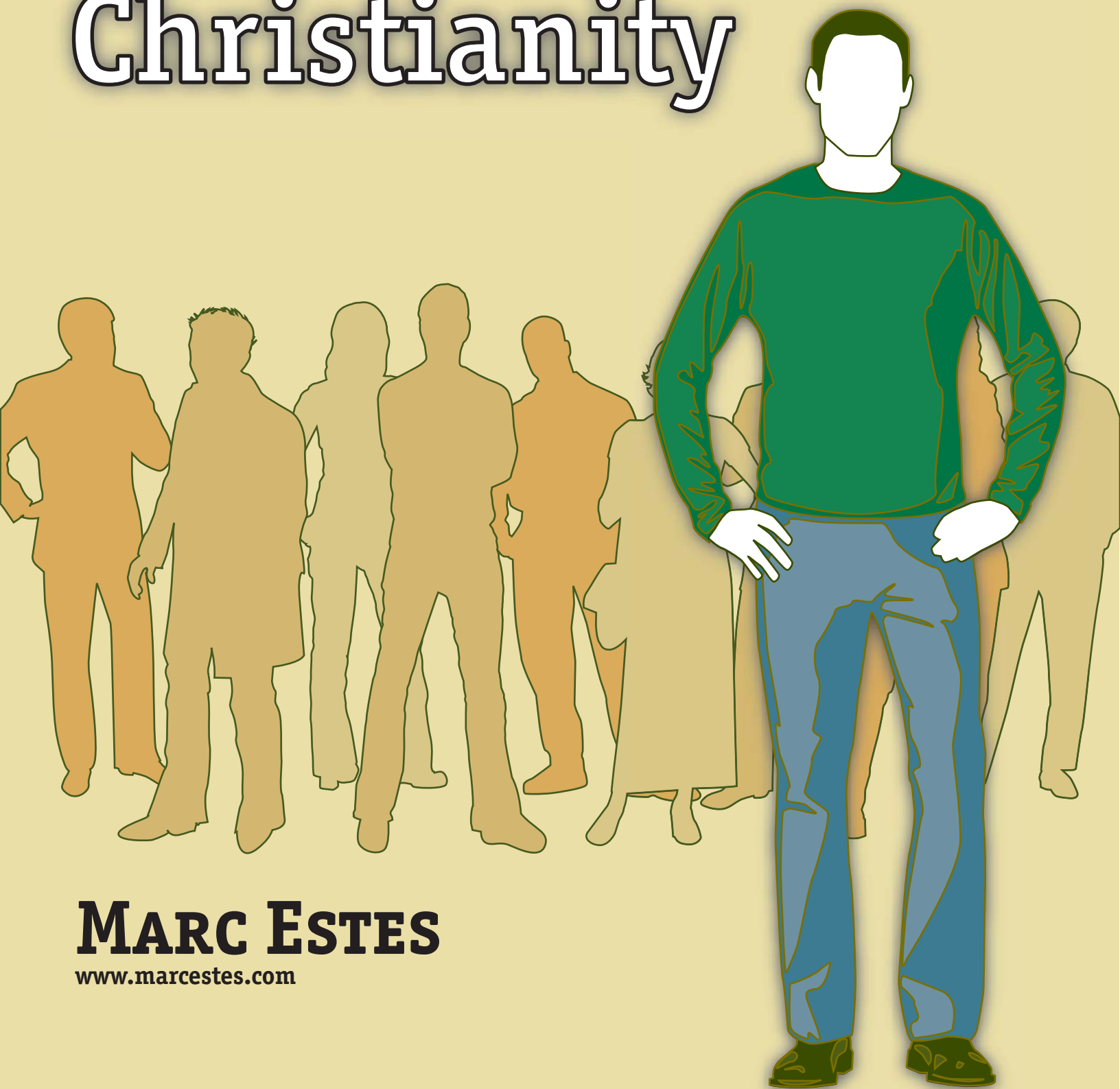


Irresistible Christianity



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THE GREAT COMMISSION was one of the most important commands given to Christians by Jesus. Most Christians can quote this famous phrase, but find it difficult to follow its directions. Jesus said, "Go ye into all the world and preach the gospel to every creature..." (Mark 16:15).

It appears today that many in the Church are confused as to whom *Ye* is. Lay people assume it is the responsibility of the pastors to preach the gospel. The pastors pass the burden over to the evangelists, and the evangelists try to motivate the lay persons to serve as laborers. This has created a vicious cycle which limits the church's ability to be effective in evangelism. The truth of the matter is that *Ye* means you! Christ has called each Christian to be a witness. This does not mean every person has the gift of evangelism, but it does mean every Christian should be actively sharing their faith with others.

As the church now begins a new millennium, there is a need to look back at its past efforts in evangelism. The church's condition in the United States is largely dependent on how we proceed from this point forth. To date, church statistics appear less than a near resemblance of Christ's Great Commission:

- ↳ 80% of all churches have plateaued or are declining in attendance.
- ↳ 95% of all Christians have never led even one person to Christ.
- ↳ 50% of all churches will not add one new convert to their church within the next year.
- ↳ Most of the new members added to local churches are Christians transferring from one church to another.
- ↳ Churches in America are losing 2,756,000 members per year to nominalism or unbelief.
- ↳ Between 5,000 to 6,000 churches die every year.

It is far too simplistic to place all of the blame on the devil for these results. The bottom line is that the church must change its present strategies and re-adopt Biblical strategies.

A RENEWED UNDERSTANDING OF EVANGELISM

The church is seeing a very low percentage of new believers assimilated into local churches. Once someone "receives" Christ, there is little effectiveness in "making disciples." Jesus not only said to preach the gospel, but also commanded us to make disciples. The hardest part of evangelism begins at conversion, doing follow-up to bring new converts to a fullness in Christ.

In Acts 8:4 it says, “All they that were scattered abroad went everywhere preaching the word.” Not only did the Apostles share their faith, but every Christian witnessed. Peter preached one message and 5,000 got saved. Today, some churches preach 5,000 messages to see one person saved! Our priorities and emphasis on evangelism must be reviewed, and there must be some major changes.

This Course contains the necessary ingredients needed to train people in complete evangelism. It combines basic evangelism training, being Spirit-led, understanding church growth, and using follow-up procedures. We pray that as a result of your training in Personal Evangelism, you will experience the joy of leading men and women to Jesus Christ. May God help you become a part of the greatest challenge given to us by our Lord.

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WE ARE LIVING in a very crucial time in our culture, and we need to view every person as someone in need of the saving knowledge of Jesus. It's up to us to show them the irresistible love of Christ. We are the vehicles to show His heart, love, and compassion to a world desperately needing an encounter with the Savior.

A. IRRESISTIBLE DEFINED:

This is a word that has an effect on you instantly; it's an intense overwhelming compelling emotion that overtakes.

Webster's Definition:

Something that can't be resisted; too strong

Fascinating, something that completely overtakes you

B. IRRESISTIBLE CHRISTIANS

Our faith needs to be irresistible and contagious to others. Our culture should see us as irresistible and contagious. We need to be totally equipped, submerged, and sold out to a love relationship that overtakes us, as we share our heart and life.

1. People should want and desire what you have
2. People should recognize something different in you
3. People should see your response to life, and that how you live is different
4. They should see that your heart, attitude, and actions truly walk out your convictions

C. CONTAGIOUS/SPREAD BY CONTACT

Being contagious is like a disease. You carry the causative agent spreading from one to another. As a carrier of the Christ 'agent,' you are to spread your love and compassion to others.

1. Are you an agent spreading Irresistible Christianity to others?
2. Are you a carrier of Irresistible Christianity everywhere you go?
3. Is your Irresistible Contagious spirit spreading from one to another?
4. Are you 'infecting' everyone in your sphere of influence?

What stops us from being Irresistible Christians? Maybe it's because of how we view evangelism and sharing our faith? Just the mention of the 'E' word can turn people off. Living an irresistible contagious life doesn't have to make us shrink back or feel intimidated. Even though we are not all called to be 5 fold ministers, we are all called to be carriers of this agent called Contagious Christianity. God has called each one of us to do our part and be _____ to share our heart and lives.

D. MATTHEW 28:18-20

¹⁸ And Jesus came and spoke to them, saying, "All authority has been given to Me in heaven and on earth. ¹⁹"Go therefore and make disciples of all the nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, ²⁰"teaching them to observe all things that I have commanded you; and lo, I am with you always, even to the end of the age."

God wants to remove fears, help us overcome our mindsets, and the limitations that we put on ourselves and help us to live a fruitful life that touches and impacts many people for the Kingdom.

1. Fear of _____ Acts 1:8

But you shall receive power when the Holy Spirit has come upon you; and you shall be witnesses to Me in Jerusalem, and in all Judea and Samaria, and to the end of the earth.

2. Fear of _____ John 15:18

If the world hates you, you know that it hated Me before it hated you.

3. Fear of _____ John 17:15

I do not pray that You should take them out of the world, but that You should keep them from the evil one.

4. Lack of _____ John 9:25

He answered and said, "Whether He is a sinner or not I do not know. One thing I know: that though I was blind, now I see."

5. Not seeing the _____ Matthew 9:12-13

When Jesus heard that, He said to them, "Those who are well have no need of a physician, but those who are sick. "But go and learn what this means: 'I desire mercy and not sacrifice.' For I did not come to call the righteous, but sinners, to repentance."

a. We need not to apologize for our faith.

b. We need to have such an anointing, passion, and love for people that the God we serve is something that can't be resisted. (Irresistible Christianity)



PERSONAL EVANGELISM BEGINS long before the interpersonal communication even begins. Preparation is a must. In this chapter we'll discuss the six "musts" of preparation for Personal Evangelism.

A. WE MUST _____ WITH THE LOST.

1. Relationships are the primary vehicle used to win people to Christ.
 - a. Of those who come to Christ, 86% come through a relative, friend, neighbor or coworker.
 - b. Most who stay in the local church have a prior relationship with someone who already attends the church.
2. The Bible is filled with examples.
 - a. Andrew brings brother Simon Peter.
 - b. Their friend Phillip brings Nathaniel (John 1:35-36).
 - c. Those in the Acts 2 church "*Went to the temple*" and "*from house to house.*" As a result, thousands were saved!
 - d. Cornelius, the Roman Centurion, brings relatives and family (Acts 10).
 - e. Phillipian Jailer brings his circle of relationships to Christ (Acts 16:27-34).
3. Practical ideas to release yourself and your Small Group to build relationships with the lost:
 - a. Pray and ask God to give you seven to ten people to pray for. Begin building relationships with them.
 - b. Focus on relatives, friends, neighbors and coworkers. Your relationship with these people will be your most fruitful source of evangelistic opportunity.
 - c. Be proactive in building relationships with those on your list.
 - d. Find common interests in which to build relationships.
 - e. Find new relationships by getting involved in your community: schools, gym, civic/political involvement, social agencies, etc.
 - f. Teach others the same process.
 - g. Don't lose sight of the reason you are establishing these new relationships.

B. **WE MUST BE AN** _____.

1. Once you align your life with the call and begin to develop a relationship with the lost and unchurched people, it is imperative that you are an example to them. Character and testimony is key. Show them you are different. We are the light of the world and the salt of the earth. Salt creates thirst.

I Corinthians 9:27, "I put my flesh in subjection to my spirit that when I preach the gospel I might not become disqualified."

Revelation 12:11 "And they overcame him by the blood of the Lamb and by the word of their testimony, and they did not love their lives to the death."

C. **WE MUST BE** _____.

1. **The enemy is real and alive on planet earth.** His mission is to *attempt* to destroy and hinder the church from reaching the world for Christ. However, if all he can do is keep you preoccupied with your Christian world, he has done his job!

II Corinthians 2:11, "Do not be ignorant concerning the enemy's tactics..."

2. **He paralyzes you and the Church.** He is alive and well, and his primary strategy is to stop you from sharing!

I Peter 5:8-9, "Be careful! Watch out for attacks from the Devil, your great enemy. He prowls around like a roaring lion, looking for some victim to devour. Take a firm stand against him, and be strong in your faith."

- a. Intimidation
- b. Fear
- c. Apathy/complacency
- d. Busyness/preoccupation
- e. Deception

3. **He Paralyzes the Harvest** (The two paralyzed create a spiritual DMZ zone)

II Corinthians 4:4, "The god of this age has blinded the minds of unbelievers, so that they cannot see the light of the gospel of the glory of Christ, who is the image of God."

4. **As Christians, we must rise to a new level of authority in spirit!** In our lives, surroundings, and actions. He gave us his power and authority.

Luke 10:19, "I have given you authority over all the power of the enemy, and you can walk among snakes and scorpions and crush them. Nothing will injure you."

D. WE MUST _____.

1. Pray regularly. We have aligned our lives, built relationships, become an example to them. Next, we must make sure to pray for each person regularly.
2. Realize that prayer *is* evangelism. Any time, anywhere, anybody ever gets saved, it is because someone prayed first! Evangelism without prayer is like an arrow without a tip.

Colossians 4:3-4, "And pray for us, too, that God may open a door for our message, so that we may proclaim the mystery of Christ, for which I am in chains. Pray that I may proclaim it clearly, as I should." Prayer opens the door for the gospel to be shared!!

James 5:16, "...The effective, fervent prayer of a righteous man avails much."

3. Pray specifically. Five specific things you should pray for breakthrough:
 - a. Bind the spirit that deceives the mind of the unbeliever (2 Cor. 4:4).
 - b. Pray for the release of the spirit of wisdom and revelation (Eph 1:17).
 - c. Pray that the Lord would release a spirit of adoption (Rom 8:15).
 - d. Pray that the Lord would put laborers in their path (Luke 10:2).
 - e. Pray that the Father would draw them (John 6:44).

E. WE MUST _____ OF THE LOST (CARE).

John 8:1-11 "Then Jesus stood up again and said to her, "Where are your accusers? Didn't even one of them condemn you?" "No, Lord," she said. And Jesus said, "Neither do I. Go and sin no more."

Luke 10:33 "Then a despised Samaritan came along, and when he saw the man, he had compassion on him."

1. Realize the quickest way to win a friend to Christ is simply to love them. Show them you care!
2. Understand that lost people usually know they are doing something wrong, whether they admit it or not!
3. Show the lost God's kindness and loving mercy! People need more strokes than pokes. Jesus ministered this way to lost repeatedly (46 times) in the Gospels. The Greek word for, "compassion" is the word *splagchnizomai*, which literally means "to have your bowels yearning." It gives the impression of "feeling another's pain as if you were experiencing it yourself."

- 4. Implement these tips on caring:
 - a. Learn to separate “acceptance” and “approval”.
 - b. Don’t wait for your Pastor to plan an event. Take initiative! You are called!
 - c. Identify the needs within your community and fill them. Find keys to unlock your city for the gospel.
 - d. Follow your “people and issue” passions.
 - ↳ People: infants, toddlers, youth, blind, homeless
 - ↳ Issues: abuse, addictions, abortion, homosexuality
 - e. Plan regular outreach activities.
 - f. Consider starting a regular “outreach focused” group.

F. WE MUST BE _____.

1 Pet 3:15, “...but sanctify Christ as Lord in your hearts, always ready to make a defense to everyone who asks you to give an account for the hope that is in you...”

- 1. If you do the previous six “musts,” God will give you the opportunity to lead people to Christ. When He does, you better be ready (John 4:35-38).
- 2. God will use you when you least expect it! He doesn’t work on our timeline, but His: in a classroom, at work, in a restaurant, etc.
- 3. Pursue further training in evangelism (books, videos, seminars, training materials, mentoring).
- 4. Most people aren’t used mightily by God, simply because they are not available! The hardest part of evangelism is just being available. Often God’s prompting doesn’t come with a light fluffy feeling, but with a test of obedience.



OVER RECENT YEARS, different methods have been used during various seasons to bring in the lost. History has shown that, as societal worldviews have changed, so have the methods used by the church to compel the lost to respond to the call of the Gospel. And logically so. Evangelism is a continual process of gauging the perceptions of the world around us so we can translate the Gospel into a message people can understand.

A. HISTORY OF EVANGELISM

1. 1800's Circuit riders and camp meetings: preaching from pulpit
2. 1880-90's Salvation Army: street ministry, Billy Sunday
3. 1900-1960's Crusade Evangelism strong through Billy Graham, Oral Roberts, Jack Coe etc.
4. 1970's- Jesus Movement: preaching on street corners, living in communes, etc.
5. 1980's- Church Growth Movement: learned a great deal, but also compromised the message for the method.
6. Often times types of evangelism dictated styles of evangelism training and perception.

B. OTHER STYLES STILL WORKED

1. Although these methods may have been a predominant force in reaching people, there were still other successful styles that reached lost people.
2. An emphasis on multiple styles will generate greater harvest potential.

C. MISTAKES OF CHURCH LEADERS THROUGHOUT HISTORY

1. Church has made the mistake of trying to mold people into a specific mold of evangelism styles and types.
2. One-dimensional perception produces minimal mobilization and therefore minimal harvest.

D. EACH IS CREATED UNIQUELY

1. We were each created uniquely and have our own personality, gifts and talent mix that is special just to us.

a. Characteristics:

- ↳ Passionate
- ↳ Emotionally balanced
- ↳ Prophetic
- ↳ Determined
- ↳ Extractive
- ↳ Focused

b. Areas of Concern:

- ↳ Being overly specific may cause you to overshoot the mark and miss the target.
- ↳ Don't be judgmental to others that do not have the gift or revelation of intercession.
- ↳ A great danger is the lack of practical application. Praying is not enough.

c. Tips for Success:

- ↳ Always leave with an appetite for prayer and you will never sit down without one. Focus on intercession.
- ↳ Be specific in your requests.
- ↳ Pray through for desired results. *Isaiah 10:27: Anointing breaks the yoke.*
- ↳ Use silver-bullet prayers as opposed to shotgun prayers.
- ↳ Journal your success for greater faith.
- ↳ Teach others your intercession strategies.

2. Caring / Helper Style:

Luke 10:33-34 "But a certain Samaritan, as he journeyed, came where he was. And when he saw him, he had compassion."So he went to him and bandaged his wounds, pouring on oil and wine; and he set him on his own animal, brought him to an inn, and took care of him.

1Thes. 5:11 "Therefore comfort each other and edify one another, just as you also are doing."

KEY VERSE: *"Let your light so shine before men, that they may see your good works and glorify your Father in heaven. Matt 5:16*

Although we all need to build relationships with those we hope to reach, those with the Social Companion Style specialize in this area. They go deeper relationally with a greater number of people and are able to use the friendship and trust they develop to personally walk them toward Christ.

KEY VERSE: 1 Cor 9:22 *“... I have become all things to all men, that I might by all means save some.”*

a. Characteristics:

- ↳ Interactive
- ↳ Caring
- ↳ Kind
- ↳ Submissive
- ↳ Friendly
- ↳ Focuses on people and their needs.

b. Areas of Concern:

- ↳ Beware of the value of friendship over truth. Look for the right time in the relationship to share.
- ↳ Your goal is to bring them to Christ.
- ↳ Live your testimony around them at all times. The closer the relationship, the more relaxed you will be.

c. Tips for Success:

- ↳ Be patient. Relationships take time to build.
- ↳ Look for transitions into the gospel from normal conversations.
- ↳ Practice sharing the gospel.

1 Pet 3:15 *“...Always be prepared to give an answer to everyone who asks you to give the reason for the hope that you have...”*

4. Narrative / Testimonial Style:

Mark 5:18-19: *And when He got into the boat, he who had been demon-possessed begged Him that he might be with Him. However, Jesus did not permit him, but said, “Go home to your friends, and tell them what great things the Lord has done for you, and how He has had compassion on you.”*

Jesus gets out of boat and sees men that are possessed, and they ask Him to not kill them prematurely, knowing their time will some day come! He asks, “What is your name?” and they say “Legion, for we are many.” He commanded them to infuse themselves on a herd of pigs and many

marveled! They even asked him to leave, but the delivered man wanted to be with Jesus, and he told him to testify!

KEY VERSES: Rev 12:11 *“And they overcame him by the blood of the Lamb and by the word of their testimony, and they did not love their lives to the death.”*

a. Characteristics:

- ↳ Articulate
- ↳ Discerning of needs and trials of others.
- ↳ Vulnerable about personal life and various trials and victories.
- ↳ Grateful for God’s mercy and grace.
- ↳ Can identify common threads between others’ trials and their own experiences.

b. Areas of Concern:

- ↳ Be sure to relate your experience to the life of your listener. This requires hearing enough before speaking.
- ↳ Don’t just stop by telling your story. Remember, it is only a tool to lead them to Christ.
- ↳ Always apply your testimony to their situation.
- ↳ Remember, everyone has a testimony!

c. Tips for Success:

- ↳ Write your testimony down and practice before sharing it.
- ↳ Thread the good news throughout the entire story. The gospel is the center of the hub.
- ↳ Share only pertinent areas, and not your entire life story.
- ↳ Works great as an additional weapon for debates and confrontations that are going nowhere.
- ↳ Your testimony is more than words, but your example and character.

5. Inviter / Persuader Style:

John 1:39 *He said to them, “Come and see.” They came and saw where He was staying, and remained with Him that day (now it was about the tenth hour).*

We have a double invitation! John brings two of his own followers and introduces them to the “Lamb of God” and they decide to follow John. Next, once with Jesus, they are invited to “come and see” and they remained with him not only that day, but *from that day forward*.

Some have the gift to naturally draw people to them and whatever they do. If these people apply their invitational ability to evangelism, they can have a great impact for the kingdom.

KEY VERSE: Luke 14:23 *“...Go out into the highways and hedges, and compel them to come in, that my house may be filled.”*

a. Characteristics:

- ↳ Warm
- ↳ Persuasive
- ↳ Enjoys meeting people.
- ↳ Opportunistic
- ↳ Sees outreach and events as a primary evangelism tool.

b. Areas of Concern:

- ↳ Don't take rejection personally, you are responsible only to be obedient.
- ↳ Always be polite and don't be too persuasive unless Holy Spirit is directing otherwise.
- ↳ Maximize your potential by inviting friends and acquaintances during special outreaches.

c. Tips for Success:

- ↳ Always leave written information giving dates, times and location.
- ↳ Offer to give them a ride or meet them prior to the event for a meal or cup of coffee.
- ↳ Sit with the individual you invite and explain any circumstances that may seem foreign to them.

6. Academic / Philosopher Style:

Acts 17, the famous scripture given about the unknown God: *Then Paul, as his custom was, went in to them, and for three Sabbaths **reasoned** with them from the Scriptures, **explaining** and **demonstrating** that the Christ had to suffer and rise again from the dead, and saying, “This Jesus whom I preach to you is the Christ.”*

Paul was talking to a group of philosophers in Athens who probable were not the kind of people who would have responded well the Direct/Assertive Style. Therefore, Paul used the Academic/Philosopher Style, which is one that he often used.

This is seen in the way he reasoned with them. Paul started with the “unknown God”, and built a logical and factual case to the point of presenting the resurrected Christ to them.

KEY VERSE: 2 Cor 10:5 *“casting down arguments and every high thing that exalts itself against the knowledge of God, bringing every thought into captivity to the obedience of Christ,..”*

a. Characteristics:

- ↳ Analytical
- ↳ Intellectual
- ↳ Philosophical
- ↳ Logic Minded
- ↳ Introspective
- ↳ Inductive
- ↳ Debate-oriented
- ↳ More concerned with what people think than what they feel.

b. Areas of Concern:

- ↳ Go after the heart and not just the head. *“When they heard this they were cut to the **heart** (Acts 2:37)...*
- ↳ Avoid getting stuck on academic points, arguments and evidence. These are only a means to the end!
- ↳ Remember attitude is as important as information. 1 Peter 3:15 says, *“Have gentleness and respect.”*
- ↳ Be careful not to win the battle only to lose the war. The goal is to win them to Christ, not win the debate!

c. Tips for Success:

- ↳ Study and prepare. *“Study to show yourself approved unto God.”*
- ↳ Work out strategies with real people, spend time sharing your thoughts.
- ↳ Debates are a means, the gospel is the end. Rom 1:16 says, *“For I am not ashamed of the gospel of Christ, for it is the power of God to salvation for everyone who believes, for the Jew first and also for the Greek.”*
- ↳ Develop relational side to balance conversations and relationships.
- ↳ Team up with other Christians that have other styles.

7. Direct / Assertive Style:

Steven, in Acts 7, filled with “faith and power, unable to resist the wisdom” caused some grave concerns among the religious leaders who confronted him, which gave him the platform to be directly assertive and share the message of Christ in a challenging way.

Acts 7:54-58 “When they heard these things they were cut to the heart, and they gnashed at him with their teeth. But he, being full of the Holy Spirit, gazed into heaven and saw the glory of God, and Jesus standing at the right hand of God, and said, “Look! I see the heavens opened and the Son of Man standing at the right hand of God!” Then they cried out with a loud voice, stopped their ears, and ran at him with one accord; and they cast him out of the city and stoned him. And the witnesses laid down their clothes at the feet of a young man named Saul.”

Many may not have been brought to Christ in this instance, but look carefully: Jesus stood. You can imagine Jesus standing up, cheering-on Steven as he boldly shared the Gospel.

The key is that the Holy Spirit knew that the Social/Companion or Caring/Helper styles wouldn’t have worked in this situation.

KEY VERSE: 2 Tim 4:2 *“Preach the word! Be ready in season and out of season. Convince, rebuke, exhort, with all long-suffering and teaching.”*

a. Characteristics:

- ↳ Confident and dominant
- ↳ Bold
- ↳ Direct
- ↳ Skips small talk; likes to get right to the point.
- ↳ Has strong opinions and convictions.

b. Areas of Concern:

- ↳ Be sure to seek God’s wisdom so you will be sensitive and tactful.
- ↳ Allow the Holy spirit to restrain your desire to come on strong in every situation. Use discernment.
- ↳ Avoid judging others or laying guilt trips on those who approach evangelism with a different style.

Preparing and Sharing Your Personal Testimony

CHAPTER FOUR



PEOPLE OFTEN argue about theology. It is hard to argue, however, against someone's personal experience. Each believer has the experience of his or her conversion to Jesus Christ. The story of your conversion is your personal testimony.

There are times in witnessing when all you can tell someone is your testimony. Other times, you can include it as part of your gospel presentation. On other occasions, you can share your testimony before sharing the gospel.

A personal testimony describes the changes in a believer's life from knowing Jesus Christ as Lord and Savior. It can be a useful tool in witnessing, as shown throughout the Bible. Sharing a personal testimony benefits the Christian telling of his conversion, while bringing salvation to the person listening.

The Bible says the saints can overcome the devil by using their testimony. Revelation 12:11 says, *"And they overcame him by the blood of the Lamb and by the word of their testimony, and they did not love their lives to the death."* Your testimony helps you live a life of an overcomer. Sharing your testimony increases your faith by causing you to remember what Christ has done for you.

Biblical Examples of Testimonies

God uses testimonies to lead unbelievers to Christ. The woman at the well met Jesus (John 4) and quickly returned to her hometown to tell others. They in turn believed on the Lord. Later, in Mark chapter five, Jesus delivered a demon-possessed man. The Lord told him in verse 19 to *"Go home to your friends, and tell them what great things the Lord has done for you, and how He has had compassion on you."* The result of his testimony was that everyone he told marveled at the goodness of God. We too, need to go and tell others the good the Lord has done for us.

In Acts 26:4-23, Paul the Apostle set an example by taking advantage of many opportunities to share his testimony with others. One of these occasions occurred when Paul was speaking to King Agrippa. These verses show a clear pattern to use for your own testimony.

Acts 26:4-23 "The Jews all know the way I have lived ever since I was a child, from the beginning of my life in my own country, and also in Jerusalem. They have known me for a long time and can testify, if they are willing, that according to the strictest sect of our religion, I lived as a Pharisee. And now it is because of my hope in what God has promised our fathers that I am on trial today. This is the promise our twelve tribes are hoping to see fulfilled as they earnestly serve God day and night. O king, it is because of this hope that the Jews are accusing me. Why should any of you consider it incredible that God raises the dead?"

"I too was convinced that I ought to do all that was possible to oppose the name of Jesus of Nazareth. And that is just what I did in Jerusalem. On the authority of the chief priests I put many of the saints in prison, and when they were put to death, I cast my vote against them. Many a time I went from one synagogue to another to have them punished, and I tried to force them to blaspheme. In my obsession against them, I even went to foreign cities to persecute them.

"On one of these journeys I was going to Damascus with the authority and commission of the chief priests. About noon, O king, as I was on the road, I saw a light from heaven, brighter than the sun, blazing around me and my companions. We all fell to the ground, and I heard a voice saying to me in Aramaic, 'Saul, Saul, why do you persecute me? It is hard for you to kick against the goads.'

"Then I asked, 'Who are you, Lord?'

"'I am Jesus, whom you are persecuting,' the Lord replied. 'Now get up and stand on your feet. I have appeared to you to appoint you as a servant and as a witness of what you have seen of me and what I will show you. I will rescue you from your own people and from the Gentiles. I am sending you to them to open their eyes and turn them from darkness to light, and from the power of Satan to God, so that they may be forgiven of sins and placed among those who are sanctified by faith in me.'

"So then, King Agrippa, I was not disobedient to the vision from heaven. First to those in Damascus, then to those in Jerusalem and in all Judea, and to the Gentiles also, I preached that they should repent and turn to God and prove their repentance by their deeds. That is why the Jews seized me in the temple courts and tried to kill me. But I have had God's help to this very day, and so I stand here and testify to small and great alike. I am saying nothing beyond what the prophets and Moses said would happen—that the Christ would suffer and, as the first to rise from the dead, would proclaim light to his own people and to the Gentiles."

A. BEFORE SALVATION: VERSES 4-11

- 1. Outward Sin:** Paul was deeply committed to his Jewish faith before becoming a Christian. This drove him to persecute the Church and resist the Spirit of God.
- 2. Inward Need:** Being under this conviction of sin (verse 14), his need was to admit he had been wrong.

B. AT THE POINT OF CONVERSION: VERSES 12-18

- 1. Inward Need Met:** This describes how Paul met Christ. They include an account of where Paul was and what happened to him. God met his need by humbling him and allowing him to see who Jesus really was.

C. AFTER SALVATION: VERSES 19-23

- 1. Outward Life Changed:** We read how Paul obtained Christ's help and began to carry out God's will for his life.

Your Personal Testimony

Your personal testimony can follow the same basic outline as Paul's. Regardless of whether you've grown up in the church and spent your entire childhood at the altar, or you spent wasted years following the path of wickedness, at some point you responded to the call of God to lay down your life and follow Him. Everyone has a testimony that is powerful and, if used correctly, can overcome the enemy's tactics.

Carefully assemble the pieces of your testimony. It should include:

- ↳ describing the circumstances of your conversion (i.e., where, when and what happened);
- ↳ mentioning the inward and outward needs in your life before your salvation that brought you to Christ;
- ↳ relating how Jesus met the needs in your life after you received Him.

These needs are common to all men, in varying degrees. People need to hear you have experienced the same needs they have. They need to know Jesus Christ has met these needs in your life. In your testimony, be sure to include not only the sins that bound you, but also the needs that drove you.

A. EXAMPLES OF INWARD NEEDS

1. Acceptance
2. A cure for loneliness
3. Freedom from bitterness
4. Relief from guilt
5. Deliverance from pride
6. Love
7. Purpose
8. Security
9. Freedom from fear
10. Alcohol, drugs and other addictions

Most people experience these needs; all of them are the direct result of a lack of relationship with God. Inward needs drive people to look for fulfillment, which may only be found in Christ. Otherwise, outward sin intensifies and multiplies. Jesus can both forgive the sins and meet the needs behind the sins.

B. THE TESTIMONY OF A CHILDHOOD CONVERSION

If you have “always been a Christian” (converted in early childhood), you have a very powerful testimony. You can tell how Jesus keeps a person from falling into gross sin. Your testimony should include how you became a Christian, even if you do not remember the circumstances. Mention that you have eternal life because at some point you put your trust in Jesus. Describe how having Jesus in your life has helped you. Be specific in telling what Christ has done in your life.

- 1. Conversion
 - a. How did it happen?
 - b. Where did it happen?
 - c. When did it happen?
- 2. After receiving Jesus
 - a. What inward needs has God met?
 - b. Why are you glad you have a relationship with Jesus?

C. WHEN TO USE A TESTIMONY

You can use a personal testimony anytime during a gospel presentation. Use your testimony:

- 1. **Before the Gospel**—create interest so the listener *wants* to hear the good news.
- 2. **While sharing a booklet**—regain the listener’s interest or to answer a question.
- 3. **Before a commitment to Christ**—encourage the listener about the benefits of such a decision.

Be careful not to mention Jesus as Savior if you use a testimony prior to the part in either the *Two Question Test* booklet or the *Are You Going?* booklet that gives the solution. When the listener is asked, “In light of this problem, how do you personally hope to get to Heaven?” he may simply repeat what you said about Jesus in your testimony. To avoid this, when you speak of your conversion experience, you can say, “and then God met my need (s).” If you are sharing your testimony toward the end of reading a booklet, or if all you have time for is your testimony, then you should include exactly how a person can receive Jesus. Remember, your testimony can overcome the devil. Used with the gospel, it can bring lost souls to Christ!

Acknowledgement:

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RLI Syndrome

R _____

L _____

I _____

A. FIVE TYPES OF PEOPLE WHO WOULD PROBABLY BE OPEN TO THE GOSPEL:

1. _____

2. _____

3. _____

4. _____

5. _____

Starting a Conversation to Introduce the Gospel

A. FOUR APPROACHES

1. _____ Approach

a. What words would you use to describe God?

b. What words would you use to describe man?

2. _____ Approach

a. Do you believe you will go to heaven when you die?

b. Why do you believe this?

3. _____ Approach

4. _____ Questionnaire



With evangelism, there are many ways to witness--the Spirit-led approach, relational approach and the meeting needs approach, to name a few. Regardless of your approach, however, there should be some understanding of the gospel and how to effectively share it when the opportunity presents itself. Just like anything else, evangelism requires effort and practice.

Introduction to Sharing the Gospel

John Wesley believed Christians should not preach the gospel until men's hearts were prepared to receive it. The gospel is good seed. However, the ground of the unsaved person's heart is often hard. Unless we break up that hard packed soil, the gospel cannot bring forth lasting fruit.

The law of God, according to Wesley, is the tool to use to break up the soil of men's hearts. The law produces a sense of need for the gospel. It is the tutor that teaches men their need for salvation. The law shows man's inability to measure up to God's perfect standard!

Galatians 3:24 "Therefore the law was our tutor to brings us to Christ, that we might be justified by faith."

What does the law of God do to prepare the way for the gospel? It shows the contrast between man's sinfulness and God's Holiness. It shows man's inability to keep God's standard and his need for a savior. Charles Finney stated this same idea in the following quote from his book, *Reflections on Revival*. He said when we preach the gospel, we should do the following:

"We should present to their minds the character of God, his government, Christ, the Holy Spirit, the plan for salvation, any such thing that is calculated to charm the sinner away from his sins, and from pursuing his own interests and that is calculated to excite him to exercise disinterested, unselfish, and universal love. On the other hand, his own deformity, selfishness, self-will, pride, ambition, enmity, lusts, guilt, loathsomeness, hatefulness, spiritual death, dependence, its nature and its extent; all these things should be brought to bear in a burning focus on his mind. Right over against his own selfishness, enmity, self-will, and loathsome depravity, should be set the disinterestedness, unselfish, the great love, the infinite compassion, the meekness, condescension, purity, holiness, truthfulness, and justice of the blessed God. These should be held before him like a mirror until they press on him with such mountain weight as to break his heart."

The mirror, therefore, is not the solution but only clearly exposes the problem. The solution means nothing if they first don't understand the problem. We must focus on the problem! They don't understand that they need to be saved unless they first understand they are lost.

Four Main Components to Presenting the Gospel

- A. _____
- B. _____
- C. _____
- D. _____

Four Ways to Initiate an Evangelistic Conversation

Learn and begin practicing "conversational hooks" that will allow you to initiate normal conversations, while looking for openings to share the gospel.

A. CONVERSATIONAL HOOKS

- 1. Using Christian buzzwords.
- 2. Using your testimony.
- 3. Mentioning your church.
- 4. Talking about current events in the news.

B. TWO ANYTIME, ANYWHERE, ANYONE APPROACHES

- 1. The God/Man approach.
 - a. "What words would you use to describe God?"
 - b. "What words would you use to describe Man?"
- 2. The Heaven approach.
 - a. "Do you believe you will go to heaven when you die?"
 - b. "Why do you believe this?" (The majority get this wrong.)

C. TWO PUBLIC WITNESSING APPROACHES

- 1. The Two Question Test approach.
- 2. The Questionnaire approach. People love to give their opinions.

Principles to Make Your Witnessing Experience Fruitful

CHAPTER SEVEN



Once we have aligned our lives to the call of the gospel and have properly prepared ourselves, it is imperative to understand some basic witnessing principles to increase the fruitfulness of our witnessing experiences.

A. _____ THE SITUATION

1. Discerning requires listening to the Spirit of God, not relying on some canned method. Every Situation is different. Jesus was the master teacher of discernment. Never did he treat two situations the same way. It is imperative that we discern:
 - a. The place in which we are witnessing (library, home, altar, or work place)
 - b. The atmosphere in which we are witnessing (quiet, hostile, open, closed)
 - c. The surroundings in which we are witnessing
2. Some are peaceful, some are confrontive, some are to simply plant a seed, while others may be to lead the individual to Christ.

Romans 8:14 "Those that are led by the spirit of God, these are the sons of God."

B. DISTRACTIONS _____.

1. Once you have moved beyond the "fear" canopy, the enemy will attempt to use distractions to derail your encounter.
 - a. The phone rings.
 - b. The co-worker walks in.
 - c. The baby starts crying.
2. Have a plan in place to derail enemy distractions.
 - a. Shut off the TV.
 - b. Find a babysitter.
 - c. Sit in quiet place at church.
 - d. Find a quiet place in the restaurant.
 - e. Turn off your cell phone.

C. UNDERSTAND _____.

God gave you two ears and one mouth for a very good reason. Listen twice as much as you speak.

James 1:19 *“My dear brothers and sisters, be quick to listen, slow to speak...”*

Proverbs 10:13 *Wise words come from the lips of people with understanding.*

Proverbs 4:7-8 *Getting wisdom is the most important thing you can do! And whatever else you do, get good judgment.*

1. Ask open-ended questions...
 - a. about their life.
 - b. about their interests or hobbies.
 - c. about their family.
 - d. about their life-journey.
 - e. about their job.
2. Reasons for open ended questions:
 - a. They remove tension and awkwardness.
 - b. They allow you to pray and discern.
 - c. They give you more information about the individual.
3. Use Discernment in communication. Proverbs 25:11 says, *“A word fitly spoken is like apples of gold In settings of silver.”* You can say the right thing in a wrong tone. Therefore, be sensitive to:
 - a. what you say
 - b. how you say it
 - c. when you say it
4. Listen to what is being communicated (verbally and non-verbally). Often times it is more important to listen to what *isn't* being said, versus what *is* being said. Someone may say they're fine, but their body language is telling you something completely different.
5. Pray for wisdom. The entire time you are conversing, pray for wisdom.
6. Find a quiet place to share such as a corner booth at restaurant, park bench at lunchtime, etc.
7. Maintain common ground. Keep conversation around similar interests to maintain compatibility.
8. Use the person's name. Two things people love to hear: their name and their opinion. Use their name often.

9. Maintain eye contact. However, don't take this to the extreme.
10. Create a dialogue not a monologue. Remember, communication is a two-way street. It's an *exchange* of ideas.

D. UNDERSTAND _____ BEING PRESENTED.

There are many materials that are very effective in assisting you to be more fruitful. There is a perception in Christianity today that booklet or tracks don't work. I would disagree!

2 Timothy 2:15-16 *"Work hard so God can approve you. Be a good worker, one who does not need to be ashamed and who correctly explains the word of truth."*

1. Do tracts and booklets work?
 - a. Hudson Taylor, missionary to China was saved by reading a tract.
 - b. George Mueller, great prayer warrior was saved by a tract.
 - c. A pastor in Ohio found a tract in a muddy puddle, read it and was saved.

E. RESPECT _____.

You may spend a great deal of time apologizing for other Christians' condescension. It is imperative to not talk down to people with a 'know it all' attitude.

1. Love the sinner and hate the sin.
2. Learn to separate unconditional acceptance and disapproval of sin.

F. YOUR _____ IS KEY

1. Many people don't know how to debate the gospel. But one of the most effective tools you can use is your testimony. People can argue and debate all day long, but one thing they can't argue is what Jesus has done for you!

Revelation 12:11 *"And they overcame him by the blood of the Lamb and by the word of their testimony, and they did not love their lives to the death."*

2. Three parts of sharing your testimony:
 - a. **Identify** the hurts, pains and needs in your life before Christ.
 - b. **Explain** how you received Jesus.
 - c. **Share** how Jesus has met your needs and changed your life.

G. NEVER _____.

1. Your witness is the validation stamp to your faith. How you represent Christ will determine if the message is received.
2. The enemy will use contention to derail an anointed encounter!
3. People may reject you, but don't reject them. Hold your cool! God will take care of them. Position yourself to be a light.

Luke 6:27-28 *"But I say to you who hear: Love your enemies, do good to those who hate you, bless those who curse you, and pray for those who spitefully use you."*

Romans 12:20-21 *"Therefore, if your enemy is hungry, feed him; if he is thirsty, give him a drink; for in so doing you will heap coals of fire on his head. Do not be overcome by evil, but overcome evil with good."*

H. _____ ARE MANDATORY

For years, Christians have attempted to reach unchurched, unsaved people by using flashy programs, marketing campaigns, incredible events, or well-rehearsed apologetic presentations with no results. Though impressive on their own merit, all of these things are only tools. It is the work of the Holy Spirit that brings a person to repentance. God gave us spiritual gifts to use as our primary witnessing tools to bring people to Christ.

1. Gifts of the Spirit were operating in every witnessing situation in the Gospels, the Book of Acts and the Epistles.
2. Most witnessing situations that are unfruitful, are often because we have tried to draw people on our own strength and not the strength of the Lord!
3. Spiritual maturity belongs to those who practice using their spiritual senses.

Hebrews 5:14 *"But solid food belongs to those who are of full age, that is, those who by reason of use have their senses exercised to discern both good and evil."*



One of the greatest needs in evangelism is the most neglected...follow up and assimilation. Evangelism doesn't end at the point of conversion, it only begins! It is a process not an event.

A. _____ YOUR NEW CONVERT

Assimilation is much more than someone attending a new convert's class, or going through some booklet. There are many areas that we must consider in working with New converts. Here are ways you can help to ensure someone will make it, long term.

1. Help them find seven new friends.
2. Know the goals and vision of the church.
3. Know their gifts and talents.
4. Involved in some form of ministry.
5. Tithing Regularly.
6. Attending Church Regularly.
7. Reaching their Relatives and Friends.

B. HAVE A _____ IN PLACE

Every person is called to be a Discippler! Each person here has the ability, the knowledge and anointing to assist a new convert in the ways of the Lord.

*Genesis 17:4-7 "As for Me, behold, My covenant is with you, and you shall be a **father of many nations**. "No longer shall your name be called Abram, but your name shall be Abraham; for I have made you a father of many nations. "I will make you exceedingly fruitful; and I will make **nations of you**, and kings shall come from you. "And I will establish My covenant between Me and you and **your descendants after you in their generations**, for an everlasting covenant, to be God to you and your descendants after you."*

*Genesis 26:4 "And I will make **your descendants multiply as the stars of heaven**; I will give to your descendants all these lands; and in **your seed all the nations of the earth shall be blessed**."*

*Galatians 3:29 "And if you are Christ's, then **you are Abraham's seed, and heirs according to the promise.**"*

*Psalms 127:3-5 "Behold, children are a **heritage** from the LORD, The fruit of the womb is a reward. Like arrows in the hand of a warrior. So are the children of one's youth. **Happy** is the man who has his quiver full of them; **They shall not be ashamed**, But shall speak with their enemies in the gate."*

I Thessalonians 2:19:20, "For what is our hope, or joy, or **crown** of rejoicing: is it not even you in the presence of our Lord Jesus Christ at His coming? For you are our glory and joy."

Four steps to follow once you have led someone to Christ.

1. Pray with the person immediately and minister to their needs.
2. Call within 24 hours and set a time to meet.
3. Set up a series of meetings or get them involved in a new believers class.
4. Go through the Commitment Packet materials.

C. TAKE THEM TO YOUR _____

In order for healthy relationships to be established with you and the church family, they must be immersed in opportunities to experience TRUE biblical community. This won't happen in the corporate, weekend services. You must help them in making friends quickly.

Acts 5:42, "And daily in the temple, and in every house they did not cease teaching Jesus as the Christ."

FOUR-FOLD PURPOSE OF SMALL GROUPS

RELATING
Community vs. meeting mindset.

1. _____

Friendship development
Honest sharing
Community--belonging, acceptance
Shared life, meals, time
Accountability

2. _____

Accepting and belonging
Support
Crisis help
Counseling
Supportive environment for struggle, change and decision

CARING
Proactive, intentional care. You're the shepherd

BUILDING
Called to reproduce. Spiritual Grandchildren

3. _____

Discovery & use of spiritual gifts
Development of lay leadership
Multiplication of groups and people
Platform for Christian ministry
Encouragement to become active, reproducing disciple of Christ

4. _____

Mobility and flexibility
Informality
Freedom
Contagious faith
Training in witnessing
Strategic growth

REACHING
Reaching people regardless of the group type

D. _____ **THEM**

*"A word fitly spoken is like apples of gold in settings of silver."
Proverbs 25:11*

1. New converts and those coming back to Christ need encouragement, encouragement, encouragement. They do not need to be beaten down.
2. Change takes time. The harvest will come in with a great deal of problems. Our job is to show them we love them and care for them.
3. Tips for the Discippler:
 - a. Be patient
 - b. Don't rush people
 - c. Don't be surprised with problems.
 - d. Love the sinner and hate the sin.
 - e. Understand that relationships take time.
 - f. Give non-threatening recommendations. NOT flaws, but untapped potential.
 - g. Be personable

E. _____

2 Timothy 2:2, "and the things you have heard from me from many witnesses, commit these to faithful men who will be able to teach others to do also."

Ephesians 4:11-13, "And He gave some apostles, some prophets, some evangelists, some pastors and teachers for the equipping of the saints for the work of ministry."

1. In both these scriptures you see a multi-generational equipping mandate. Both scripture elude to four generations of reproduction.
2. You will never totally fulfill the call on your life, until you have spiritual grandchildren.
3. God didn't say, be fruitful and "add" he said, "be fruitful and multiply."

