody who claims to be a Christian as belonging to the church universal. The denomination you choose is totally up to you.

The Bible teaches that the church is vital to salvation (Ephesians 5:22) that there is only one church (Ephesians 1:22-23; 4:4-5), and that Jesus died to purchase the one church (Acts 20:28). When a person is baptized into Christ (Galatians 3:26-29), he is also baptized into the body of Christ, the church (1 Corinthians 12:12-13). It is at this point that he is saved (1 Peter 3:20-21; Titus 3:5). You can't be saved apart from being "In Christ". You are In Christ, when you are IN His body, the one church. No church, no salvation!

Post Modernism

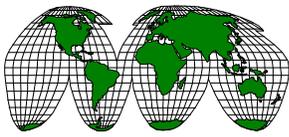
The following section addressing Postmodernism is taken from a paper Ross P Rhode, *Practical Considerations: a report of the bridges and barriers research project*. Permission is granted for use, but not for resale.

The Realities of Postmodernism

The first thing that needs to be understood is that postmodernism is a worldwide phenomenon. It is not merely an American situation, nor is it limited to Anglo-Saxon countries or even Western European countries. Such diverse places as Japan, the Muslim World and Eastern European countries are undergoing some type of postmodern worldview shift.

Postmoderns struggle with questions such as, "Where do I come from? What is the meaning of life? How can I understand the spiritual dimensions of life?"

If the rational modern worldview is not fulfilling, then what can take its place? The current answer is postmodernism. This is a worldview that says man can not answer every question. Truth is extremely complex and is impossible to fully express in human language. It takes much more than reason to explain the world we find ourselves in. For a postmodern, rational thinking and science, emotion, tradition, intuition and community are all equally helpful for understanding our world. Since humans can not fully understand or express truth in human language, there is more of a tendency to look



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for local "truths" that may not explain everything, but help us get through life. This aspect of postmodernism is often called pluralism, which basically states, it is true for you but it may not be true for me. You live with your truth and I'll live with mine.

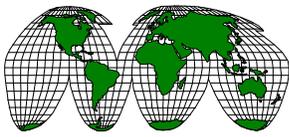
The Postmodern Person

What does the postmodern person act like? How are they different from modern people? Approaching a postmodern world view with a *modern* approach will not be effective. The following is a profile of postmodern people from their own perspective.

- I can only try to see life from my own perspective; reality is too complex to understand it all.
- I'm interested in the values of my group and my community. · I believe in being tolerant.
- I believe in letting others live like they want to.
- I don't like it when people argue about how their group or beliefs are better.
- I want practical answers to life. I'm not drawn to idealistic schemes.
- I am suspicious of schemes that try to explain everything or give simplistic answers to complex questions.
- When people talk to me about these schemes I think of it as "noise" to be ignored. · I like to have a group of close friends with which I share common values.
- I don't like institutional religion.
- I do have a vague desire for non-institutional spirituality. But I don't know how to find it.

These are a few of the more common values of postmodernism. Not every person in a postmodern society holds each one of these values. However, there is a strong tendency in the society for these values and most people hold many, if not all of these values.

One needs to distinguish between philosophical postmoderns and "street" postmoderns. Philosophical postmoderns, like the above mentioned philosophers and their philosophy students in universities, tend to state that there really is no such thing as truth. The average person on the street is not nearly so philosophical. In fact, few ponder



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the deep questions of life, but they have still absorbed the basic postmodern worldview. If forced to express in words how they view life, the average street postmoderns would more likely state that truth exists, it is just impossible to fully understand. Because of its complexity they tend to look for a "truth" that works for them. Most of the people we meet are not philosophical postmoderns but street postmoderns. The good news is that street postmoderns tend to be quite open to considering the gospel *if* it is expressed in postmodern sensitive ways.

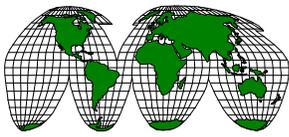
Postmodernism in the Evangelical Church

Biblical Christianity has its own worldview. It has its own explanation for the origins of man, our relationship with our Creator and how men should interact with each other. The amazing thing about biblical Christianity is that, while in and of itself it is a worldview, it is able to fully express itself in every time and culture. Biblical Christianity is now in the process of learning to express itself in the new postmodern world.

Christianity was extremely successful in the ancient worldview as it spread rapidly through the Greco-Roman world. It was able to express itself very well in the Renaissance through Protestantism and in the Enlightenment with Modern Evangelicalism. Now as the worldview has changed around us, biblical Christianity again finds itself needing to develop ways to culturally express itself without losing its fundamental truths.

Christianity's ability to express itself in different cultural contexts while maintaining its fundamental essence is best expressed by the Apostle Paul in I Corinthians 9:19-23 (NIV):

Though I am free and belong to no man, I make myself a slave to everyone, to win as many as possible. To the Jews I became like a Jew, to win the Jews. To those under the law I became like one under the law (though I myself am not under the law), so as to win those under the law. To those not having the law I became like one not having the law (though I am not free from God's law but am under Christ's law), so as to win those not having the law. To the weak I became weak, to win the weak. I have become all things to all men so that by all possible means I might save some. I do all this for the sake of the gospel, that I may share in its blessings.



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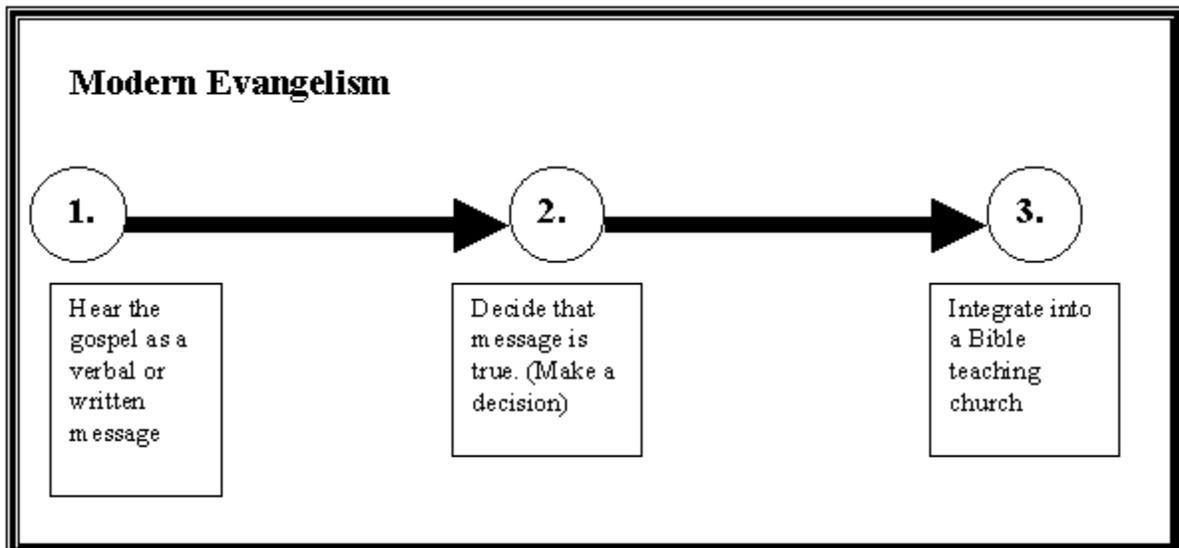
"To win as many as possible" (1 Corinthians 9:19)

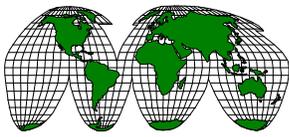
As we discuss the Church in the postmodern world we need to distinguish between "postmodern sensitive churches" and "postmodern churches". In this report postmodern sensitive churches will mean those churches that are as careful as possible to express themselves in ways that are comfortable to the postmodern society around them, without losing their biblical foundations. Postmodern churches are also sensitive to the culture around them, but they have become so in tune with postmodern culture that they have failed to distinguish those aspects of postmodernism that clash with the biblical worldview.

Postmodern Sensitive Evangelism

There seems to be a general pattern to the way effective evangelism was done in a modern context. The same is true of effective evangelism in a postmodern context. But effective evangelism in a postmodern context is different from effective modern evangelism. Most of us have done ministry in churches and organizations that have learned over the years to be effective in presenting the gospel and having church services among "enlightened" or modern people. The Evangelical Church rightly learned to adapt to this culture and present the truth of its message in ways that would make cultural sense.

The modern model starts with the "message". The message of the gospel is clearly and rationally presented. One is asked to make a decision as to the truth of the gospel and to believe in Jesus Christ as Savior. When one believes the truth of the gospel he is then directed to a good local church where he will grow in his understanding of his faith and become more mature. A good church is one that clearly teaches the doctrinal truths of the Scriptures.





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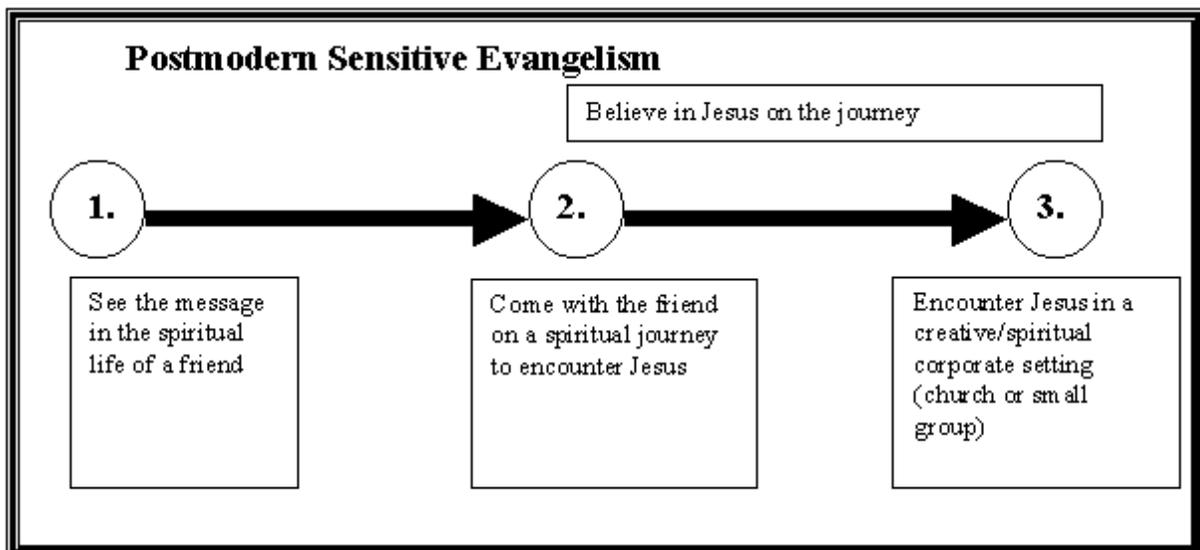
"To win as many as possible" (1 Corinthians 9:19)

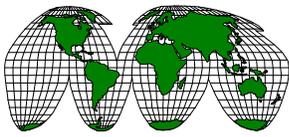
This is an outstanding model to use with an enlightened rationalist. They wanted a clear rational presentation of the truth. They needed to know that this was the universal truth that governed the universe. When they were convinced of this, they made a clear decision to believe that truth.

In modern evangelism, there are two basic scenarios of preaching the gospel. Both use the above outline. The first scenario is personal one on one evangelism. The object was to convince someone through a brief, logical presentation of the gospel that they needed to make a decision. Although there are hundreds of ways to do this, it is common to use some sort of clear logical outline or booklet such as the Steps to Peace with God, the Four Spiritual Laws or the Bridge Illustration.

The second scenario of modern evangelism is public evangelism. This is usually some type of public proclamation of the gospel to groups of people, often called a campaign or gospel meeting. Again, there are many ways to do this but the general outline explained above is usually used. There is a verbal explanation of gospel, a decision is called for and those who respond are "followed up" by being directed to a Bible teaching church.

The postmodern model starts with "relationship". The postmodern sees spirituality lived out in the life of someone he trusts. He is invited by his friend to explore spirituality with him. He learns that spirituality is really a personal relationship with Jesus Christ. He is invited to explore this relationship not only individually but also in the community of others who are seeking relationship with Jesus. As he encounters spirituality in the form of the fruit of the Spirit in the lives of his friends, in their love for him and one another and in the beauty of artistically creative corporate worship, he decides to believe and follow Jesus.





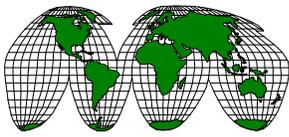
Effective Evangelism

"To win as many as possible" (1 Corinthians 9:19)

This new model often sounds bizarre to those of us who have grown up in the modern Evangelical church. It can sound like a bunch of mystical nonsense. But keep in mind that to typical postmoderns the gospel, presented as a rational message presented by someone they do not have a close relationship with, is just a bunch of noise to be ignored. It doesn't even sound very much like a spiritual message to them. This is our strategic impasse. We are presenting the gospel in ways they won't listen to, while we have the answers to the very things they are looking for. One way to summarize this is to say that the modern model started with the message as a rational, verbal declaration. Postmodern evangelism starts with the message of a spiritual life. Without seeing the messages wrapped in the life of a trusted friend, the message as a verbal declaration will probably not be listened to.

Just as modern evangelism had basic evangelistic scenarios, postmodern sensitive evangelism also has basic scenarios. In postmodernism there are three basic scenarios. Again the first is personal one on one evangelism. Unlike modern evangelism, this is not viewed as a one-time event but as an ongoing process. The evangelist, after having lived a life that gives evidence of spirituality, invites his friend to investigate that spirituality through the person of Jesus Christ. In that journey, the friend will be introduced to the salvation offered by Jesus Christ and will probably be introduced to a community of people who are also seeking to experience Christ. Notice that the basic pattern follows the outline for postmodern sensitive evangelism.

Instead of the public campaign of modernism, postmodern sensitive evangelism is usually done in some form of small group studies. The general outline is that groups of people are invited to explore spirituality through the person of Jesus Christ in a group setting. They are then lead through an organized study of the Scriptures to see who Jesus Christ is, what he offers and how one can encounter Him. This is usually done in a home, although it can be done in a church setting. It is usually associated with some type of meal or snack. The emphasis is on a warm, non-threatening, non-confrontational setting where people can investigate Jesus together. In Spain where the Evangelical Church is viewed as both institutional and as a sect it would probably not be wise to do this in a church building.



Effective Evangelism

"To win as many as possible" (1 Corinthians 9:19)

The third scenario is actually evangelism done within the walls of the church itself. This seems strange to traditional modern evangelists. Why would an unsaved person be in church? In fact, to the modern person there is a clear distinction of appropriate boundaries. Outside the church building is the physical domain of the non-Christian. Inside the church is the domain of Christians. Of course, non-Christians are not restricted from being inside the church building; it is just that activities that go on in this physical domain are done with the Christian in mind.

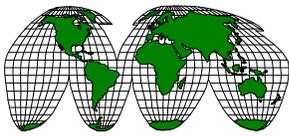
If the church environment is appropriate, it is likely that you will find a non-Christian postmodern in a church that is "post modern sensitive." This becomes a significant strategic issue. The church building is where much effective postmodern evangelism is done. This is the very place that the truths they have been hearing from their trusted friend and that they may have seen in a small group setting is being lived out on a larger scale. Seeing Christians living out the fruit of the spirit in a large community in creative artistic ways, is a powerful witness to post moderns. If the service is beautifully creative and spiritual, the postmodern seeker may come back time after time until they finally believe. A graciously done altar call or invitation, or some other call to commitment within a church, such as a Commitment Card, makes good sense in this context.

Terms and attitudes are important when dealing with postmoderns. Remember, systematic arguments of reason and absolute truth are noise to the postmodern audience. However, terms like *Building Your Relationship With God*, and *Walking in the Spirit* are very inviting.

The Postmodern Sensitive Church

Postmodern sensitive churches start with a vibrant Christian community (local church) that focuses on the deep spiritual growth of its members. It often teaches its doctrine through creative artistic expression as well as through preaching. There is often a focus on creative, contemporary music and the theater arts. There is preaching and teaching but the emphasis is on personal interaction and creativity.

Leadership structure tends to be non-hierarchical. The leader is an empowering leader who helps others express their Christianity, not someone who demonstrates institutional power. Instead of a clear definition between clergy and laity, there is a feeling that the



Effective Evangelism

"To win as many as possible" (1 Corinthians 9:19)

leadership is just another member of the community expressing their gifts for the good of the church body. Leadership style is non authoritarian, but rather focuses on encouraging the members to grow spiritually and express their individual gifts in ministry.

There is a strong tendency to have small groups. But these groups are not Bible studies as much as intimate groups, where the members minister to one another spiritually. This ministry may come through sharing the Bible with one another, through praying for one another, through counseling, through sharing a meal together and through just loving one another.

There is a passion for the personal spiritual growth of individuals. Spiritual growth is defined as when Jesus begins to personally guide the believer's life. There is an acknowledgement of the divine paradox of the person becoming more Christlike, while at the same time become more of an individual. This is expressed in the fruit of the Spirit (Christlikeness) and the gifts of the Spirit (individual expression of spirituality).

Suggested Reading Helps:

Friendship Evangelism, the caring way to share your faith, by Arthur G. McPhee, Zondervan Publishing Co.

How To Give Away Your Faith, by Paul Little, InterVarsity Press,

The Dynamics of Personal Follow-Up, by Gary Kuhne, Zondervan Publishing Co.

What is Evangelism?

Evangelism is the process of bringing a lost person into a saved relationship with Jesus Christ by the proclamation of the Gospel Message.

Slide 1 *"Take every thought captive for obedience to Christ" (2 Cor. 10:5)*

Obstacles To Evangelism

Fear

Improper Training

People Aren't Really Lost

Lack of Love

Poor People Skills

Disobedience

Lifestyle

Church Problems

Evangelism Is Not My Job

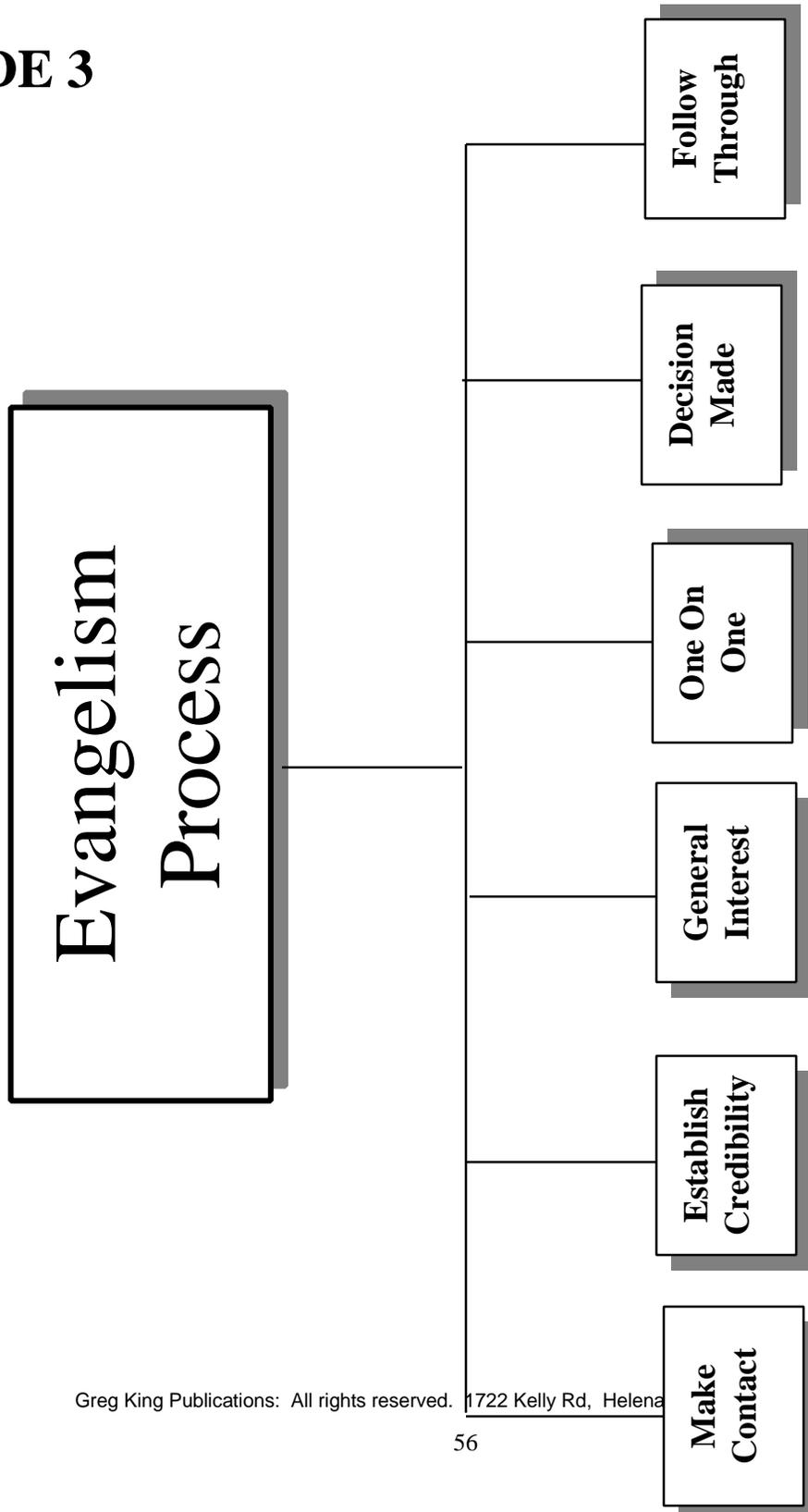
No Contact With The World

Poor Bible Knowledge

Not Enough Time

Slide 2 *“Go Into All The World And Preach”*

SLIDE 3



Making Contact

“Open Your Eyes”

Invite One A Day

Friends

Family

Co-Workers

Neighbor Days

LIFE Groups

Visitors

News Paper Ads

Gospel Meetings

VBS

Hospitals

Referrals

TV Ads

Slide 4 *“The Fields Are White For Harvest*

Establish Credibility

“In favor with man”

**Watch Your Life
Watch Your Doctrine
Don't Argue
Don't Be Defensive
Don't Criticize
Develop a Friendship
Eat Together
Play Together
Work Together
Season Your Speech
Be Genuine & Real
Introduce to Others
Admit Your Faults
Become All Things
Be Ready To Answer**

Slide 5: *“Become All Things To All Men”*

General Interest

Ask Their Beliefs
Spiritual Conversation
Life After Death
Belief in God
Religious Division
Do You Love God?
Invite To Bible Study
Is Jesus Alive Today?
Are Good People Saved?
Handling Worry & Stress
What's Life About?
What's Heaven Like?
When Will Christ Come?
Seed For Thought
Share Your Story

Slide 6 *“Hunger And Thirst For Righteousness”*

One on One

Ask For The Study
Who Is Jesus?
Resurrection of Christ
Authority of Word
New Testament Church
How To Be Saved
Let Them Read
Don't Argue
Be Gentle
Use Some Humor
Answer Questions
Be Empathetic
Keep In Context
Stay Friends
Keep Rapport

Slide 7 *“Faith Comes By Hearing The Word”*

Decision Made

**Count The Cost
Discipleship (Luke 14)
Specific Repentance
Lifestyle
Church Attendance
Sinful Associations
Rejection By Family
Rejection By Friends
Giving
Christian Relationship
Galatians 5:19 ff.
Matthew 5-7
Explain Lordship
Obedience
Ask For Decision**

Slide 8 *“Take Up Your Cross And Follow”*

Follow Through

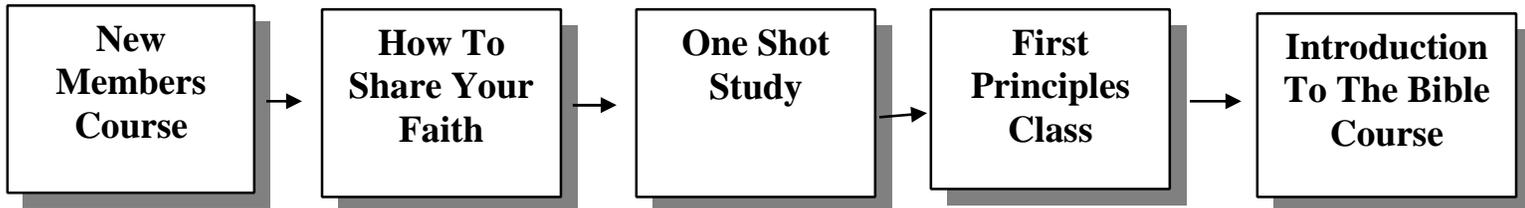
“Edification”

**At Least One Year
Training In Righteousness
New Converts Class
Daily Bible Study
Daily Prayer
Christ-Like Habits
Church Attendance
Overcoming Sin
Assurance & Joy
Faith & Vision
Obedience
Family Relationships
Family Devotionals
Sharing Your Faith
Spiritual Goals**

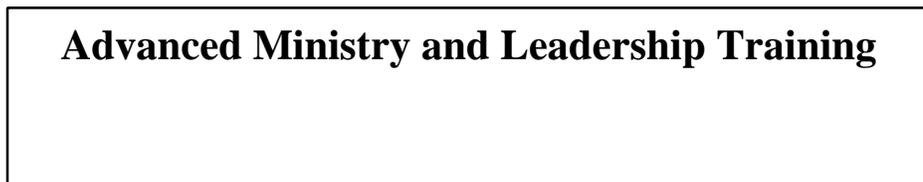
Slide 9 *“Like Newborn Babes”*



Phase 1:



Phase 2: Leadership & Ministry Training



Slide 10 *"We Are To Grow Up In All Aspects"*

Four States Of Competence

1. *Unconscious Incompetence*
2. *Conscious Incompetence*
3. *Conscious Competence*
4. *Unconscious Competence*

Slide 11 *“If At First You Don’t Succeed, Try Again!”*

Final Exam

1. Evangelism is (choose one)
 - a A one time event
 - b A process

2. Write out the definition of evangelism as used in this course.

3. What is the approximate time frame required to stabilize a new believer by doing proper follow-up?
 - a One month
 - b Six months
 - c One Year
 - d Two years

4. What are the four stages you will go through in becoming competent in effective evangelism?
 - 1.
 - 2.
 - 3.
 - 4.

5. List four of the most common obstacles that prevent most Christians from sharing their faith.
 - 1.
 - 2.
 - 3.
 - 4.

6. F.E.A.R. is an acronym for what?
 - a Flee Everything And Run
 - b False Ego Arrogant Rascal
 - c False Evidence Appearing Real

7. What are the six stages involved in the evangelistic process?
 - 1.
 - 2.
 - 3.
 - 4.
 - 5.
 - 6.

8. What is the percentage of people who come to Christ through a family member or friend?

- a 50%
- b 75%
- c 85%
- d 95%

9. What passage of scripture demonstrates the need for the evangelist to train people to teach?

10. What passages demonstrate that evangelism is every member's responsibility.

11. Why don't most Christians make contact with non Christians in order to study with them?

12. List six ways to establish credibility and rapport.

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

13 Why is being defensive or arguing about issues not a good way to influence someone for Christ. Give scripture reference.

14. List four topics, questions, or ways of moving into the "General Interest" stage

- 1.
- 2.
- 3.
- 4.

15. In the General Interest Stage, you have discovered that Mary believes there is some kind of supreme being, but not sure who, or if you can ever really be sure. You should (Choose one)

- a Tell Mary she's really stupid for believing that
- b Start a religious debate with her on the existence of God
- c Ask Mary if she has ever examined the evidence surrounding the resurrection of Christ
- d Tell her that if she ever wants to come to church, let you know.

16. In a one-on-one study you should:

- a Let the person read even though he can't read well
- b Help the person discover the truth for himself
- c Stay in context
- d Be Empathetic
- e All of the above

17. During the one-on-one study, you are going to be helping the person (choose the best one)

- a Decide to get baptized
- b Come to a decision either for or not for Christ
- c Select the right church

18. List five things you need to cover in helping a person come to an intelligent decision.

- 1.
- 2.
- 3.
- 4.
- 5.

19. List the basis tenants of Calvin's T.U.L.I.P.

- 1.
- 2.
- 3.
- 4.
- 5.

20. Calvin's "Perseverance of the Saints" is also more commonly called what?

21. Describe Calvin's view of election or predestination and give the Biblical view.

22. What presupposition of Calvin promotes the belief that baptism is a work of merit and therefore not necessary in the plan of salvation?

23. Briefly describe the Protestant view of the church and tell why it is not correct. Give scripture references.

24. The Catholic church believes:

1. That the Catholic church produced the scriptures
2. That the church is MORE authoritative than the scriptures
3. That since the early church leader made doctrine for the church, the church leaders today therefore have authority to make doctrine.
4. All of the above
5. None of the above

25. The Catholic church believes that Peter was the first pope. Show why that is not true and give scripture references.

26. There are seven sacraments in the Catholic church. List them.

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.

27. Describe the Catholic view of Mary.

28. A "Mass" :

- a Can be purchased on behalf of a departed loved one
- b Can assist a "faithfully departed" person to get out of Purgatory more quickly
- c Is centered around the Holy Eucharist
- d All of the above
- e None of the above

29. During the time of follow-up with a new believer, what are some concepts that you must instill? List five.

- 1.
- 2.
- 3.
- 4.
- 5.

30. Instant Evangelism (choose one)

- a Produces more Christians quickly
- b Is easier and takes less time
- c Produces Stillborn Babies
- d All of the above

Answer Key:

#	Page	Answer
1.	4	b
2.	4	Evangelism is the process of bringing a lost person into a saved relationship with Jesus Christ by the proclamation of the Gospel Message
3.	29	c - One Year
4.	37-38	Unconscious incompetence, Conscious incompetence, Conscious competence, unconscious competence
5.	4-8	Any of the listed headings on pages 2-5
6.	4	c False Evidence Appearing Real
7.	9	Slide 3: Making contact, establishing credibility, general interest, one on one, decision made, follow-through
8.	9	c 85%
9.	4,5	2 Timothy 2:2
10.	7	Acts 8:4; 4:20; 5:16; Mark 16:15-16; Matthew 28:18-20
11.	9	Blind to those most obvious.
12.	12-16	Any of the listed headings
13.	13-14	2 Timothy 2:24-26
14.	17-20	Any of the listed headings
15.	21	c Ask for the study
16.	23-25	e "All of the above"
17.	26	b Come to a decision either for or not for Christ
18.	26-28	Any of the listed headings
19.	42	Total Depravity, Unconditional Election, Limited Atonement, Irresistible Grace, Perseverance of the Saints
20.	44	Once saved, always saved
21.	43	God has chosen only certain people to be saved: The elect. God has predestined a "Plan" that everyone "In Christ" is chosen or elect" The plan is predestined, not the individual.
22.	43	Irresistible grace
23.	44-45	The church was an after thought until the kingdom would come. Any church will do. However, Jesus said he would build HIS church (Matt 16:16-18). There is only one body (Eph 4:4-5), and Jesus is the savior of THAT body (Eph 5:25)
24.	39	d all of the above
25.	39-40	Church build upon Christ (Mat 16:16-18; 1 Cor 3:11; Acts 10:25-26; 1 Peter 5:1-5)
26.	35-40	Baptism, communion, confirmation, matrimony, reconciliation, holy orders, sacrament of the sick.
27.	41	Mary is the mother of God, equal to or greater than Christ, prayed to, and viewed as an intercessor. She was "Assumed" or taken into

<i>#</i>	<i>Page</i>	<i>Answer</i>
28	40	heaven and never died and was a perpetual virgin, never having sex even after Jesus was born. All of the above
29.	30-33	Any of the listed headings
30	9, 35	c Stillborn babes