

Personal Evangelism Training Manual



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For God so loved the world that He gave His only begotten Son, that whoever believes in Him should not perish, but have everlasting life. For God sent not His Son into the world to condemn the world; but that the world through Him might be saved (John 3:16-17).



Ch. 1 What is Evangelism?

Evangelism is the sharing or spreading of the Gospel of Jesus Christ and His coming Kingdom to all humanity. This Good News must be proclaimed to everyone through the preaching of the Word as a collective body, the Church, as well as engaging others *personally* on an individual level. In other words, all Christians have a duty before God to spread this Good News as commanded by God, first to the apostles (Mark 16: 15-16), then to the Church (Acts 1:8) and to all those who become a part of the Body. They must be prepared at all times to share this message of hope (1 Peter 3:15).

The Church of God International (CGI) does not believe God is trying to save the whole world now; only God the Father can call or draw a person to His Son, Jesus Christ (John 6:44). Nevertheless, this doesn't mean we should not evangelize. God did not send His Son to condemn the world, but the world through Him might be saved (John 3:16-17), hence the need to share and spread the Gospel and the plan of God to eventually give all humanity an opportunity for salvation.

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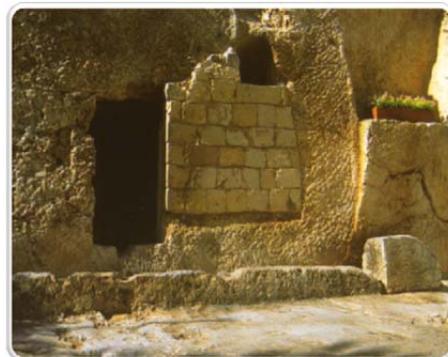
No man can come to me unless the Father who had sent me draw him; and I will raise him up at the last day (John 6:44)

What is Evangelism? (cont'd...)

CGI defines the Gospel in a two-fold manner: the life, death, burial and resurrection of Jesus, the Christ, and the coming literal Kingdom of God. Accordingly, we proclaim the message of redemption through the sacrificial offering of Jesus Christ as the Lamb of God, who takes away the sins of the world, to reconcile mankind to God and the hope of the resurrection of Jesus Christ as firstborn among many brethren (I Cor. 15:20-23, Col. 1:18). Additionally, we also proclaim the message of the soon coming Kingdom of God where Jesus Christ will reign on the earth and the saints will reign as kings and priests (Rev. 1:6, Rev. 5:10, Rev. 20:4).

John 21:15-17 *“If you love me, feed my lambs...feed my sheep...feed my ewes”*

If we love Jesus Christ, we will feed His lambs, His sheep and His ewes. In most translations, the term “Ewes” (female sheep) is not present, only in the Aramaic translations, such as the Pashita. Nevertheless the Aramaic translation of this passage gives us greater insight into this passage. Christ defined the progression of spiritual feeding: from lambs, sheep and to ewes.



The Gospel is defined as the life, death, burial and resurrection of Jesus Christ and the coming Kingdom of God.

Personal evangelism begins by feeding a lamb (i.e. a babe in Christ, I Cor. 3:1-2, Heb. 5:13), to more mature or adult sheep (Heb. 5:14) and eventually ewes or mother sheep (i.e. spiritually speaking, mother churches). The ability to feed churches, other denominations, is the ultimate goal of evangelism.

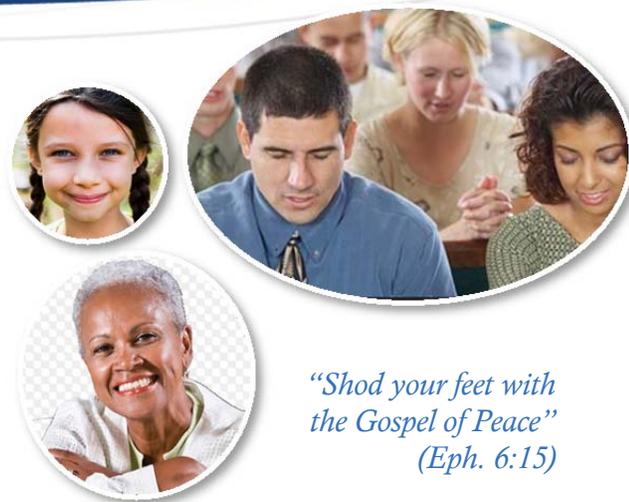
John 21:15-17



Jesus said to Simon Peter: Simon, son of Jonas, do you love me more than these? He said unto him, Yes, Lord; you know that I love you. He said unto him, Feed my lambs. He said to him again the second time, Simon, son of Jonas, do you love me? He said unto him, Yes, Lord; you know that I love you. He said unto him, Feed my sheep. He said unto him the third time, Simon, son of Jonas, love you me?...Feed my sheep (ewes).

Why Personal Evangelism?

Rom. 10:14-15 *How then shall they call on Him who they have not believed? And how shall they believe in Him who they have not heard? And how shall they hear without a preacher? And how shall they preach except they be sent? As it is written, How beautiful are the feet of them that preach that preach the Gospel of peace and bring glad tidings of good things!*



*“Shod your feet with the Gospel of Peace”
(Eph. 6:15)*

Personal evangelism then must be seen as the interaction, on one’s part, with others in sharing and explaining the Good News of the Coming Kingdom. Undoubtedly, it is the most effective way to preach the Gospel and forms the nucleus of any organization’s quest to reach those whom God is calling.

Our personal testimony and example to the world is a powerful witness of faith in action. With proper training and motivation, Christians can be effective in personal evangelism. This in turn, will assist Christians in their own spiritual development, enabling them to put on the garments of Salvation and the robes of Righteousness (Is. 61:10) and ultimately producing spiritual offspring (I Cor. 4:15, Gal. 4:19).

Matt. 10:8 *Freely you have received, freely give*

We have received the greatest gift an individual can receive from their Creator, the gift of Salvation. Since God has shown us mercy, giving us the joy of His salvation and upholding us with His free Spirit (Ps. 51:12), then we should teach transgressors His ways and sinners shall be converted unto Him (Ps. 51:13).

With our calling, we have also learned about the Gospel of Jesus Christ, the Kingdom of God, the true meaning of life, why we were born, and our incredible human potential. This is life-saving knowledge! As others have shared the Gospel with us, we in turn need to share the Gospel with others. Through personal evangelism, a Christian can “shod their feet with the Gospel of peace” (Eph. 6:15).

How beautiful are the feet of those who bring good news and publish peace, that brings good tidings of good and publish salvation (Is. 52:7).

Proverbs 31 is the Bridegroom’s Wish List regarding His future Bride. One of the qualities of His future Bride is that “all her household is clothed with double garments” (Prov. 31:21). The double garments refer to the Garments of Salvation and the Robes of Righteousness (Is. 61:10). The righteous acts of the saints are acts of charity, while the garments of salvation require the preaching of the gospel.

This also means when we share the good news of salvation, we also “bind up the brokenhearted, proclaim liberty to the captives and the opening of prison to those that are bound” (Is. 61:1).

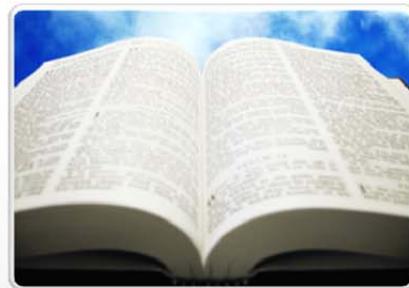
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Motivation for personal evangelism

John 21:15-17 “If you love me, feed my lambs...feed my sheep...feed my ewes”

Our ultimate motivation for personal evangelism is love for Jesus Christ and God the Father. If we love Him, He asks simply that we feed His lambs, sheep and ewes. Moreover, these are additional motivations for personal evangelism:

- **Our Commission as Christians:** Christ commissioned His disciples to share the good news of the Kingdom of God (Matt. 10:5-7, Matt. 28:19-20, Mark 16:15-18, Luke 9:1, Luke 10:1-9) and as followers of Christ, we are commissioned to share the Gospel with others.
- **To do God’s Will:** John 4:34 As Jesus said, “My meat is to do the will of Him who sent me and to finish His work”, so to is “our meat to do the will of Him who called us and finish His work”.
- **To demonstrate brotherly love:** 1 Thess. 4:9 Brotherly love should motivate us to share the Gospel with our neighbours. We must nurture and feed new Christians with the sincere milk of the Word (I Pet.2:2) until Christ is formed in them (Gal. 4:19).
- **To be spiritually clothed:** Put on the garments of Salvation and the robes of Righteousness (Is.61:10). Feet shod with the gospel of peace (Eph. 6:15).
- **To produce spiritual offspring:** For though you have ten thousand instructors in Christ, yet you have not many fathers; for in Christ Jesus I have begotten you through the Gospel (I Cor. 4:15);



The Calling of God

The Providence and Calling of God:

“No man can come to me except the Father who has sent me draw him; and I will raise him up at the last day” (John 6:44).

In almost every example of evangelism in the book of Acts, the providence of God is clearly demonstrated.

Effective evangelists rejoice in and are motivated by the providence and calling of God (John 6:44).

We understand that God’s calling is powerful and effective and when we do our part in evangelism (Rom. 10:14-5) that God will supernaturally open the mind of that person.

It is God who gives the increase: **I have planted, Apollos waters; but God gave the increase (I Cor. 3:6).**

(continued)

Prepare Yourself for Evangelism

II Tim. 2:15 Study to show yourself approved unto God, a workman that needs not to be ashamed, rightly dividing the Word of truth.

I Pet. 3:15 But sanctify the Lord God in your hearts; and be ready always to give an answer to every man that asks you a reason of the hope that is in you with meekness and fear.

Eph. 2:10 For we are His workmanship, created in Christ Jesus unto good works, which God has before ordained that we should walk in them.

- The principle of preparation applies to both individuals and congregations. Individuals must prepare themselves to be able to teach, or to lead those seeking the truth to those who are able to teach. But congregations must also be ready to assimilate new converts into the family of God where they can be nurtured and protected during a vital stage of their newfound life.

Prayer is Vital for Success

Col. 4:2-3 *Continue in prayer, and watch in the same with thanksgiving; withal praying also for us, that God would open unto us a door of utterance, to speak the mystery of Christ, for which I am also in bonds.*

- Faith is the substance of things hoped for the evidence of things not seen (Heb.11:1). Personal evangelism requires faith and therefore we need to

pray in faith for the success of our evangelistic efforts.

- The success of our evangelistic efforts will be tied to the level of prayers that we engage in. Be anxious for nothing; but in every thing by prayer and supplication with thanksgiving, let your request be made known unto God (Phil. 4:6).
- The harvest is great, but the labourers are few: **pray you** therefore that the Lord of the harvest would send forth labourers into His harvest (Mat. 9:37-38, Luke 10:2).
- How can one effectively evangelize if they are not constantly praying to the Father for success, encouragement, focus and blessings.



The harvest is great, but the labourers are few: pray you therefore the Lord of the harvest would send forth labourers into His harvest (Matt. 9:37-38).

Prepare the Soil

Matt. 13 Parable of the Sower discusses the different types of soil, from rocky ground, thorny ground to fertile ground.

There's always a sense of urgency to deliver the Gospel or Word of God to the called out ones; but in so doing, we must be prepared for what lies ahead. The Gospel (of the Coming Kingdom) will reach those who will respond, plus those who may want to but have to deal with the distractions, and those who refuse steadfastly to heed it. We have all been admonished to study the Word to show ourselves approved before God. The person who desires to share God's Word must be equipped spiritually (studying the Word) and physically (of sound mind) to be ready to take on such a task. **The soil has to be prepared or fertilized through acts of kindness, assistance, wise advice & counseling.**

This task is endless once it is started because we must be prepared to go all the way, but recognizing when there's a need to discontinue; be conscious of the red flags or the stops signs along the way.

Jer. 4:3 Break up your fallow ground, and sow not among thorns.



Hos. 10:12 Sow to yourselves in righteousness, reap in mercy; break up your fallow ground: for it is time to seek the Lord, till He come and rain righteousness upon you.

The person engaged in personal evangelism must be cognizant at all times that there will be those who initially are interested in God's way -- representing the rocky ground -- they receive the message with joy but they do not have deep roots (Matt. 13:20-21). When the trials come, they are easily swayed to give up their faith or walk with God. The thorny soil depicts those who also accept the Word of God, but the cares of this world are thorns in their life that choke out real growth (Matt. 13:22). They're so distracted by the cares of this world that they are unable to grow in the grace and knowledge of God. And finally, the fertile ground represents the one who hears, acts, and understands the Word and makes every effort to allow God to accomplish His will in one's life by bearing much fruit (Matt. 13:23).

Sow the Seed (The Word of God)

Gal. 6:8 He that sows to the Spirit shall of the Spirit reap life everlasting.

- Make a list of prospects whom you believe represent fertile soil and sow the Word of God in the lives of those around you.
- The Word of God is likened to a “seed to the sower, or bread to the eater” (Isaiah 55:10-11).
- Man shall not live by bread alone but by every Word that proceeds from the mouth of God (Mat. 4:4, Luke 4:4, Deut. 8:3)
- The Gospel of Jesus Christ is the power of God unto salvation (Rom. 1:16).
- Be ready always to give an answer to every man that asks you a reason of the hope that is in you with meekness and reverence (I Pet. 3:15). You must remember that your part is to be prepared to give an answer of the hope that lies within you...and leave the rest to God.
- Our speech and presentations are not going to convert people to God, rather the life changing power of His Word and the Spirit of God (for it is God who grants repentance unto salvation, Rom. 2:4)

II Cor. 9:10 Now He that ministers seed to the Sower both minister bread for your food and multiply your seed sown and increase the fruits of your righteousness.



Don't be Discouraged, Consider the Type of Soil

Gal.6:9 *And let us not be weary in well doing; for in due season we shall reap if we faint not.*

- In the Parable of the Sower (Matt. 13:3-8, 18-23, Luke 8:5-15) we see that the same seed, when sown, produces different results. Only one of the four seeds bore fruit! This illustrates with whom the responsibility of hearing the gospel lies and that is on the person being evangelized not the sower of God's Word. If the seed does not bear fruit it is the soil or person that is responsible. Remember, in the end it is God who opens the mind of an individual and that it is the individual's responsibility to heed the Word and sow the Word in his life.
- What is the significance of understanding this perspective? First, we acknowledge that while we have the responsibility to evangelize, it is with the understanding that the Holy Spirit of God draws the person and we simply must find joy in doing our part to communicate God's Word. Second, in evangelism we focus on sowing the word and not the success we have in numbers of conversions. Remember, evangelism is also about being a witness of God's word not just a numbers game.

Quite Often, One Sows and Another Reaps.

- Jn. 4:35-38 teaches us that evangelism does not always achieve immediate results. We see that evangelism involves both sowing and reaping. Therefore, even though it may appear that you are getting nowhere, you may actually be preparing the spiritual ground for another to reap a spiritual harvest!
- Don't be discouraged because a person doesn't seem to respond right away. It takes time to break up the fallow ground of a hardened heart or hardened beliefs. Your efforts together with God's Holy Spirit, will work together in preparing that person's heart to receive the implanted word in due time.
- Ultimately, it is God who gives the increase.

1 Cor. 3:6 I have planted, Apollos waters; but God gave the increase.

Ch. 2 Increasing Opportunities to Share the Gospel (Creating an Inviting Congregation)

What are some of the practical techniques and approaches we can take to evangelize?

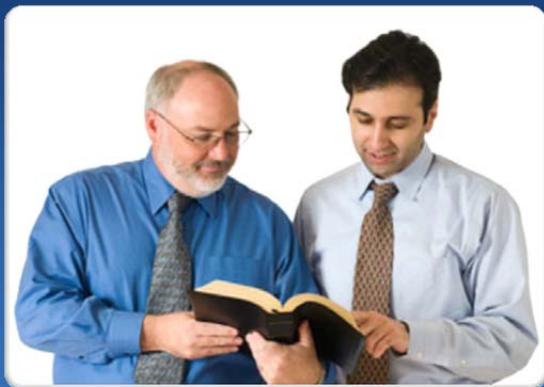
The Institute For American Church Growth asked over 10,000 people this question: "What was responsible for your coming to Christ and this Church?"

- I had a special need – 3%
- I just walked in – 3%
- I liked the minister – 6%
- I visited there – 1%
- I liked the Bible Classes – 5%
- I attended a gospel meeting - .5%
- I liked the programs – 3%
- **A friend or relative invited me – 79%**

What is the conclusion of this study? If churches are to grow, it will be through the efforts of individual members!



In addition to efforts designed to reach people "en masse" (via television, radio, internet social media, public bible studies and seminars, etc.), we need to utilize the personal contacts made through church members. In other words, the ideal would be to provide a "two-pronged" approach to evangelism: public evangelism and personal evangelism. Unfortunately, when special efforts are made to reach out to the public at large, the tendency in congregations is to neglect the opportunities for personal evangelism.



For personal evangelism to be successful in the long run, a warm and loving congregation must be built for future spiritual growth and retention. John 13:35 says, *"By this all men will know that you are my disciples, if you love one another."*

Create An Inviting and Caring Congregation

- For personal evangelism to be successful in the long run, a warm and loving congregation must be built for future spiritual growth and retention. John 13:35 says, *“By this all men will know that you are my disciples, if you love one another.”*
- Our love will open doors and build a nurturing place of growth. If we are a church that is reaching others with the gospel, assimilating them into the Church of God, and nurturing their spiritual growth, then the Lord will bless our efforts and open doors.
- Finally, it is important to practice hospitality towards Christians because it prepares us for the kind of personal work that is the most effective in leading other to Christ. I am referring to “friendship evangelism” also known as “relationship evangelism”, which will require a willingness to be hospitable and giving to those we are trying to reach (Rom. 12:13, I Pet. 4:9). If we are unable to practice hospitality towards our brethren, what makes us think we will practice it towards those whom we bring into the church?
- **Some steps to being a welcoming congregation:**
 - **Make it a point to get to know all the members and regular visitors by name.**
 - **Make a church directory and begin to place names with faces.**
 - **Try to learn someone new at each service until you know them all.**
 - **Practice hospitality towards the members and regular visitors.**
 - **Visit other Christians each week, especially the sick, shut-ins, new members, absent members.**

Make A List Of People You Would Like To See Evangelised

- Making a list may seem unnecessary but it actually helps us to focus and remember those we hope to reach for the Lord. Keep the list handy where it is visible.
- Start with those who are close to you and work outwardly. As the saying goes, “Always pick the low hanging fruit first”.
 - Family (Relatives)
 - Friends
 - Coworkers
 - Neighbors
 - Relatives of Church members
 - Regular visitors to the services of the church
 - Casual acquaintances
- Limit this list to 5-8 people to keep the evangelism manageable and realistic.

Pray For These People On Your List Daily

Col. 4:2-3 “Continue in prayer, and watch in the same with thanksgiving; withal praying also for us that God would open unto us a door of utterance to speak the mystery of Christ.”

Why pray? First, that God will work together with you and bless your efforts.

- To give you opportunities to do good for them.
- To give you the wisdom to make the most of those opportunities.
- To give you boldness to say what needs to be said.
- To give you the opportunity to speak to those on your list.
- To give you attentive and open hearts to receive the word.

Remember, it is God who gives the increase when it comes to evangelism. So though we may work as though it all depends on us, let us pray because it all depends upon God!

Do Things Which Demonstrate Your Love For Them

I Thes. 3:12 And the Lord make you to increase and bound in love one toward another, and toward all men, even as we do toward you.

“People don’t care how much we know until they know how much we care!” Acts of kindness and concern builds relationships and trust. A person is more likely to be receptive to the Gospel when they know you have their best interest at heart (1 Pet. 2:12 They may by your good works which they behold glorify God in the day of visitation). In other words, our acts of kindness breaks up the fallow ground and prepare the soil to be as receptive as possible when the seed is sown.

Some action steps to take might be:

- **Invite them home for dinner or coffee/tea.**
- **Visit them, especially in times of trial or sickness.**
- **Do things with them on a social level.**

In other words, simple **hospitality** and **neighbourliness** will go a long way in giving you the opportunity to do good towards others. And when people see the principles of the Gospel practiced in our daily lives, they will be more likely to believe in the truth of the Gospel.

Invite Those On Your List To Attend Services

There are several good reasons for wanting them to attend the services of the congregation

- They will or should have an opportunity to see a caring congregation in action (combined with your own demonstration of love).
- They more likely have an opportunity to be presented with the Gospel
- If they are attending regularly before conversion to Christ, they will more likely continue to attend after their conversion.
- Don't forget to show hospitality when they come to services and to invite them home for dinner or calling them after they have attended services.

Finally, we are ready for the most important step in all our efforts.

See They Have An Opportunity To Hear The Gospel

Ideally, this will come after witnessing a demonstration of the gospel in our lives.

- By our love, hospitality etc.
- Both as individuals and as a congregation.

If you feel comfortable in discussing it with them, then approach them yourself and suggest some sort of Bible study. Either of these two suggestions may be effective.

- A Bible study with them in their home (using aids like DVDs or tracts, or simply your Bible).
- That they study on their own with the aid of a Bible correspondence course

If you do not feel you are yet confident in approaching them concerning a study, or in conducting it yourself, there is still much good that you can do:

- Bring it to the attention of members who are able and willing to teach
- Provide opportunities for the teacher and the prospect to become better acquainted, and the teacher can take it from there.

CONCLUSION

These suggestions are offered with a firm conviction that if they will be carried out, opportunities to share the Gospel will be greatly increased! (Also with the hope that you will accept the challenge to implement these suggestions).

This approach is not only the most successful in reaching people, but it is also one of the most natural and easiest ways to reach those in darkness. Remember, the survey by the Institute For American Church Growth? One does not even have to be able to teach to be effective in leading others to Christ! One simply has to be a **friend** to Christians, our neighbours and our circle of influence.

And even if we do not convert others to Christ...

- We will have fulfilled our obligation to share the Gospel of Jesus Christ and the Kingdom of God with others
- We will have done it in such a way as to become better Christians, a better Congregation, better friends, better neighbours, better co-workers, etc.

SUGGESTIONS FOR IMPLEMENTATION BY A CONGREGATION OR A FEW INTERESTED INDIVIDUALS:

- Have those interested in being involved meet together on a weekly or monthly basis
- Encourage one another to **SET GOALS** for the coming month and write it down
- Pray about them, together and on your own throughout the month
- Share ideas for goals, for example:
 - ✓ Have over or visit one person or family from the congregation
 - ✓ Make a list of individuals to begin praying over them
 - ✓ What you plan to do to demonstrate your love and concern for those on your list
 - ✓ Who you will invite to services
 - ✓ What visitors you will call, visit, etc.
 - ✓ Who you will offer to have a bible study, or put in contact with someone who will follow-up with a bible study

At each monthly meeting:

- Share and discuss how the goals are being met
- Set new goals for the coming month
- Write them down and pray about them

This simple program should easily increase opportunities to share the gospel and bring others to Jesus Christ!



Ch. 3 Building Courage to tell Others About Christ (The Indirect Method)

After lack of motivation, a major reason why more people do not engage in personal evangelism is the fear of rejection. Afraid of being turned down, laughed at, or looked upon by others as “religious fanatics” has hindered many Christians in their efforts to tell others about Christ.

How does one overcome the fear of rejection? The following thoughts may be helpful...

TRY TO PLEASE GOD, NOT MAN

We should keep in mind the words of the apostle Paul who in Gal. 1:10 wrote, **“For I do now persuade man or God? Or do I seek to please man? For if I still pleased man, I would not be a servant of Christ.”**

If we are serious in our desire to be servants of Christ, then we must make sure it is God we are trying to please and not man. This is not to suggest that we give no thought as to how to be more pleasing in our demeanor or presentation of the Gospel, but it does mean that we should be more concerned about what God thinks, rather than what people may think.



I Tim. 2:24-26 A servant of the Lord must not strive; but be gentle to all men, apt to teach, patient, in meekness instructing those that oppose themselves; if God peradventure will give them repentance to the acknowledging of the truth; and that they may recover themselves out of the snare of the devil, who are taken captive by him at his will.

PRAY FOR BOLDNESS

Paul was one who wrote about his own fears when it came to sharing the Gospel with others (I Cor. 2:1-3). But he believed in the power of prayer to provide boldness and solicited the prayers of other as well in this regard (Eph. 6:18-19). In this he was not alone, for when Peter and John had been threatened, they returned to their company and together prayed for boldness, and the Lord answered their prayer (Acts 4:29-31).

So as we prepare ourselves to engage in person evangelism, if we find ourselves lacking courage, then let our preparation include diligent prayer for boldness. Even as you walk up to the door, or approach someone you plan to invite to services or to offer a Bible Study, say a short prayer asking God to give you the boldness necessary to say what you have planned to say.

STEPS IN BUILDING COURAGE TO TELL OTHERS ABOUT CHRIST

STEP ONE – Start out sharing the Gospel in an Indirect Way (through tracts, booklets, magazines, etc.)

Select some tract or booklet that you feel are good and carry them in your pocket, purse or car.

- When you go to a public place, such as a restaurant or mall, leave it on the table with your tip, or give out a few tracts to individuals sitting at the food court in the mall or public place.
- When you write send a letter or card to a friend, drop in a tract that will benefit them. Even include a tract in one of your bills that you pay!
- Leave a tract in a phone booth, the restaurant, on the seat of a bus, or taxi, in a rest room, waiting room at the doctor's office, etc.

Eccl. 11:6 In the morning sow your seed, and in the evening withhold not your hand: for you know not which one shall prosper, this or that, or whether they both shall alike prosper.

What happens to the tract no longer concerns you, once you have sown the seed and done what you are suppose to do. It may be thrown in the garbage or the janitor or cleaning lady may take it home and a neighbour may come over and read it. In one testimony, a custodian was cleaning a bathroom, saw a tract and read it. He later obeyed the gospel and is today a gospel preacher! In another case, a woman who was visiting her daughter, saw a tract on the coffee table that had been sent through the mail, the mother read it and contacted the person who sent it, later obeying the gospel (even though her daughter the original recipient of the tract had no interest in it!).

STEP TWO – Let your Light shine naturally when around non-Christians (Matt. 5:16).

Let your actions and speech reflect your Christianity. There is a difference between doing things to be seen **of men** (which is condemned by Jesus) and doing things to be seen **by men** (which is commanded by Jesus in Matt. 5:16).

- Through charitable works we can let our light shine. Get involved in charitable works in your local community to reach out to your “neighbours”.
- When you eat in public places, offer thanksgiving for your food. This can be done silently with a bowed head.
- Keep a Bible with you at all times (and don’t be ashamed to be seen reading it on the bus or public places). Keep a Bible on your desk at work, in your purse, pocket or car. Keep a Bible handy and read it as you have the opportunity.
- Let your speech be always with grace, seasoned with salt; that you may know how to answer every man (Col. 4:6). Our speech should reflect our faith. Casually make mention of things which indicate your faith in God. For example, a friend at work has confided in you with a problem, and you tell him with all sincerity, “I will keep you in my prayers”. In everyday conversation with friends and co-workers, bring up topic discussed in the sermon, or a topic of faith. In making plans with others, use the expression...”Lord willing...” (James 4:15). And give credit to God when the occasion calls for it.

Casual conduct and expressions like these (done sincerely) not only help to build courage, they often serve as “door openers” for people to inquire about your faith.



Let your light shine
before men that they
may see your good
works and glorify your
Father who is in
heaven (Matt. 5:16).

STEP THREE – Identify who you are and personally hand your friend (or a prospect) a tract, booklet, magazine or DVD.

You are not directly teaching yet (only using “indirect” teaching methods), but you are beginning to face people.

Some examples of how this can be done:

Give a tract to a friend and say...

- “This is a short explanation of the gospel of Christ. We’ve been friends for sometime now and I would like for you to read this and tell me what you think.”
- “I’d like to share something with you. What do you think of this article?”

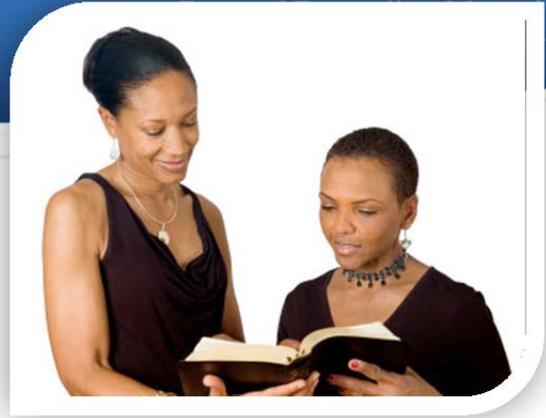
If they are interested in studying the Bible...

- Would you be interested in studying the Bible together and discussing the scriptures at your home or at a coffee shop?
- Offer to give them a DVD on a sermon or subject and ask them if they would be interested in hearing what the Bible says about ... (a particular topic).

CONCLUSION

At this point, you are actively involved in sharing the Gospel with others, even though you are using **Indirect Methods**. From here, you may decide to try to set up home studies to be taught by yourself, or to set up studies for others to teach.

Ch. 4 Principles for Teaching in Evangelism (The Direct Method)



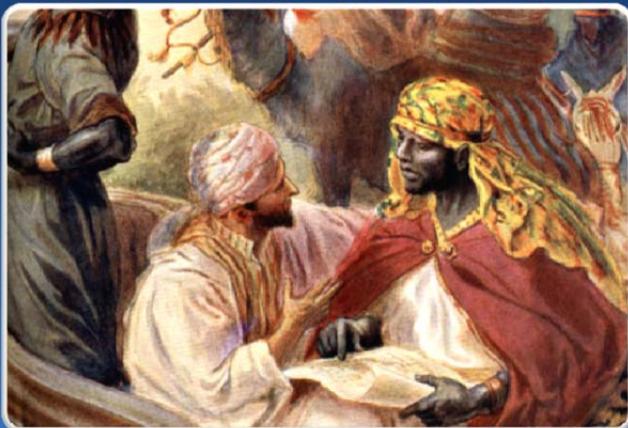
When you are ready go begin teaching others directly, have an idea of what material and method (multi-lesson, casual bible studies, seminars, etc.) you plan to use.

There are several principles to keep in mind that can increase the likelihood of success. For example, rather than getting into religious discussions when it is not convenient (such as at work), always think in terms of turning religious inquiries into an opportunity to set up a class or home study with the person. There are several advantages of doing this:

Those who are not seriously interested in spiritual matters will not consent to a study; therefore, this will distinguish between the truth seekers and those who are not as serious about their search for the truth.

- It gives you time to carefully prepare your “lessons” or bible studies
- A discussion of religious matter is more productive when there is ample time, and the Bible is open to answer any questions
- There will be fewer hindrances should the person decide to obey the gospel at that time

Setting up a class is easy, just ask the individual! If the person says no, then just leave them with an open invitation to a class anytime in the future.



And Philip ran to him and heard him read the prophet Isaiah, and said, Do you understand what you are reading? And he said, How can I, except some one should guide me?

(Philip to the Ethiopian Eunuch, Acts 8:30-31)

SEEK FIRST TO UNDERSTAND, THEN TO BE UNDERSTOOD

This principle is key to any effective communication, whether it occurs in business, family relationships, or religious discussions. Applied to teaching others, it would involve:

- Asking questions, then listening carefully to what the other person is saying
- Occasionally repeating what they say, to make sure you properly understand them
- Endeavouring to know their belief, doctrine, argument or position, as well if not better than they do themselves
- Putting yourself in their place, imaging what they must feel like to have their cherished beliefs challenged.

This will not only improve your ability to effectively communicate with them, but will also increase the likelihood they will reciprocate by carefully listening to you!

DISAGREE WITHOUT BEING DISAGREEABLE

People will frequently disagree with you, though some may later change their minds. How can we disagree without being disagreeable? How can we discuss religion without getting into arguments that generate a lot of heat but little light? Here are suggestions based upon the Scriptures:

II Tim. 2:24-26 A servant of the Lord must not strive; but be gentle unto all men, apt to teach, patient, in meekness instructing those that oppose themselves; if God peradventure will give them repentance to the acknowledging of the truth; and they may recover themselves out of the snare of the devil, who are taken captive by him at his will.

- Maintain a spirit of gentleness and humility, especially when you correct others (Gal. 6:1, II Tim. 2:25)
- Refuse to be drawn into religious quarrels; if a discussion degenerates into a heated one, cool the situation down and suggest a bible study at another time (2 Tim. 2:16, 23).
- Remember: A soft answer turns away wrath (Prov. 15:1-2)
- Be patient with all and never revile in return (Lev. 19:14, I Pet. 2:23).

2 Tim. 2:23 But foolish and unlearned question avoid, knowing that they produce strife.

Lev. 19:14 You shall not curse the deaf, nor put a stumbling block before the blind.

ANSWER QUESTIONS BY LETTING THEM READ IT IN THE BIBLE FOR THEMSELVES

Heb. 4:12 For the Word of God is quick and powerful, and sharper than any two-edged sword, piercing even to the dividing asunder of soul and spirit, and of the joints and marrow, and is a discerner of the thoughts and intents of the heart.

When people ask questions, **it is best to answer them with Scriptures**. It is important that we rightly handle the Word of God by building precept upon precept (Is. 28:10 For precept must be upon precept, precept upon precept; line upon line, line upon line; here a little, and there a little). Through the multitude of counsel (i.e. Scriptures), a thing is established (Prov. 15:22).

Use an **open Bible** to answer their questions. Better yet, have them read it out of their own Bibles. There are several reasons for doing this:

- They are more likely to understand the point you are trying to make if they can both read it and hear it.
- It is hard for them to disagree with what they can read for themselves in the Bible.
- You gain their respect and confidence that you are only teaching the Word of God and not the ideas of men (John 3:34, John 7:18).



II Tim. 3:16 All scripture is given by inspiration of God and is profitable for doctrine, for reproof, for correction, for instruction in righteousness, that the man of God may be perfect, thoroughly furnished unto all good work.

USE DIFFICULT QUESTIONS TO SET UP FUTURE STUDIES

I Cor. 13:9-10 *For we know in part and we prophecy in part. But when that which is complete has come, then that which is in part shall be done away with.*

A fear many people have in teaching others is that they will be asked a question for which they do not know the answer, after all you have been taught to “Be prepared to give an answer to every man that asks you a reason of the hope that is in you...” (I Pet. 3:15). But such difficult questions can be advantageous if handled properly! Here is how:

- If you do not know the answer to a question, do not pretend to know. You will gain greater respect for your honesty in admitting you need to study the matter further.
- Use difficult questions as a reason to continue the study on another occasion. Explain that in order to give a full answer, the question deserves to be studied in depth and you will come back another time. This will set up your next study session.
- You should encourage the person to also search out the matter, for “it is the glory of God to conceal a matter, but the honour of kings to search out a matter” (Prov. 25:2).
- What might at first appear to be a stumbling block in your teaching session or bible study, may actually be a stepping stone for growth! Remember, “iron sharpens iron” (Prov. 27:17).



OVERCOMING OBJECTIONS

“Be ready always to give an answer to every man that asks you a reason of the hope that is in you with meekness and fear” (I Pet. 3:15).

I. Basic Attitudes in Handling Objections:

- **Avoid Arguments** – There is a way of presenting your position without being argumentative. Strive to be clothed with humility and not respond to questions that are designed to rile you up. Learn to skilfully steer the discussions towards positive points, answering questions with scriptures. Ask the individual to read the scripture and ask them what does this scripture mean.
- **Show a Positive Attitude** – You can meet objections by saying, “I’m glad you asked that question!” We need to encourage the prospect to express their inner feelings and doubts. This will help you figure out what stumbling blocks are preventing them from committing to the faith or understanding the truth.
- **Use Sincere Compliments** – If the person you are speaking to becomes irritated or hostile, a sincere compliment or positive reinforcement is helpful in reducing tensions. Never raise your voice or become emotional in a discussion. For example, “John, it is clear from your questions that you are a thoughtful and well-read individual who is interested in discovering the truth”.

II. Basic Methods of Handling Objections:

- **Pray** – “Pray always with all prayer and supplication in the spirit...for me that utterance may be given unto me, that I may open my mouth boldly, to make known the mystery of the Gospel” (Eph. 6:12, 18-19). Pray before you speak to others for it is God who grants the repentance to the acknowledging of the truth (II Tim. 2:25). Pray Eph. 1:17-18 “May the God of our Lord Jesus Christ, The Father of Glory, give unto you the spirit of wisdom and revelation in the knowledge of Him; May the eyes of your understanding be enlightened that you may know what is the hope of His calling, and the riches of the glory of His inheritance in the saints.”
- **Preclude Objections** – Try to address an objection before it is raised. This helps to eliminate a negative, combative spirit. By anticipating objections ahead of time, you are prepared with an answer that will shed light on the question and remove stumbling blocks to their spiritual understanding.
- **Postpone** – If an objection is raised, you must decide whether it is essential to answer it before you can continue or whether this objection can be dealt with later on. Remember, if you do not know an answer to a question, it is a good opportunity to use the difficult question to set up future studies.
- **Promptly Answer** – If you are faced with an objection to an essential aspect of the Gospel and you would not be able to continue without responding to it, then answer the question as quickly as possible and return to your presentation topic. For example: “I’m glad you asked that question, let’s take a look at some scriptures that shed greater light on the matter...” Then redirect the conversation back to the main presentation.
- **Promise to Research and Return** – If you don’t know the answer to a question, promising to study into the matter shows you respect the individual’s question or concern and suggest another study on a later date.

HOW SHOULD YOU DEAL WITH DOUBTS, FEARS AND LACK OF COMMITMENT?

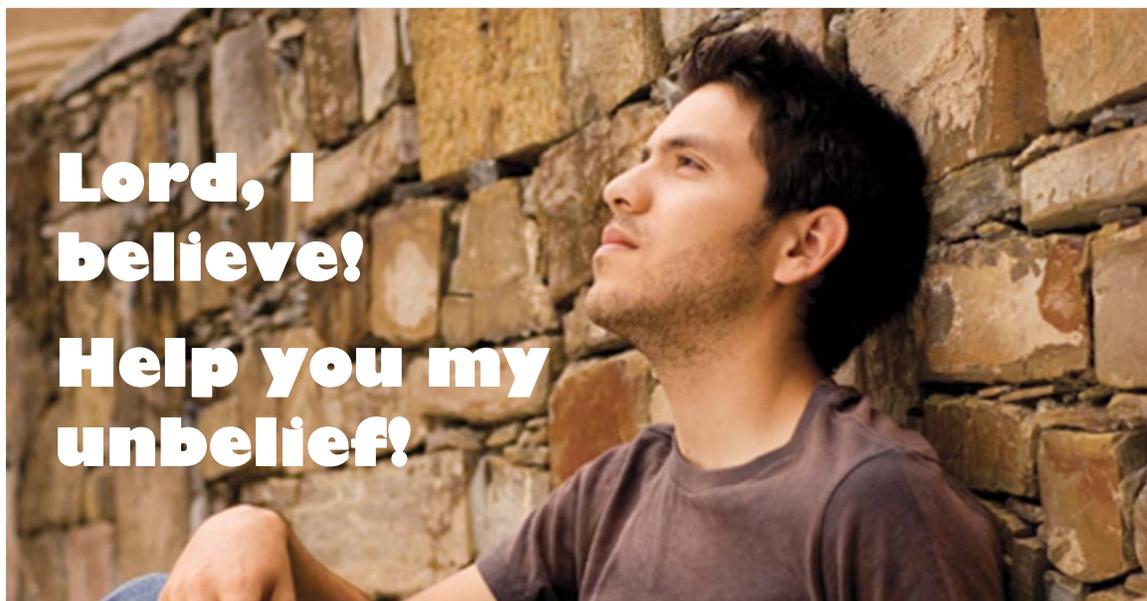
God has not given us a spirit of fear to inhibit our efforts in carrying out his work. Likewise, the person being evangelized should be assured that God is always with them from the start and has pledged to be with them to the end (Matt 28:20).

Doubts will be often times present. Even people who saw Jesus face to face had doubt (Thomas). Those persons that fall into doubt will need a lot of encouragement and guidance to get out of that frame of mind. This should be done with caution, tact, and sensitivity to avoid aggravating the situation.

Commitment is an ideal that comes over time and not instantaneously. Again, the person will need to be nurtured and exposed to practical examples to bring out the need to show commitment. Numerous examples are in the scriptures (parable of ten virgins, the talents etc.) can be used to demonstrate what God expects from those whom He calls.

Certainly we should be willing and ready to answer objections that are raised. But we should also be careful not to apply undue pressure. While we want to encourage others to obey the Gospel, we must make sure that the decision is theirs. **Offering to PRAY with the individual regarding their doubts and concerns is a way to gently encourage them in their spiritual walk.**

So be careful to let the Gospel of Christ be the converting power, not the “persuasive words of human wisdom” (I Cor. 2:4). If a person understands what the Gospel says, a simple request accompanied with an earnest plea for obedience to Jesus Christ should suffice. Trust in God to draw a person to Christ (John 6:44) and have faith that despite the doubts God is in control and will call those He chooses.



CLOSE EFFECTIVELY

After you have presented the material in your lesson(s), you need to ask for a response or feedback. This can often be the most difficult part of teaching, for you are asking the person to make a judgment about what they have heard, and to make a decision as to whether they will accept the truth. To close effectively, you might ask the person the following questions or share these insights:

- Is there anything I have said that you do not understand? Or does this make sense to you?
- Have I been teaching you anything other than what the Bible teaches?
- Encourage them to: “Prove all things; hold fast to that which is good” (I Thes. 5:21).
- How can you strengthen their relationship with Christ and commitment to the Christian way of life? (lead by example, pray with them to perfect that which is lacking in their faith, I Thes. 3:10).
- Remind them that “The Word is a Lamp to our feet, a light to our Path” (Ps. 119:105). Let God’s Word enlighten our understanding of the truth.
- And when we follow the truth, the truth sets us free (John 8:32) from old beliefs and misconceptions and a way of life that was hopeless and full of despair.
- Lead them to repentance: discuss sin and its negative consequences in life; show them there is a better way.

Assuming that the person answers you favourably, accepting the truth you have shared, then it is time to make the actual request. A simple and direct question is all that is necessary: **“Would you like to accept Jesus Christ as your Lord and Savior and be baptized for the remission of your sins?”**

If the person says, **YES**, then take things to the next level and make arrangements for an elder to visit them for counseling in baptism.

But if they say, **NO**, then ask them **WHY**. If they say they are not yet ready to make a commitment to Christ, find out what is holding them back. Often times it is the concern that they do not have the strength to leave their old life behind and be a new creation in Christ Jesus (Rom. 6:4). They do not understand the transformative power of the Holy Spirit, or that God will grant them a “new heart and a new spirit” (Ezek. 36:26). Take the time to address their concerns with scriptures of encouragement.

CONCLUSION

Personal evangelism is an exercise in selflessness, commitment, and determination to reach as many people as possible with the life-saving Gospel in a hopeless and sin-sick society. It is a gift from God to the individual, and to the church, for its edification and for the glory of God.

Members engaged in personal evangelism are motivated by providence, recognizing that God is calling many to repentance and that their efforts are worthwhile, meaningful and significant, no matter how small, in God's desire to bring many sons and daughters to glory. It is with this understanding that they must accomplish what they have set out to do with resilience, tenacity, and self fulfillment, being cognizant of the fact that all they will achieve is not through their own efforts, but that of the Almighty.

What God is promising to his saints is too much an awesome future not to share it with others. Personal evangelism is a powerful witness to relate to others the great hope God has given to his people; this hope is the answer to everything in this vast universe, and what better way to make it known than to tell the person sitting or standing next to you.

The harvest is great, but the labourers are few: pray you therefore that the Lord of the harvest would send forth labourers into His harvest (Mat. 9:37-38, Luke 10:2).



SUGGESTIONS FOR IMPLEMENTING A PERSONAL EVANGELISM PROGRAM:

- Have those interested in being involved meet together on a monthly basis
- Encourage one another to **SET GOALS** for the coming month and write it down
- Pray about them, together and on your own throughout the week or month.
- Share ideas for goals, for example:
 - ✓ Have over or visit one person or family from the congregation
 - ✓ Make a list of individuals to begin praying over them
 - ✓ What you plan to do to demonstrate your love and concern for those on your list
 - ✓ Who you will invite to services



- ✓ What visitors you will call, visit, etc.
- ✓ Who you will offer to have a bible study, or put in contact with someone who will follow-up with a bible study

AVAILABLE RESOURCES

Tracts

CGI Bible Correspondence Course

Prevail Magazine

DVDs

Invitations to Church

Postcard Flyers

Power Points Presentations (for home studies & seminars)

SOURCES:

Parts of this material have been adapted and modified from “Evangelism Made Personal” by Mark Copeland, 2001. Written and Edited by: Horane Smith, George Tanakis and Beatrix Norte-Tanakis

