

EVANGELISM

Sharing Faith in Christ with Others

Matthew 28:19-20

"Go therefore and make disciples of all the nations, baptizing them in the name of the Father and the Son and the Holy Spirit,

teaching them to observe all that I commanded you; and lo, I am with you always, even to the end of the age. "

TRUE EVANGELISM

I. Definition of Evangelism

"Sharing the gospel in such a way that the individual may make a considered decision concerning Christ."

A. Witnessing -

B. Gift of Evangelism -

C. Evangelist -

II. Three Factors which Hinder Evangelism

A. Ignorance of how to share Christ with others.

B. Sin in the life.

C. Fear.

1. The normalcy of fear.

2. The dilemma of fear.

3. Handling of fear.
 - a. The necessity of love.
 - (1) The Principle stated. I John 4:18

 - (2) The Principle Illustrated. I Thessalonians 2:1-8

 - b. The necessity of prayer.
 - (1) The principle stated. Ephesians 6:18-20

 - (2) The principle illustrated. Acts 4:23-31

 - (3) How to pray.
 - (a) For an open door - Colossians 4:3
 - (b) For boldness - Acts 4:29
 - (c) For clarity - Colossians 4:4
 - (d) For success - II Thessalonians 3:1
 - (e) For the lost - Romans 10:1

 - c. The necessity of obedience.
 - (1) The principle stated. Matthew 4:18-20

 - (2) The Principle illustrated. Acts 4:13-20

III. Methodology in Evangelism.

A. Four directions of evangelism.

1. Toward God - Prayerfully
2. Toward the Gospel - Optimistically
3. Toward Others - Lovingly
4. Toward Yourself - Preparedly

B. Four methodologies of sharing Christ.

1. Personal Testimony
2. Sharing Tract.
3. Memorized Presentation
4. Life-style Message.

RESOURCES FOR EVANGELISM

SHARING TRACTS

Campus Crusade for Christ International
Arrowhead Springs
San Bernadino, CA 92403

Four Spiritual Laws

Sonlife Ministries
Moody Bible Institute
820 N. LaSalle Dr.
Chicago, IL 60610

Knowing God Personally

BMH Tracts
P.O. Box 544
Winona Lake, IN 46590

Life's Most Important Question

NavPress
P.O. Box 6000
Colorado Springs, CO 80934

Bridge to Life

New Life Inc.
P.O. Box 11303
Knoxville, TN 37919

The Gift

Dallas Theological Seminary
Literature Ministry
3909 Swiss Ave.
Dallas, TX 75204

How to Live Forever

Mr. Larry Moyer
EvanTell, Inc.
9212 Markville
Dallas, TX 75243

May I Ask You a Question?

Billy Graham Evangelistic Association
Box 779
Minneapolis, Minn 55440

Steps to Peace with God

EVANGELISM TRAINING

Mr. Larry Moyer
EvanTell, Inc.
9212 Markville
Dallas, TX 75243

Seminar on Evangelism

The ToolBox

Mr. Richard Sisson
Moody Press
Chicago, IL
1979

Training for Evangelism

Dr. James Kennedy
Tyndale House Publishers
Wheaton, IL
1977

Evangelism Explosion

- I. Conversation: A time to get to know the person.
- II. Opening Question:
 - A. Personal commitment to share the gospel.
 - B. Ask permission to move the conversation to a deeper level.
- III. Diagnostic Question #1
 - A. Assumes a religious journey.
 - B. Ascertains the "degree of assurance."
 - C. Directs the thinking of the individual to spiritual issues.
 - D. Possible answers:
 - 1. Respond to their answer.
 - 2. Give your personal testimony.
- IV. Transition Question:
- V. Diagnostic Question #2
 - A. Asks the person what they are trusting in for assurance.
 - B. Assumes "common grace", what all men know about God.
 - 1. His existence
 - 2. Personal sin
 - 3. Reward and punishment
 - C. Provides specific information for your presentation.
 - D. Possible answers:
 - 1. "I don't know"
 - a. Change the wording of the question.
 - b. Ask what others think.
 - c. Suggest some ideas.
 - 2. "Faith"
 - 3. "Works" or "Merit"
- VI. Transition Question:
 - A. Create interest.
 - B. Gain permission to share the gospel.

Presentation of the Introduction

I.

II. "May I ask you a personal question?"

"No"

Go back to conversation to learn more and earn the right to ask questions.

"Yes"

III. **"Have you come to the place on your religious journey where you can say for certain that if you were to die today you would go to heaven?"**

"Yes"

"That's wonderful, very few people today have a certain knowledge that they are going to heaven."

"No" or "I don't know"

"It is interesting that about 90% of the people that I meet answer 'no' or 'I don't know' to that question."

"As a matter of fact the most amazing discovery that I ever made was that the Bible was written in order that we may 'know' that we have eternal life. I John 5:13"

IV. "Would you mind if I asked you another question?"

"Yes"

Go back to conversation to learn more and earn the right to ask questions.

"No"

V. **"If you were to die tonight and stand before God and He were to say to you, 'NAME, why should I let you into my heaven?' What would you say?"**

"I don't know"

"What do you think you would say?"

"I still don't know"

"I know you don't regularly think about this question, but what would others (your church etc.) say?"

"I still don't know"

"Would you say that you get to heaven by doing good, going to church, etc.?"

Or "I used to think that you get to heaven by being as good as you can, would you agree?"

"Faith in Christ"

"That's great, would you like to share with me how you came to this conclusion that you get to heaven by 'his words'?"

"Works or Merit"

"When we began I thought I had good news for you, now I know that I have good news for you. As a matter of fact what you will hear in the next few minutes will be the best news you have ever heard."

VI. "That's some statement isn't it?"

"Yes"

"Would you like me back that up?"

"No"

"If I were to tell you that heaven is an absolutely free gift to anyone who wishes to receive it what would you say?"

"Yes" Go to The Gospel

Diagnosis of the Introduction

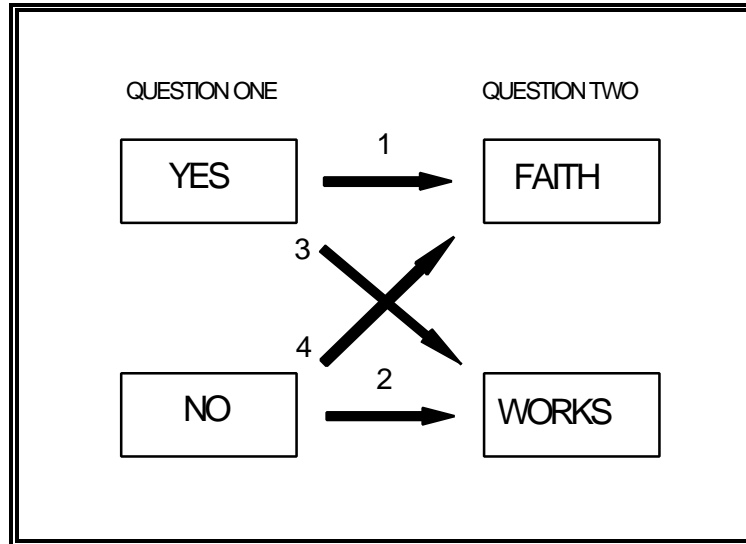


Figure 1

1. Apparently a Christian.
 - a. Ask for their personal testimony.
 - b. Share your testimony.
2. Apparently a Non-Christian.
 - a. Present the gospel.
 - b. Stress heaven as a free gift.
3. Apparently not a Christian - Presumption.
 - a. Present the Gospel.
 - b. Start with the impossibility of relativism and works.
4. A Christian (no assurance) or a Non-christian (Professing).
 - a. Share the gospel.
 - b. Stress the motivation of assurance.

1. Has anyone ever shared with you how to have a happy and meaningful life?
2. Are you interested in spiritual things?
3. Have you ever come to the place where you know Jesus Christ personally?
4. What do you think a REAL Christian is?
5. Has anyone ever shown you how you can know you are a Christian?
6. You know, I used to feel like that until I had an experience that changed my life, May I tell you about it?
7. Are you a Christian, or are you still on the way?
8. Has anyone ever shared with you what the Bible says about going to heaven?
9. Something has bothered me for some time now. I consider you a good friend. But I have never told you about the greatest discovery that I ever made. May I share it with you?
10. Have I ever told you about the most important decision that I have ever made in my life?
- 11.
- 12.
- 13.

THE GOSPEL

Purposes of the Gospel

1. To share the gospel.
 - a. Systematically.
 - b. Purposely.
 - c. Completely.
2. To convince others of the truth of the gospel.
3. To give sufficient information so that others can make a reasonable decision.
4. To dispel the "myths" of salvation.

The Gospel Presentation (The following material is based on “the Search” tract from Search Ministries; Dorsey Hall Drive; Ellicott City, MD 21042; (410)740-5300)

I. What’s the problem

A. Based in common Grace

1. The Knowledge of God

2. The alienation of Life

B. Creates a theological Premise

1. God is seeking man

2. Total Depravity

II. God’s Position

A. Begins with God.

1. Shares the Love of God

2. Sets the stage for the problem.

3. Provides a transition the problem of sin

B. ILLUSTRATION: Demonstrates the sinfulness of sin

III. Our Condition

- A. Presents the only problem keeping man from God

- B. Demonstrates the universality of the problem.

- C. Establishes death as the penalty for sin

- D. ILLUSTRATION: Poses the dilemma of separation from God

IV. God's Provision

- A. Begins with the doctrine of Justification

- B. Establishes the doctrine of propitiation

- C. ILLUSTRATION: Recognizes the balance of Love and Justice

V. Our Decision (*Part A*) [For the exam use Invitation Part B]

A. The Necessity of a Choice

B. The importance of personal awareness of sinfulness and it's consequences

C. Transferring one's trust

D. ILLUSTRATION: The nature of Faith

VI. Let's Review

A. Review of the Tract

B. Commitment Question

Alternate Question: Is there any reason why you would not like to receive Christ now?

C. Prayer

THE INVITATION (*part B*)

Purposes of the Invitation

- a. To clarify the information presented in the gospel.
- b. To involve the person in the decision making process.
- c. To solve the problems of "the point of decision."
 - i. An inability to close the presentation.
 - ii. To avoid pressure tactics.
 - iii. To prevent decisions without understanding or conviction.
- d. To provide a forum for handling objections to making a decision.
 - i. "This could cause problems in my family."
 - ii. "I have tried before but it didn't work."
 - iii. "I'm nervous, uneasy, afraid."
 - iv. "I don't want to change."
 - v. "I'm just not sure."
- e. To provide an opportunity for an expression of faith in prayer.
 - i. To clarify the decision that was just made.
 - ii. To say thank you for what God has done.

Explanation of the Invitation

- a. The Clarifying Question.
 - i. Give the person an opportunity to express their thinking.

- ii. Handle objections.
- iii. See if they followed the presentation and are ready to proceed with a commitment.
- iv. Provide an opportunity for further discussions.
- b. The Commitment Question.
 - i. Ends the discussion where you began.
 - ii. Precludes the response 'I've done this already.'
 - iii. Expresses the essence of saving faith.
 - iv. Provides another opportunity to become aware of where the person is in the decision making process.
- c. The Decision Question.
 - i. Asks the person to act upon what he knows to be true.
 - ii. Rephrases the elements of the gospel.
 - iii. Expresses the purpose of prayer in the decision making process.
 - (1) An opportunity to verbalize truth.
 - (2) An opportunity to thank God as an act of faith.

Presentation of the Invitation

- a. "Is there any reason why you would not want to trust Jesus for your eternal destiny right now?"

"Yes"

Ask the person to list the reasons on a piece of paper with no comment. Then answer the objections one at a time.

"No"

- b. "Would you like to transfer your trust from *'their answer to diagnostic question # 2'* to Jesus Christ and the death He died in your place?"

"No"

Ask why and handle objections.

"Yes"

- c. "OK, all you need to do is agree with God that you are a sinner and that you deserve death. To thank Him for sending Jesus to die in your place. And to tell Him that right now you are trusting in Jesus death as the substitute for your sin."

"Would you like to pray and tell Jesus these things?"

"No"

Assure the person that prayer is just talking to God in their own words, and that God will understand what he means.

As a last resort pray with the person letting them follow your lead.

"Yes"

Pray before them to thank God for your salvation.

Let them pray in their own words.

Pray after them to thank God for their salvation.

ASSURANCE

Purposes for Assurance

- a. Sets the pattern for knowing truth.

- b. Sets the pattern for discipleship.
- c. Encourages the identification of the new believer with other Christians
- d. Offers Assurance based on God's Word
 - i. An interactive Bible study.
 - ii. A beginning in Bible memory.

Illustration of Assurance

Have them read or you read John 5:24 from your Bible showing them the verse.

- a. "Did you 'hear' Jesus Word?"
- b. "Did you 'believe' that Jesus died for you?"
- c. "Do you now have 'everlasting life'?"
- d. "According to the Bible 'shall you ever not come into judgment'?"
- e. "From what have you 'passed'?"
- f. "To what have you 'passed'?"
- g. "On the basis of this verse do you have eternal life because of a feeling? your prayer? or the promise of God?"

"Welcome to God's family. There are thousands of us all over the world. We meet together each Sunday to worship and grow. Let me suggest a church where you can learn more of what God has done for you today."

6. God's Assurance: His Word (part B)

THEOLOGICAL QUESTIONS

- 1. The Gospel - I Corinthians 15:1-5
 - a. The objective nature of the gospel

b. Baptism

c. Discipleship

d. Lordship

e. Prayer

f. Confession

g. Repentance

APOLOGETIC QUESTIONS

1. The Importance of Apologetics - I Peter 3:13-16

- a. Apology

- b. Suffering and grace

- c. Sanctification and answer

- d. The ultimate apology

2. The Apology of Grace

- a. The indefensibility of grace

- b. The demonstrability of grace
 - i. The problem of pragmatism

 - ii. The importance of Biblical life style
 - (1) Growth in grace - II Peter 3:18

 - (2) Submission to authority - I Peter 4:2 (2:13-3:12)

 - (3) Suffering for righteousness - I Peter 4:12-19
 - (4)

3. The Apology of Faith

- a. The rationality of faith
 - i. The substance of faith is content
 - ii. The rationality of content

- b. The defensibility of faith
 - i. Historicity
 - ii. Accuracy
 - iii. Integrity

- c. How to answer the non-Christian
 - i. The thoughtful person
 - Little, Paul. [Know Why you Believe](#)
 - Dewitt, David A. [Answering the Tough Ones](#)
 - ii. The non-thoughtful person
 - (1) Return to their need by redirecting the question.

 - (2) After two or three "snow screens" confront them.

 - (3) Tell what their words reveal about them.

REVIEW

I. INTRODUCTION

A. Conversation

B. Opening Question

1. No

2. Yes

C. Diagnostic Question #1

1. Yes

2. No or I don't know

3. I John 5:13

D. Transition Question

1. Yes

2. No

E. Diagnostic Question #2

1. "I don't Know"

2. "Faith In Christ"

3. "Works or Merit"

F. Transition Question

1. No

2. Yes

II. THE GOSPEL

A. What's the Problem

1. Augustine
 2. Balise Pascal
 3. What's the problem
 4. Why
- B. God's Position
1. John 3:16
 2. Matthew 5:48
 3. Illustration
- C. Our Condition
1. Romans 3:23
 2. Romans 6:23
 3. Isaiah 59:2
 4. Illustration
- D. God's Provision
1. I Peter 3:18
 2. I John 4:10
 3. Illustration
- E. Our Decision *Part A* (for exam use INVITATION *Part B*)
1. Romans 3:23

2. John 1:12

3. Illustration

III. THE INVITATION (*Part B*)

A. The Clarifying Question

1. Yes

2. No

B. The Commitment Question

1. No

2. Yes

C. The Decision Question

1. No

2. Yes

a. You pray
(Be sure to have a prayer)

b. They pray

c. You pray
(Be sure to have a prayer)

IV. ASSURANCE

John 5:24

1. 'hear'

2. 'believe'

3. 'everlasting life'
4. 'judgement'
5. 'passed from'
6. 'passed to'
7. basis

A. Welcome