

BBI 2014

Personal Evangelism

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I. Introduction

A. The Cross

1. Allison UMC
2. Syracuse, NY
3. Central to evangelism
4. Can't remove

B. So what is evangelism?

To _____ Jesus Christ, in the _____ of the _____ _____ to _____ in order that they may come to put their _____ in God through Him, to _____ as their savior, and serve Him as their _____ in the fellowship of the church.

C. So who should do evangelism?

1. Eph. 4:11-12
2. Matt. 28:19-20
3. Mark 16:15
4. Luke 24:47-48
5. John 20:21

D. So where does the power come from?

1. Acts 1:8
2. Luke 24:48-49
3. John 14:26

E. So yes, you can do evangelism!

1. Introduction: Col. 4:5
 - a. It's not about us.
 - b. divine appointments
 - c. Wisdom / power
 - d. Clean / consistent life
 - e. Have a clue about the gospel.

II. The Presentation

A. How to Lead to Christ

1. Mission Experience

Ask very directly, after chatting:

"May I ask you a question?"

- Almost always say yes.

"Have you come to the place in your spiritual life that you have developed a personal relationship with Jesus?"

- Assumes a spiritual interest
- Directly ask about relationship with Christ

If they say no:

"May I share with you what the Bible says about receiving Christ, salvation and eternal life?"

If they say no:

"Thank you very much for your time. May I pray?"

- Share gospel in prayer

If they say yes:

"I'm a simple guy. I like to keep it simple. The Bible tells us we must know four facts in order to receive eternal life..."

Fact #1:

"All of us are sinners.

"I am; you are; everyone is.

"Do you understand that?"

One sin = sinner... One murder – murderer

Rom. 3:10..."There is none righteous, no, not one"

Rom. 3:23..."For all have sinned, and come short of the glory of God..."

If he resists the idea of being a sinner, say:

"Suppose there was a knock on that door and you opened it and Jesus Christ was standing there. Do you really think you could look him in the eye and tell him you are as good as He is?"

"Do you mean you never told one lie? Never got angry? Never swore?"

"If we do one sin, we are sinners."

"You are not a bad person, but you have inherited a sinful nature from your parents."

Note: It is very important to have the person acknowledge they are a sinner. Why?

Fact #2:

"There's a price on our sin. The Bible says, 'For the wages of sin is death...' – Rom. 6:23.

"Rom. 5:12...'Therefore, just as through one man sin entered into the world, and death through sin, and so death spread to all men, because all sinned'

"Illustration...Suppose you didn't have any money and you owed \$1,000 to someone. Suppose I wrote a check and gave it to you. Could you pay your bill with my check? Of course you could. The man doesn't care whose money it is as long as he gets it. Just so, Jesus can pay for our sins when we cannot pay for them ourselves.

"Because we have sinned God says we need to die. That's a price we can't pay—If we die, we are finished.

"This is the 'bad news' of the gospel, but...

Fact #3:

"Because God loved us, He sent His only Son Jesus Christ to die in our place to pay for our sins. He could do it, because He was sinless. We can't because we are sinful.

"In dying on the cross, Christ fully paid for everyone's sins, but that payment is not effective until we reach out and take it by faith.

"Back to the illustration of me paying for your bill...If you would have refused to take my money, your bill would not have been paid.

Fact #4:

"We must personally accept Christ's payment. We do that by very simply praying to Him a simple prayer like this:

- Not a magic formula
- Not the only prayer

"Dear Jesus, I am a sinner. I ask you to forgive my sins. I believe you are the divine Son of God. I believe you died on the cross to pay for my sin. I accept your payment for my sin. Please come into my life and give me salvation and eternal life."

Very important: Ask for the sale!

"Would you like to receive Christ as Savior right now?"

"Can you think of any reason why you wouldn't want to do that right now?"

"Could I help you to pray that prayer right now?"

Offer to help them pray...

"You may not feel comfortable or be used to praying. Let me help you. I will pray short pieces of that prayer, and if you feel like that repeat after me out loud. OK?"

Then bow heads, take hand (?...Be sensitive to Spirit's leading), begin to pray.

When finished:

"You are now a child of God."

2 Cor. 5:17...New appetites...God's Word, Fellowship with church,
Prayer.

I John 5:13...Assurance...Devil trying to get you to doubt.

Record of Salvation	
Time: _____ AM _____ PM	Date: _____ Location: _____
Name: _____ accepted Christ as his/her Savior.	
When Satan tempts you to doubt your salvation point him to the time and place of your salvation. Show him the following verses:	
John 3:16..."Whosoever"...1 John 5:13..."That you may know"...Tell Satan to leave. He has no authority in your life. Christ is now your master.	
Read God's Word, pray, fellowship with God's people, obey His commands and tell others about CHRIST.	
Signed: _____	Witness: _____

Bible, Gospel of John, *Daily Bread*.

Follow up with questions, answers...Weekly is good, more if needed.

If they say yes (When asked if they have developed a personal relationship with Jesus), say...

"Could you tell me about it?"

- The object here is to determine if he/she really does know that salvation is by grace alone or by good works.

If they answer...

"Well, I've lived a good life."

"I've never done any really bad sins."

"I've always tried to live by the golden rule."

"I'm a church member."

...Then say something like:

"Those are all very good things, but may I share with you what the Bible says about how to receive salvation and eternal life?"

Note: Not mechanical, wooden, exact.

Very much the work of the Holy Spirit

Never force an issue. You can win an argument but lose the convert.

Sometimes best to say, "Thank you very much for your time. If I can share with you later, please feel free to contact me."

2. How to Remember the Four Facts:

- All (All are sinners)
- People (Price on sin – death)
- Just (Jesus paid the price)
- Must (Must personally accept)

3. Roman Road

- a. All have sinned
 - Rom. 3:10
 - Rom. 3:23
- b. Price on sin
 - Rom. 5:12
 - Rom. 6:23a
- c. Jesus paid
 - Rom. 6:23b
 - Rom. 5:8
- d. Must accept
 - Rom. 10:9, 13

4. Assurance:

- 1 John 5:13
- John 3:16
- John 20:31

5. Receiving / Believing:

- John 1:12
- John 3:16

B. *Four Spiritual Laws* tract

III. So how do you get into a witnessing situation?

(Obviously follow the Holy Spirit's lead.)

A. Ask questions related to spiritual things.

- 1. Have you come to the place in your spiritual life where you can say you know for certain that if you were to die today you would go to heaven?
- 2. Suppose you were to die today and stand before God and He would say to you, "Why should I let you into my heaven?" What would you say?
 - a. Listen / hear
- 3. What do you think of Christ?
- 4. What do you believe about Christ?
- 5. Are you a believer yet? Or are you still on the way?

a. How far along are you?

Where do you see yourself?

b. When did you get started?

B. Questions that intrigue / spark interest

Jesus was a master at this.

(Woman at well, never thirsty!)

1. You talk like God is dead.

2. Jesus said, "Believe in me, and you will never die!"

3. Jesus said, "Drink my water; you will never get thirsty again!"

What do you think He meant?

(Listen.)

C. After even a vague reference to religion, these three questions can be used:

1. By the way, are you interested in spiritual things?

(After a yes or no, proceed.)

2. What do you think a real Christian is?

If there is still interest ask:

3. Would you like to become a real Christian now?

D. Other questions to ask:

1. Do you think heaven is a perfect place?

How close have you come to a perfect life?

If God lets you go to heaven as you are, what would happen to heaven's perfect record?

2. Do you see any hope in the bible verse 2 Cor. 5:17?

3. What is your work?

a. Find the open nerve

1) Boredom with life

2) Deep meaninglessness

3) Crippling guilt

4) Aching loneliness

5) Fear of death

IV. So where do we fish?

Bathtub?

Where the fish are.

Us as conservatives?

Ambassadors?

V. Silent Witness

A. Sick ward / Cured / Demonstrate

B. Who gets the credit?

- C. Rosalind Rinker – Obstacle between us and God
- D. Paul Little (late)... "The only time to keep silent, in my opinion, is if I have deliberately turned to sin and disobedience and have cut off my own contact with the Lord."
- E. "If we become absorbed with ourselves we will forget both the Lord and others."

VI. Bill Bright (late)

A. Two kinds of evangelistic encounters

1. Repeated

Loved one, friend, neighbor or coworker

2. Casual

Bus, plane, waitress, etc.

Usually can be less direct with (Repeated).

Take time to build relationship, friendship, trust.

show them your love and concern.

3. Two things to be aware of;

a. Don't use as an excuse to never share your faith.

(Because the relationship is not ready for it yet)

Then when the relationship is strong you can be tempted not to share faith because it may damage the relationship.

b. Super important to listen to and obey God the Holy Spirit.

He will direct.

Will we obey?

He is not amused with disobedience.

VII. "Let us"

Love

Establish rapport.

Talk about Jesus.

Use stories (if time allows).

Sequence of questions

A. Love

B. Establish rapport

C. Use stories

D. Sequence of questions

1. After a Christian event, book, magazine, CD...

a. What did you think of _____ ?

b. Did it make sense to you?

c. Have you made the wonderful discovery of knowing Christ personally?

1) Would you like to?

Listen intently to each answer.

Each question follows naturally no matter what the answer was.

2. Additional Questions

a. In your opinion, what is the greatest spiritual need in the world today?

b. Where do you see yourself on your spiritual journey?

c. How would you like to know personally the God to whom you've prayed all your life?

VIII. So what do I do about objections?

(General Guidelines)

A. Never argue.

Win battle / Lose war

B. Never try to match their expertise.

Keep on the gospel.

No one is an expert on everything.

C. Remember what your job is.

To be a witness

Seen / Felt / Heard

D. Get to the gospel ASAP.

1. Four facts

2. Roman Road

3. *Four Spiritual Laws*

4. Bridge Illustration

E. Appeal to intellectual integrity.

1. Investigate?

2. Main message?

3. 30-day Experiment?

Read Bible one hour per day for 30 days.

Before reading pray, "God, if you exist and if Jesus Christ is your revelation to man and He truly died for my sins, I want to know you personally."

4. Lord, Liar, Lunatic

5. If they reject, leave reading material.

Don't make mad / Open door for future.

IX. Do's and Don'ts

(From *Evangelism Explosion*)

After several years of hitting our heads against stone walls and finding that in many cases the same stone walls bruised our heads in the same way, we have searched for ways of avoiding the collision. Following is a list of some practical do's and don'ts that help contribute to the success of our lay evangelism ministry.

A. Don't carry a large Bible on your visit!

A New Testament **in your pocket or purse** will furnish all the Scriptures you will need. A large Bible in your lap can have the same effect as a .45 revolver. Your prospect will wonder, "What's he going to do with that?" Never show your "weapon" until you are ready to use it. At the right time you can "draw and shoot him alive!"

B. Don't give the reference when you quote Scripture.

You need to know the reference, but giving the location of each verse you use can interrupt your prospect's train of thought.

C. Do quote just the relevant portion of the verse.

For example, we use 1 John 5:13 when we affirm that the Bible was written that men might know they have eternal life. We quote only: "These things have I written . . . that ye may know that ye have eternal life." The rest of the verse would introduce matters not germane to the discussion at that point. People do not get all the meaning in a long verse. They can be easily lost. Concentrate on the portion of the verse that bears on the discussion at the moment.

D. Do anticipate objections and preclude them, if possible.

When an objection arises, deal with it in a manner that indicates that you are not threatened by it. Handle objections in a straightforward, matter-of-fact manner and return to the main course of the discussion.

E. Do stress the positive benefits of the Gospel.

Some indicate by their manner of presentation that coming to Christ is one of the greatest disasters of life. Certainly this is not the case.

F. Don't use leading questions.

If you know just a little psychology, you can get your prospect to say yes to anything. However, you cannot manipulate a person into the kingdom of God.

G. Don't use misleading questions.

For example, "Tell me, Mr. Jones, what do you think you have to do to earn your way to heaven?" Such a question misleads your prospect. He may be trusting in Christ, but you come with a voice of authority implying that he can do something to save himself. You have misled him. He may give you information he does not truly believe, and the rest of your conversation would be in vain.

H. Do start where the person is.

Do not assume that people today know very much about the contents of the Bible.

I. Do dangle your bait in front of the prospect.

Do not shove the hook down his throat.

J. Do ask permission to ask questions.

It is wise also, occasionally, to ask your prospect's permission to continue discussing the matters at hand, particularly if you sense some reticence on his part to continue. His simple "Yes" to "Would

you like me to share with you what I learned about how to get to heaven?" will preclude his seething with rage as you proceed.

K. Do ask your prospect's opinion.

He will feel more kindly toward you if you indicate that you are an intelligent person who values his opinion.

L. Do listen to your prospect talk so you can intelligently refer to statements he has made as you make your presentation.

M. Do be conservative in your estimation of what happens on your visit.

You may see a profession of faith. Only time will tell whether your prospect was born again and has really accepted the Lord and been convened.

N. Don't feel you have to secure a profession regardless of what you might have to do to get it.

High-pressure tactics are to be abhorred.

O. Do be overly modest as you talk about your church.

Do not convey the idea that yours is the only church that presents the Gospel.

P. Do avoid critical comments about other congregations, ministers, and denominations.

It is true that many are unfaithful to the Lord, but you will lose your prospect's confidence if he feels you try to build your flock by tearing others down.

Q. Do smile, especially as you ask the two commitment questions.

If you are too intense, your prospect may feel he is being pinned down and resent it.

R. Do make your exit sweet-even if the Gospel is rejected.

Remember: It is the Gospel-not you-that has been rejected. The harvest is not until the end of the world-the prospect may yet be drawn to Christ.

S. Do watch your grooming and manner of dress.

Sloppy shoes and unpressed suits do not speak well of the King you represent. Skirts that are too short can be distracting. Neatness is most important. A good rule: Dress in a way that will not draw attention away from your message.

T. Do ask a friend if you have bad breath, and encourage an honest answer.

If you have it, do something to get rid of it or your prospect will be thinking of ways to rid of you! The only thing worse than bad breath is no breath at all!

U. Don't sit in the car at the prospect's house and pray before you go to the door.

Pray before you get to your prospect's residence.

X. Illustrations

A. Do – Done

(Religion / Christianity)

Religion – Do

Christianity – Done

"To become a Christian is to humbly receive God's gift of forgiveness and to commit to following His leadership. When we do that He adopts us into His family and begins to change us from the inside out."

B. Bridge

C. Morality ladder

XI. *So, Just Walk Across the Room*

A. Muslim man

B. Character traits to help us see people as God sees them:

- | | | |
|-------------------------------------|---------------------------------------|--|
| <input type="checkbox"/> Love | <input type="checkbox"/> Patience | <input type="checkbox"/> Understanding |
| <input type="checkbox"/> Compassion | <input type="checkbox"/> Faith | <input type="checkbox"/> Tenderness |
| <input type="checkbox"/> Mercy | <input type="checkbox"/> Humility | <input type="checkbox"/> Optimisim |
| <input type="checkbox"/> Joy | <input type="checkbox"/> Self-control | <input type="checkbox"/> Good news |
| <input type="checkbox"/> Faith | <input type="checkbox"/> Kindness | <input type="checkbox"/> Wisdom |

Which traits do you have?

Which traits do you need to pray for?

Will you?

C. Your salvation / witnessing story should be brief, focussed, coherent and true.

1. Some common problems with our stories:

- a. Long-windedness
- b. Fuzziness
- c. Religionese
- d. Superiority

D. Some quotes from Bill:

Your simple, straightforward before-and-after explanation of Christ's work in your life can have profound impact. It is worth working on. It is worth getting right. It is worth falling on your knees every day to say, "God, if there is an opportunity for me to walk across a room; if there is anybody you would have me talk with about my story, it would serve as the greatest joy in my day."

True joy in the Christian adventure unfurls when you play the role that the Spirit asks you to play. Your job—and mine—is to say, "God, I am open for whatever role you might have me play. Whatever it is, I'm available to be used."

Simply put, if you are a Christ-follower, then you are called, equipped, and expected to share the gospel, no exceptions!

Friends, life is too short—for you and for those you know—for you not to show up. When the Spirit nudges you to walk across a ball field, a parking lot, a hospital room—wherever—take the risk to show up. Then take the risk to do exactly what the Spirit asks you to do, offering up any available resource so that one more person will one day be found playing catch on heaven's streets.

When you interact with people, keep your natural style in mind. As far as I know, God never advised squeezing yourself through a stiff evangelism course or walking around like a hyped-up God-

robot with one finger stuck in a socket. But we probably all know people who become evangelistic zealots and start operating incongruently with their God-given style. They talk themselves into believing that they have to be more aggressive, more verbal, more expressive, more dynamic, more whatever, in order to point someone else to Christ. It's just not true.

Oh, if only my arms could be as wide open as his! If only I enfolded people with the care and compassion that he exhibited. Just imagine what would happen in our churches if every real estate broker, carpenter, airline pilot, lawyer, homemaker, businessperson among us said, "I love my job because I'm in the people business. Yeah my pay stub is from XYZ Corporation, but my *mission* is from Christ. Because of that, I try to show Christ's care for people by throwing open my arms to the lost and the found. To the black and the white. To the rich and the poor. To the young and the old, all the while asking the Holy Spirit what he wants me to say and what he wants me to do."

When Jesus was pointing people to faith, he unapologetically told them that the life he offered was the best kind of life any human being could ever experience. In the gospel of Matthew, he compared it to a pearl of great price, which he said would be worth giving up *everything* to attain. "If you want life in all its fullness," he said, "if you want high-definition, surround-sound, heart-pounding action, there's only one place you're going to find it. A life like *that* is a life fully yielded to the God of the universe!"

I hope we'll renew our commitment to exhibiting this level of confidence and passion when talking about our faith. Is there a more important message than the one *we're* carrying to the world?

What was Jesus saying? That reflecting the heart of the Father always means leaning toward people—even lost people. (*Especially* lost people, as we all once were.) Why? Because he knew that the door to the kingdom is open to everyone. To people the world over, Jesus says, "Access is granted! You are welcome here in our little fellowship. Come on in and join us. Love and acceptance and grace await."

Friends, *this* is the profound message we get to carry to people who are standing on the other side of the room.

XII. Resources for Further Study

Just Walk Across the Room

Bill Hybels

Inside the Mind of Unchurched Harry and Mary

Lee Strobel

Going Public With Your Faith

William Carr Peel

Walt Larimore

Witnessing Without Fear

Bill Bright

How to Give Away Your Faith

Paul Little

You Can Witness with Confidence

Rosalind Rinker

The Master Plan of Evangelism

Robert E. Coleman

A Coward's Guide to Witnessing

Ken Anderson

Evangelism Explosion

D. James Kennedy

Eats with Sinners

Arron Chambers

Becoming a Contagious Christian

Mark Mittelberg

Lee Strobel

Bill Hybels

A. Apologetics / Answers to Questions

The New Evidence That Demands a Verdict

Josh McDowell

The Case for Christ

Lee Strobel

The Case for Faith

Lee Strobel