

Won by One – *The Power of Relational Evangelism*

Lecture Notes for the Six Week Study

*Special note: this presentation is divided into five sections.
(1) Introduction (2) F.E.N.C.E.S (3) C.U.L.T.I.V.A.T.E. and (4) R.E.A.P. (5) Answers to Common Objections. We recommend one teaching session for each of the five sections with the exception of #3. Consider allowing two weeks for this section as it includes the gospel presentation.*

Title Slide

Welcome! We're glad you're joining us for this six week study on relational evangelism.

Relate the following personal information:

(1) Who you are (2) How you found Christ (3) Your teaching and church ministry background.

This is a great time to share the gospel!

- Even though the world has recently been in lockdown, the **Word of God has not been locked down.**
- Even if we couldn't be in the church we can still be the church.
- It is a **proven fact** that, since churches have been forced to go online with digital services that they have been reaching more people.

So let's learn how to be better equipped to share our faith in Christ because people need to hear some good news for a change.

Session one: Introduction

Slide

Here's what we hope you will experience as you join with us today. We want you to:

Understand that evangelism is a process of lifestyle, not a program or soul winning technique.

- Evangelism should be a **part of your everyday life.**
- Through your prayer life, social media contacts and the people you see each day.

Recognize the major barriers in the lives of believers that prevent them from consistently sharing their faith.

- We call these barriers “fences” because they keep us out of the harvest field.
 - We're going to look at the **six most common ones.**

Know clearly the gospel message and be acquainted with the major objections and questions that non-believers have about Christianity.

- We want our words to be *windows* not *walls*.
- Your words form a “spiritual bridge” for the unsaved to travel over on their way to salvation.
 - **Skeptics** should be welcome in our world. People have questions and they need answers.
 - Something more than “*that's what the Bible says.*”

Slide

Gain self-confidence and experience the joy of sharing Christ to those who are lost.

- “**Joy**” is not the same as “**happy**.”
- **Happiness** comes when our circumstances are what we want them to be (everybody wants to be happy these days!)
- **Joy** comes when **God’s will is done in our lives** and we **grow into the life God wants us to have**.
 - **Rejoicing** is what we experience when joy is embraced.

Learn how to **establish common ground** relationships with the unsaved and unchurched and **show** how you can pray for them on a **regular** basis

- “**Common ground**” is the mortar that allows for the “lifestyle” approach
- Paul once **told the church in Corinth**, “*To the Jews I became as a Jew, so that I might win Jews... To the weak I became weak, that I might win the weak; I have become all things to all men, so that I may by all means save some...*” (**1 Corinthians 9: 19-23**).
- Paul explained here that he found **common ground** with others to **complete a bigger goal**.
- **Examples of common ground** are everywhere!
 - The **weather, COVID 19, church attendance, righteous living, sports, hunting, fishing, golf...anything!** I just used a **deceased loved one** who really knew Christ to share the **gospel**.

Identify five unsaved/unchurched people you know and **pray for them by name** and **find ways to share Christ with them** (five is God’s number for “**grace**” and you are going to help them be saved by grace).

- You will be **creating a “most wanted”** list. These will be **people in your inner circle**, your **family**, your **friends**, your **schoolmates** or **workmates** and **anyone else you know**.

Remember three key words: we will **memorize** the meaning of each letter!

- **FENCES** = **barriers** to evangelism
- **CULTIVATE** = **nine ways** to **win a soul** to Christ and how to handle objections
- **REAP** = **commitment** and **immediate** follow-up

Slide

We must **simply believe** the words of Jesus in **Matthew 22:37-40** “*Love the Lord your God with all your heart and with all your soul and with all your mind.*” (38) *This is the first and greatest commandment. (39) And the second is like it: ‘Love your neighbor as yourself.’ (40) All the Law and the Prophets hang on these two commandments.*”

- **Who** is your **neighbor**? You must **love them like you do yourself! Huge command!**

➤ **Have you ever heard this couplet?**

*To love the world to me is no chore,
My big trouble is the man next door. (Who lives next to you?)*

Slide

Ed Stetzer, the **chairman** of the *Billy Graham Center of Evangelism* at Wheaton College, says, “**Many Christians love evangelism as long as somebody else is doing it.**”

- If we want **evangelistic people**, we **must model that as leaders**.
 - **You can’t lead what you won’t live.**

- Many **church leaders** just talk about how **evangelism is not being practiced** but they themselves are **unengaged** in the **activity**.

Slide

So let's **learn** some **lessons from the farm!**

Jesus lived in an **agrarian society** in which the **majority of people** would have had **experiences** living on **farms** or **working** with **food crops** and **livestock**.

- His **audiences** would have included **shepherds**, **grape growers**, **wheat farmers**, **laborers in fruit orchards**, and **families raising livestock**.
 - If **Jesus were teaching today**, he might talk about **technology**, **sports**, or **fashion**.

Here are **four things** we **understand** about the **farm**:

Soil = human **hearts**

Seed = God's **Word**

Weeds = **Satan's** plan to choke the seed

Crop = the **reproduced life of Christ** in human hearts

Slide

The **concept** of **sowing** and **reaping**

Preparing the soil

The **seed** cannot **grow** on **stony ground**. There are **weeds (objections)** to **pull up**, **stones (barriers)** to **tug up** and **ground (relationships)** to **plow up**. We're **talking** about **building** a **relationship** with **lost people**.

Sowing the seed

We **reap** in **proportion** to the **amount we sow**. You can only **produce tomorrow** through **seed** that you **planted today**. You **must give away** what you **want to grow**. You are a **walking warehouse** of seed.

Period of cultivation

Don't give up on people; **don't just walk away** from what could be a **joyous conversion** on **their part**. **Stay in touch**, **keep in contact**.

Time for growth

Patience is a **mighty weapon!** **Don't** always **look** for **instant conversions**. It takes **nine months** to **bring forth** a **physical birth** and, likewise, it can take many **months** for **spiritual rebirth**.

Growth rate varies

Sometimes people **respond quickly** to the **gospel message** others **take a long time**.

Reap a greater quantity

This is a **law of sowing and reaping** in the **spiritual** sense. *You always reap more than you sow!* We have seen this **hundreds of times**. **Churches** that **go out** and **spread the gospel** in the **community** most **always seem to grow**. People **just show up** that we have **not ever met**. *There's something special about soul winning individuals and churches.* God honors His **Word!**

Slide

**Personal evangelism in three phases:
Cultivating (heart) – Sowing (mind) – Harvesting (will)**

Slide

For a person to be a true believer their heart (emotion), head (mind) and feet (will) must be saved!

Slide

Let's take a closer look at these three phases

Phase one: cultivation

Preparing the soil involves:

- **Breaking up the soil / Digging up the rocks / Pulling out the weeds**
- **Speaks to the heart through relationship—focus is on caring**
- **The emphasis is on the presence of the believer **building a friendship bridge over objections.****

Slide

Phase two: sowing

Planting the seed:

- **Seed is God's Word - the gospel**
- **Speaks to the mind with revelation—focus is on communication**
- **The emphasis is on the proclamation of the truth giving understanding of the gospel message.**

Slide

Phase three: harvesting

Crop is the reproduced life of Christ in hearts of the people:

- **Speaks to will for a response—focus is on conversion**
- **The emphasis is on persuasion**
- **Encourages a decision of faith.**

Slide

All three phases can happen in one meeting!

It can take months or years but it can be done in one encounter

Jesus did it in 38 verses!

Scriptural example: The Woman of Samara at Jacob's Well in John 4: 1 – 38

Spoke to her heart - *cultivating*

- **Jesus talked to her, breaking the social, religious and moral taboos of His day. (Vs. 7 - 9)**

Spoke to her mind - *sowing*

- **Jesus confronted her with her sin. (Vs. 17 & 18)**

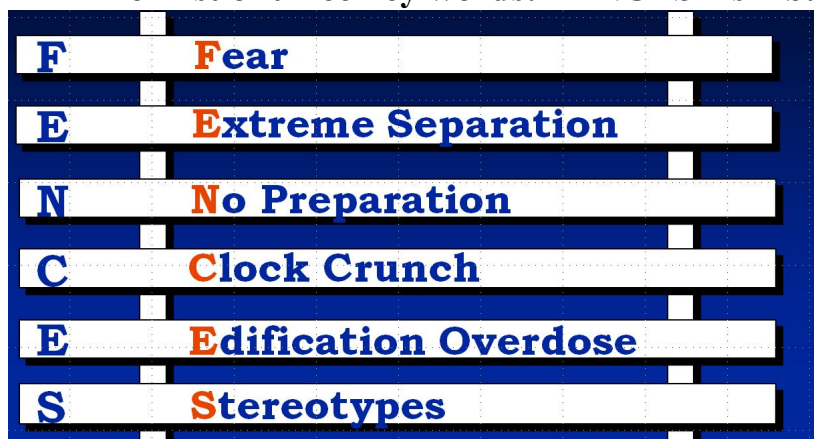
Spoke to her will – *harvesting*

- **Jesus gave her the invitation on behalf of the seeking Father (vs. 23). She makes a decision of faith and commitment and shows it by going to bring her friends to Jesus. (Vs. 28 & 29)**

Session two: F.E.N.C.E.S.

Slide

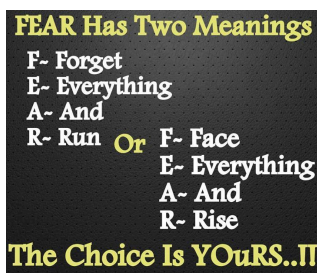
The first of three key words: FENCES – six barriers to relational evangelism.



Let's take look at each of these six barriers

FEAR

Slide



Slide

Why do we fear sharing our faith? Ask them to share some of their thoughts.

Slide

Here are some suggested reasons:

Lack of **knowledge**—we're taking care of that in these sessions

Lack of **training**—once you know and understand, **training comes easy**

Rejection—they are **not rejecting you**—they are **rejecting the Gospel**

Failure—you never fail if you just try—it's easier to direct a **moving vehicle**

Shyness—God can use your **shyness** to be an **open door for ministry**

Personal **imperfection**—who's **perfect**?!

Slide

Overcoming fear

Trust God's word:

Psalm 56:3-4

When I am afraid, I will trust in you. In God, whose word I praise, in God I trust; I will not be afraid.

What can mortal man do to me?

11 Timothy 1:7

For God did not give us a spirit of timidity [fear], but a spirit of power, of love and of self-discipline.

Realize that you can still **witness** even if you have fear!

Slide

Extreme separation

Discussion question: Do you agree with this statement? Yes or no and why?

“As Christians we tend to isolate ourselves from unbelievers. The greatest barrier to effective evangelism is cultural not theological.”

The **real issue** here is: does God want you to be **friends** with and have **fellowship** with **unbelievers**?

- I think that **people would believe the gospel** if we will just **learn how to make friends with them** and **bridge the cultural gap**. God’s Word tells us to **reach the unsaved through personal involvement**.

Slide

Consider this scripture passage:

I Corinthians 5:9-11 *“I have written you in my letter not to associate with sexually immoral people not at all meaning the people of this world who are immoral, or the greedy and swindlers, or idolaters. In that case you would have to leave this world. But now I am writing you that you must not associate with anyone who calls himself a brother but is sexually immoral or greedy, an idolater or a slanderer, a drunkard or a swindler. With such a man do not even eat”* (NIV).

The **Bible does not say** if **unbelievers** lead **immoral life styles** that you should **refuse to associate with them** on a **friendship** level. Jesus was a **friend** to the **publicans** and **sinner**s!

Slide

No preparation

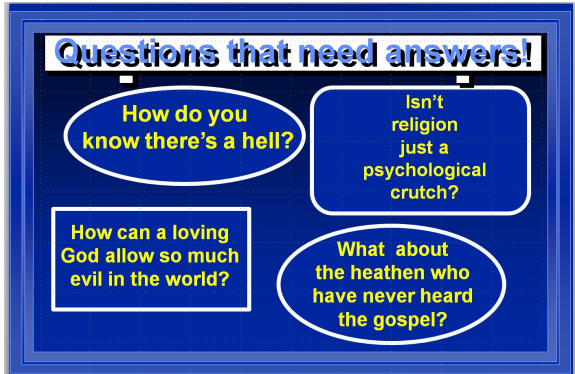
Many believers simply are **not prepared to be the Christian witness** that **Christ desires**. Did you know that **Moody Bible Institute** took a **survey** and discovered that **95%** of **Evangelical Christians** in the **USA** have never even **shared their testimony**.

Slide

Can you think of **some reasons** for this?

- We are not **spiritually in tune with the Holy Spirit** and **sensitive** to His leading
- We **don’t know the gospel message** well enough to **communicate** it
- We **don’t know the answers** to the **questions** non-Christians are **asking**.

Slide



Slide

Clock crunch

There are **so many** who say, *"I just don't have time to witness."* We must **take time for evangelism**. The **secret of successful soul winning** is **hidden** in your **daily routine**.

- You will **never hear anyone on their deathbed** saying, *"I wish I had spent more time at the office!"*

The urgent and the important

"Some **people** are so busy doing the **immediate** and the **urgent** that they **never stop to think** about the **important** and **essential** things of life."

Slide

Three key words

Perspective

There is a direct **relationship** between "time" and "eternity"

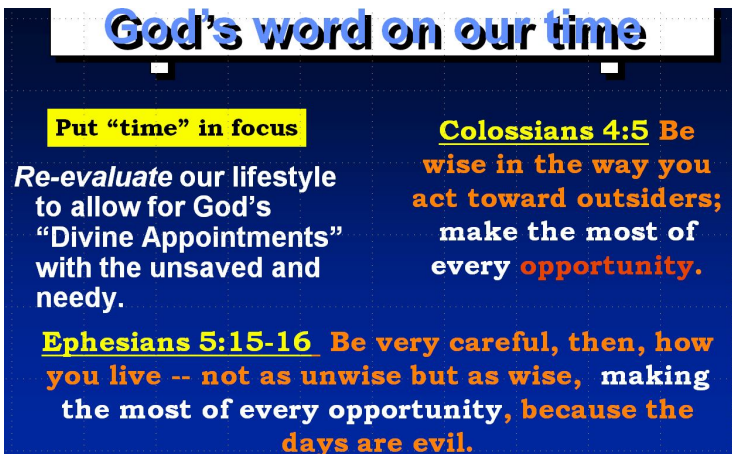
Priority

We have to learn how to tell the **difference** between the **urgent** and **important**

Practice

Rearrange schedule and **re-evaluate** our **lifestyle** to **allow for more time** for **important matters**.

Slide



Slide

Edification overdose

Edification overdose is “coming to hear but never going to tell.” It is where a **Christian** receives the **Word** but never shares the **Word**.

- It is **isolating yourself** from **anyone** and **everyone** that is not a **part** of your **church** or **Christian circle**.

Slide

Can you guess what **follows**? It is: the “Holy Huddle”

Koinonitis. This is an “inflammation of the fellowship joint.”

It is **constant fellowship** with believers to the **exclusion of spending time with the unsaved** and the **unchurched** and trying to **build a relationship with them** for **God’s glory**.

Slide

Stereotypes

A **stereotype** is a set idea that **people have** about what **someone or something is like**, especially an idea that is **wrong**.

- Many **believers do not witness** because they see all **Christian evangelism in one of three categories** and they say, “*I don’t want to be like them.*”
- **Witnessing turns them off** because of these **preset beliefs**.

Slide

Here are the three stereotype categories:

Scalp hunters.

*They feel that the **only goal of witnessing** is to “**get decisions**” in order to “**put a notch on the gospel gun**. **Numbers are everything!**”*

The “hard sell.”

*It’s “**turn or burn**” and “**you lie you fry**.”*

Con-man.

These people use **gimmicks, come-ons** and **prizes to get people saved**. One **pastor gave away a free TV to get people to attend his church**. Another **pastor** opened the service by **coming into the church on a zip line**

Slide

Your question time!

Allow for a brief question and answer session.

Sessions three and four: CULTIVATE.

Slide

C.U.L.T.I.V.A.T.E - *Nine ways to reach the lost through relational evangelism.*

Converse with God (*the power of prayer in evangelism*)

Understand the secular mind (*thoughts on how unsaved people think and their spiritual condition*)

Listen to THEIR story (*principles of listening*)

Tell YOUR story (*sharing your personal testimony*)

Invest in common ground (*identify five lost or unchurched people*)

Value the culture (*respecting cultures and uniqueness of people*)

Ask spiritual questions (*learning the art of asking right questions*)

Tell HIS story (*the gospel presentation with scriptures and illustrations*)

Explain the commitment (*leading a soul to Christ*).

Slide

Converse with God

We must **spend time** with our **Father**. God speaks to us through **study of His Word** and through **prayer**.

- If we **know the Word**, God will help us **remember** it and **impart** it.
- **Jesus told us in John 14:26** that the **Holy Spirit would bring all things to our remembrance**. The word “*remember*” indicates that we are **recalling something that we have placed in our memory at an earlier time**. As we learn and use scripture, God brings it back to our remembrance when we need it most!

Prayer has been called the “life breath of the soul” and produces a **bond of intimacy with our Father**. As with any relationship, **the more you communicate, the better you know each other**. Prayer keeps us close to the will of God.

Prayer is the prelude to all effective evangelism. There is **intense spiritual warfare** that goes on in the struggle for souls. Prayer is the **antidote for satanic opposition** in our evangelistic effort.

Prayer allows for “divine appointments.” Prayer for a **divine appointment** alerts us to that possibility and **sharpens our spiritual senses**. Spiritual people are **alert and sensitive to spiritual opportunities**.

Prayer is not the least (or last) thing we can do—it is the most we can do. D.L. Moody said, “*I’d rather be able to pray than be a great preacher.*” Jesus Christ **never taught His disciples how to preach**, but **He did teach them how to pray**.

- **As believers we must cultivate a regular time of prayer** away from the house of God. The Word says “pray without ceasing” and it is true that we can pray as we go about our daily lives, but we also need a structured, scheduled time to totally focus on communication with the Father.

God's Word on prayer

- Ephesians 6:18-20 *“Praying always with all prayer and supplication in the Spirit, and watching thereunto with all perseverance and supplication for all saints; And for me, that utterance may be given unto me, that I may open my mouth boldly, to make known the mystery of the gospel.”* (KJV)
- Colossians 4:2-4 *“Devote yourselves to prayer, being watchful and thankful. 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.”* (NIV)

*“Talk to God about people before
you talk to people about God”*

Slide

Understand the secular mind

Not an “us-them” mentality. The unbeliever is **not our enemy**—he is the **victim** of the **enemy**.

- They are **blind**. **2 Corinthians 4:3-4** *(3)But even if our gospel is veiled, it is veiled to those who are perishing, (4) whose minds the god of this age has blinded, who do not believe, lest the light of the gospel of the glory of Christ, who is the image of God, should shine on them.*
- They are held **captive** by Satan. **2 Tim 2:26** *“And that they may come to their senses and escape the snare of the devil, having been taken captive by him to do his will.*
- They are **spiritually dead**. **Ephesians 2:1** *“And you He made alive, who were dead in trespasses and sins.”*

Slide

World's idea of success: *pleasure, power and prosperity*

*“Some people climb the ladder of success, only to
discover the ladder to be leaning on the wrong wall!”*

Slide

Listen to THEIR story

Everybody needs **someone to take the time to listen** to their **story** because **everybody** has a **story to tell**. It is **amazing how quickly people** will **share very personal and private stories** to complete **strangers** if someone will **listen**.

- They will **tell stories** of how **their life has been**
 - It can be **good** or **bad**, they can be **sick** or **well**
- They will tell you **what they think of God**
 - They will **explain how they think they are going to heaven**
 - Some will **tell you they don't believe in God or the devil**
- Yes, **they will talk if we will listen**.

Slide

Listen and **silent** have the same letters!

Slide

The art of listening

- It is **polite** and a courtesy to others
- Helps **understand** where others are coming from in their thinking
- Earns the right to be **heard**
- In order to understand you must **hear**
- Listening for more than **words** (*third ear*” = *heart* – listen to what is NOT being said)

Scriptures: Proverbs 18:2 “A fool has no delight in understanding, But in expressing his own heart.” **Proverbs 18:13** “He who answers a matter before he hears it, It is folly and shame to him.” **James 1:19** “So then, my beloved brethren, let every man be swift to hear, slow to speak, slow to wrath.”

Slide

How to be a better listener:

- Show **genuine interest**
 - You are not playing a game of chess where you are always planning your next move while the other person is talking
- Be **courteous**
 - Don’t butt in when someone else is speaking
- Communicate **acceptance**
 - We are not judges—we must hear the other person out
- Be **patient**
 - Don’t think about how quickly we can end the conversation
- Focus **attention**
 - We must not only listen but really learn to “hear” what is being said. We should be able to repeat what has been said

A high school class in music appreciation was asked the difference between listening and hearing. At first there was no response. Finally, a hand went up and a youngster offered this wise definition: “Listening is *wanting* to hear.”

Slide

Silent witnessing (SOFTEN the gospel)

- **S** mile
- **O** pen expression
- **F** orward lean
- **T** ouch
- **E** ye contact
- **N** od

Slide – title only

Tell YOUR story

Slide

Share your personal testimony

The **power** of **testimony**

- Used in the secular world
 - Advertisers used the **testimony** of **satisfied customers**
 - The **people of God** should **share their testimony**

- What is a **testimony**?
 - Your **testimony** is an **evangelistic tool** for evangelism
 - You are a “**living epistle**” (PDF - *Public* and *portable letter* - 2 Cor 3:2 “*You are our epistle written in our hearts, known and read by all men.*”)
 - Sharing your testimony is a **way to witness when all others fail!**

Slide

Every **testimony** should have three elements.

Before: Simply tell what your life was like before you surrendered to Christ.

- What were you **searching for** before coming to know Christ?
- What was the **chief problem, emotion, situation, or attitude** you were **dealing with**?
- What **motivated you to seek a change** (**loneliness, fear of death, insecurity, etc.**)?

How: How did you **come to salvation** in Jesus?

- Simply **tell the events and circumstances** that caused you to **consider Christ** as the solution to your searching.
- Take time to **identify the steps that brought you to the point of trusting Christ**.
Where were you? What was happening at the time? What people or problems influenced your decision?

Since: How has your life in Christ made a difference?

- How has his **forgiveness impacted you**?
- How have your **thoughts, attitudes, and emotions** changed?
- **Share how Christ is meeting your needs** and what your **relationship with him** means to you now.

Slide

Invest in common ground

- List **five** people you know that are lost (a spiritual “**most wanted**” list!)
 - **Determine some common ground activities**
 - Pray and **pick the best possibility** for each one
- Your “**most wanted**” list should be like an “**evangelism worksheet**” - Make columns for:
 - **Name of person**
 - **Common ground activity**
 - **Target date** (when you make first contact)
 - **Invitation date** (when you get them involved)
 - **Salvation date** (when the person received Christ)

Slide**Value the culture**

Christ's **principles** of evangelism.

Jesus had no **set** or **stereotyped methods** because He knew how **people, hearing the same information, could react in different ways.**

- **Keeping the message the same, yet treating people differently, requires the maintaining of certain principles in every situation**
- **By showing a basic respect for people and their differences, yet showing them love, Jesus was able to win them over**
- Obstacles can be **minimized** when we understand the principles.

Slide

Christ's three principles of evangelism (dealing with people)

- **Dignity.** Jesus **dealt with each person** as a **unique creation of God.**
 - Can you think of **anyone better qualified** in this area than He was?
- **Respect:** Jesus revealed a **profound regard** for human personality. Dealing with the **“down and outers”** was a **problem in Jesus’ day** and it is **no different today.**
 - In a **society** that places such a **heavy emphasis on material wealth** and **social status**, treating everybody as a **unique creation of God** is **difficult** for **many of us.**
 - **If you don’t think it is difficult, try going to a drunk tank** at your **local police station**, and **record your first reaction** to these **“potential members of the family of God”**
 - It is always amazing to see “before” and “after” pictures of drug addicts that got saved.
 - God can change our lives! He can make “all things beautiful” and restore us
 - **We need to pray that Jesus will allow us to see them as He sees them—lost souls for whom He died on the cross.**
- **Inclusivity.** Jesus **ministered to rich and poor, educated and not so educated.** He ministered to **Nicodemus**, a **powerful and wealthy member** of the **Sanhedrin.** He also ministered to a **blind beggar** with the **same understanding and compassion.**
 - Everyone we meet regardless of his or her **social, cultural or ethnic** background is worthy of our respect.
 - Seed thought: ***If you witness out of prejudice, you will have little to respect; but if you witness out of respect your prejudices will fade away.***

Slide

Ask spiritual questions

Before you start talking about God, it's a good idea to see where your prospect stands on the concept of God.

Ask **one** or **two** of these questions:

- *How would you describe your relationship with God?*
- *At what point are you in your spiritual pursuits?*
- *If you were God, what requirements would you make for people to go to heaven?*
- *If you were standing before the gate of heaven and God said, "Why should I let you into heaven?" what would you say?*

Slide-title

Tell HIS Story

Slide

Gospel Presentation

- God's position
- Man's condition
- God's provision
- Man's decision

Communication can be difficult

- Why do we play at a recital and recite at a play?
- Why do we ship by truck and send cargo by ship?
- How can overlook and oversee be opposites while quite a lot and quite a few are alike?
- How can a slim chance and a fat chance be the same, while a wise man and a wise guy are opposites?
- How can a house burn up and down at the same time?

Slide

God's position:

- **God loves man** and wants to have fellowship with him.
 - The **best-known, most quoted scripture in the Bible** assures us that He loved us so much that He sent His only Son to die for our sins (John 3:16).
 - If we accept that, He will **restore** that which we **lost through sin and disobedience**.
 - God is **also in a position** to help us as **He has control over everything**.
- **God is also perfect** and His **character and holiness** will **not allow Him to lower His standards**.

This leaves us with a **dilemma** that is impossible to solve—**unholy people standing before a Holy God**.

- **The Lord says:** "*I have no pleasure in the death of the wicked: but that the wicked turn from his way and live.*" **Ezekiel 33:11**
- God also tells us in **2 Peter 3:9** that, "*The Lord... is not willing that any should perish, but that all should come to repentance.*"

- **Romans 10:9** says this of God's position: *"That if thou shalt confess with thy mouth the Lord Jesus, and shall believe in thy heart that God has raised Him from the dead, thou shalt be saved!"* His position has never changed. He still has the same requirement that He has had for 2,000 year
 - He has **provided for our salvation through the death and resurrection of His son Jesus**, and we **must believe in Jesus in order to receive salvation**.

Slide

Man's condition:

- **All people have sinned and fallen short of God's standard** (Romans 3:23). Some **people may think they come pretty close**, but if you asked them to reveal their *every* thought in the last 24-hour period, they would fall back in line with the rest of us.
 - **Some people do live better lives than others.** If we were all swimmers who want to swim to Hawaii, some won't get far at all while others may go for many miles. **The truth is none will make it to Hawaii.** All will fall way short of the goal.
 - This is **similar to trying to provide for our own salvation.** It is pride working at its peak that allows us to think we can get there by our own plan or action.
 - Don't miss the mark! *Strong's Concordance* says that in the Greek language the word "for doing wrong or living is sin" means to have "**missed the mark**", or to not have shared in the prize.
 - We must make sure the **lost person knows the penalty for missing the mark!**
- **God in His justice requires the penalty of eternal separation** from Him. *"For all have sinned and fall short of the glory of God (Romans 3:23) and "For the wages of sin is death..." (Romans 6:23).* Also,
 - **God wants us to be with Him**, but **He won't lower the standard.** We want to be with Him but we can't make it.
 - This seems to be a **bleak and impossible** situation.
- **Identify with the prospect:** *"Maybe you are like me because I did not realize that I was born into sin and was unable to measure up to God's standard for salvation through my own efforts*
- *God's Word says, "If we say we have no sin, we deceive ourselves and the truth is not in us. "* (1 John 1:8)
 - Also, *"By one man sin entered into the world, and death by sin, and so death passed upon all men."* (Romans 5:12)

Slide

God's provision:

- **Jesus Christ, being God**, paid the **penalty for our sins by dying on the Cross** as our **substitute**. He made it possible for us to have a **personal relationship** with Him by offering Himself, the perfect sacrifice, in exchange for our sins. *He made Him who knew no sin to be sin on our behalf, that we might become the righteousness of God in Him (2 Corinthians 5:21).*
 - This is why John the Baptist called **Jesus the "Lamb of God"** (John 1:29) referring to the **sacrificial Lamb** that would free all of us forever.

- **Romans 5:8** lets us know about God's provision: "*But God commendeth His love toward us, in that, while we were yet sinners, Christ died for us.*" This passage of scripture tells it all. He gave all for us, even when we were in sin!
- **He made it possible for man to have a personal relationship** with God through His shed blood.
 - "*For Christ has also once suffered for sins, the just for the unjust, that He might bring us to God*" (**1 Peter 3:18.**)
 - "*For God sent not His Son into the world to condemn the world, but that the world through Him might be saved!*" (**John 3:17**)

Slide

Man's decision:

- **We must trust in Christ.** We have established **who God is and what He is able to provide.** We have **shown what man needs and what he cannot provide.** We have **looked into the provision God has made available for us,**
- **Here at this point a person must face a decision.**
- We must **ask the question:** "*What are you going to do with the information that you have?*"
 - **All anyone must do is place his or her trust in Christ and accept His death as necessary and sufficient payment for sin.**
 - This **satisfies God's requirement** of perfection and establishes His desired eternal relationship with man.
- Some appropriate scriptures:
 - *But as many as received Him, to them He gave the right to become the children of God, even to those who believe in His name* (**John 1:12**).
 - *For by grace you have been saved through faith: and that not of yourselves, it is a gift of God not as a result of works, that no one should boast* (**Ephesians 2:8, 9**).
 - "*That if thou shalt confess with thy mouth the Lord Jesus, and shall believe in thy heart that God hath raised Him from the dead, thou shalt be saved.*" (**Romans 10:9**)

A **life-changing decision** is needed to **change a life.**

Slide

Suggestions for learning the gospel presentation:

Memorize the outline, scriptures, illustrations and commitment prayer.

- This may sound like a **mechanical approach** to the witnessing process, but you must have an **outline or a flow of presentation** that you **want to use** as your **guideline.**
 - To do this you **must determine the path you want to follow**, remembering to be flexible.
 - The **reason for memorizing** is so **you will not skip over an important point** if you are **sidetracked** and need to
- By **committing some material to memory**, it also **works as a reminder and encouragement** for you.
- Many **people find that sharing their testimony** seems to **benefit them** as much as it does those who are hearing it for the first time.

Practice by yourself.

- This may **take a little encouragement**. Most of us are **afraid someone will walk in** and find us **talking to ourselves**.
- Many **speakers first make their speeches in privacy** in order to refine their delivery, content, voice inflection, and important points. Some of the brave ones do so in front of a mirror

Practice with a friend.

- The key here is a **real friend**, someone who will help you **fine-tune your material**. A true friend will tell you the truth and not just agree with what you say.
- Ask for **an honest evaluation**. Ask for suggestions, but keep the presentation within your personality.

Be natural and relaxed.

- This is a trait that is **easier said than done**. If you think ultimate success in witnessing depends on you and your performance then you feel real pressure. We have to learn that real success comes through the anointing of the Holy Spirit.
 - Also, sometimes when you think you've not done a well what you have spoken has a profound effect on the person you were trying to win to Christ.
- There is a **danger** that we will **appear to be too tense** and this can make the **prospect feel nervous**.

Explain the commitment

This is the process of **providing a careful explanation of the main points of the gospel** that allows the recipient to have a **thorough understanding** of what is involved in accepting Christ.

- At this point, **make sure they know that commitment requires a decision** that they must make to turn their lives over to our Lord Jesus and invite Him into their lives,

In some ways making a commitment to Jesus is like **committing to a marriage**.

- There are, of course differences—**but both involve a decision to leave our old ways of living and commit ourselves completely to someone else**.
- In **committing to marriage**, we have to **admit that our life will be better off sharing it with someone else**.
 - **The same is true of committing our life to Christ**.
 - **Before we can ever turn to Him, we have to realize we need Him**.
 - **We have to admit that we have sinned and need God's forgiveness, and that our life will be better with Christ—both now and eternally**.

Session five: REAP

Slide

R.E.A.P.

Review the gospel
Examine their objections
Ask for a decision
Proceed to discipleship

Review the gospel outline

- God's position - love, perfection
- Man's condition - sin, separation from God
- God's provision - Jesus; God in the flesh died for us
- Man's decision - trust in Christ, believe in faith

Tell them to look in their handout to see the review with illustrations included.

Slide

Examine their objections

How do deal with them

- **Never argue;** especially regarding theological issues
 - Remember Proverbs 15:1... "*A soft answer turns away wrath, but grievous words stir up anger.*" You are trying to save a lost soul from and eternity in hell...you must be patient and kind. If you make the prospect angry, you may have lost every opportunity you might have in the future to develop a relationship and eventually lead them to Christ.
 - Say, "*I'm glad you said that,*" or "*you know, a lot of people think that, but...*"
- **Don't panic.** Remember John 14:26: The Holy Spirit will bring those things to your remembrance that you need, if you have properly prepared
- **Agree** to the extent you can. Say, "*There are many people who feel just like you!*"
- **Reason** "*Come, let us reason together...*" (Isaiah 1:18) work out the differences without argument
- **Close.** Come to a conclusion and get back to the gospel message.

Do not be discouraged by objections, they are part of the total witnessing experience. How we react to them will have a definite influence on the salvation progress—positive or negative.

Slide

Ask for a decision

It is a fact that **many times believers share the gospel but never ask for a decision** to accept Christ.

- It would be **like sharing the details of a great insurance plan but never asking, “Would you like to have this plan for your life?”** *That insurance salesperson would be a poor man or woman indeed!*

Ask the “qualifying question”:

Does what I have told you make sense?

- This is a **question that we ask to find out if our prospect is in a position of taking the next step.**
 - A **positive response** would lead into **asking for a commitment.**
 - A **negative response** would indicate that **more information is needed** in the area of question.
- A **negative response is not necessarily a sign of rejection, but shows a need of clarification.**

Ask the “salvation question”:

Is there any reason why you cannot make Jesus the Lord of your life right now?

- A **positive response calls for the salvation prayer** that is given below. A negative response again indicates a misunderstanding of a portion of our presentation and needs clarification.

Pray with them and for them:

- When you have **asked the appropriate questions, and answered the questions,** it is time to **pray with them:**

First, pray **for** them.

- Pray for them that they **will have faith to believe and confidence** in the Word of God **they have heard**
- Pray for their **assurance** that they will be forgiven of their sins; and for deliverance from anything that would hinder them.
- Then, pray **with** them the **salvation (commitment) prayer.**
 - **Let them pray out loud** at this point **if possible.**
 - **People sometimes struggle with the fact that they never actually prayed themselves.**

Slide

Sample prayer of salvation:

*Dear Jesus,
I admit that I am a sinner and I understand that my sin separates me from you. I believe that you, being God, paid the penalty for all my sins when You died on the cross.*

I now receive You as my Savior. Thank you for loving me and giving me the gift of eternal life.

In Your Name, Amen

Share the assurance of salvation:

- **Assure them of their salvation** by the **Word of God** and **not by their feelings**.
 - Refer to John 5:24 “*Most assuredly, I say to you, he who hears My word and believes in Him who sent Me has everlasting life, and shall not come into judgment, but has passed from death into life.*”
 - Also, John 6:47 “*Most assuredly, I say to you, he who believes in Me has everlasting life.*”
- **Discuss and rejoice with them in the knowledge of where they would go if they were to pass away after having prayed the salvation prayer.**

To help them with assurance of eternal life, say “*Based on your new understanding of the Bible, what would you say now if God asked you, ‘Why should I let you in heaven?’*”

Slide

Proceed to discipleship

- Take the initiative—set up a date and time to meet
- Be available—the new believer has many needs
- Be prepared—in the presentation of biblical truths
- Be an example—let the new believer see Christ in you
- Connect them to an evangelical church (hopefully yours!)

Closing thought: Expect God to do His part

Paul said, “*I planted, Apollos watered, but God is causing the growth.*”

Slide**Session Six: Answers to Common Objections****Slide*****Common Objections to the Gospel Message***

Here are common objections that you may have thrown at you during the process of attempting to share the gospel message. Scriptures are provided with most of the objections in order that you will have a Biblically based response to the objection.

- **How do you know God exists?** *“In the beginning, God created the heaven and the earth”* (Genesis 1:1) Sometimes we have to appeal to science and creation to show the unbelieving that God created it all. The wonder, beauty, diversity, intricacy and complexity of the world points to the existence of an intelligence who designed it all. The designer and creator is God!
- **Are miracles possible?** By definition, a miracle is something that occurs that is beyond natural explanation. All miracles begin with faith in God and His Word. The earliest and most profound miracle of all was that of creation. God created everything *ex nihilo*—from nothing—and each succeeding miracle reinforced His incredible power. In some parts of the world, accounts are given of people who have had dreams about Jesus and wake up and pray to become a Christian, despite living in an area with no missionary activity and never hearing the teachings of the Bible. In other situations, God has worked through changes of weather or the perfect timing of circumstances in the lives of a person to bring forth an outcome that is part of His perfect will.
- **Isn't religion just a crutch?** Religion may be, but not Jesus! His name is the only name by which we can be saved. (Acts 4:12). We have been “crippled by sin” and only Jesus can make us whole again.
- **Is the Bible reliable?** If the Word has been here since the beginning, then it is impossible to contest its veracity and authenticity. The Bible is the world's oldest and best selling book! It has withstood every critic for centuries. There are over 1800 prophecies in the Bible and Jesus has already fulfilled 300 of them!

Slide

- **Is Jesus the only way to God?** The Bible teaches that there is no other way to salvation than through Jesus Christ. Jesus Himself says in John 14:6, *“I am the way, the truth, and the life. No one comes to the Father except through me.”* He is not **a** way, as in one of many; He is **the** way, as in the **one** and **only**. No one, regardless of reputation, achievement, special knowledge, or personal holiness, can come to God the Father except through Jesus because he paid the penalty for our sins when He died on the cross as our supreme sacrifice. He offers salvation to all who will receive Him.
- **Can good deeds get you to heaven?** Romans 10:9 tells us to “confess with your mouth the Lord Jesus and believe in your heart that God has raised Him from the dead, you will be saved.” If we got to heaven by good deeds surely the Bible would tell us how many we need to do and when we would be ready for heaven! The Bible says over and over that our good works will *not* get us to heaven.

- **Do you get to heaven by just “believing”?** Yes, however Biblical believing involves “trusting in Jesus.” Believing is vital but we must trust in Jesus for our salvation. *“But without faith it is impossible to please Him, for he that cometh to God must believe that He is, and that He is a rewarder of them that diligently seek Him.”* (Hebrews 11:6) We get to heaven by believing in the death and resurrection of Jesus Christ.
- **Can anyone be sure about heaven?** We know it first of all because Jesus Christ came to overcome death’s sting and open Heaven’s door for us. Only one thing will keep us out of Heaven, and that is our sin. But Christ came into the world to conquer sin’s power—and He did this by becoming the final sacrifice for our sins through His death on the cross. But we know Heaven is real most of all because of Christ’s resurrection from the dead. Death could not hold Him—and neither can it hold us! Don’t give in to hopelessness, but put your faith and trust in Christ—both for this life and the life to come.

Slide

- **What about the hypocrites?** What about them? God loves them too. It is important to remember that they are in all walks of life—not just in the church. Just because someone else fails to accept His gift and lives a hypocritical life, that does not absolve us from the requirement that we have as an individual that we must believe in Him.
- **If God is a loving God, why do the innocent suffer?** The very short answer is, “because of sin.” Sin in the world, from the time of Adam has brought sickness, disease and death to all of the world. As a result, sin allows sickness and death to overtake all of us. God is not the author of sin and evil and, if we put our trust in Him, He will restore all things like in the beginning on earth.
- **How could a loving God send anyone to hell?** God sends no one there. Rather, He offers the free gift of eternal life in heaven. We are the ones who must choose. Matthew 10:28 says, *“And do not fear those who kill the body but cannot kill the soul. Rather fear him who can destroy both soul and body in hell.”* We must understand the fact that the lost are going to go to hell for eternity due to the fact that they fail to accept the free gift of salvation. This is the penalty for sin. You must willfully reject the gospel message to be doomed to spend eternity there. God is a loving God, but He is also a righteous God. His righteousness demands the penalty of death for all who reject His Son.
- **“I’ve been a good person, better than some Christians I know!”** No doubt that is true; but the fact still remains that all of us as individuals must make our own, personal decision to believe in Jesus Christ. No one can make it for us, and if we fail to make the decision to believe in Christ before we die, we will spend eternity separated from God. Ephesians 2:8-10 lets us know that we are saved by faith, not of works, or anything we have done, other than believe in Jesus. Just being a good person is not going to get us to heaven.

Slide

- **How could God allow disease, poverty, famine, etc?** The Bible reveals that God will not tolerate sin. Micah 5:15 says, *“And I will execute vengeance in anger and fury upon the heathen, such as they have not heard.”* In Micah 6:13, God says, *“Therefore will I make thee sick in smiting thee, in making thee desolate because of thy sins.”* Make no mistake about it; God is a loving God, however, He is a just, holy and righteous God.

- **I need to get my life cleaned up first!** Romans 10:13 says that, “...whosoever shall call on the name of the Lord shall be saved.” There is nothing in the Bible that indicates that anyone has to clean up themselves before they come to Christ for salvation. Jesus accepts us where we are at the time of salvation, but He doesn’t leave us there.
- **I’m not ready now. I will come to Christ later.** There may not be a “later.” II Corinthians 6:2 says. “Behold, now is the accepted time; behold now is the day of salvation.” No one has the promise of tomorrow. The Bible tells us that “it is appointed unto man once to die, but after this, the judgment.” (Heb. 9:27). The truth is that none of us have the guarantee of tomorrow.
- **I would have to give up too much!** There is an old saying that goes like this: “It is wise to give up what you cannot keep, in exchange for what you cannot lose.” Nothing we have on this earth will go with us to the grave. Whatever we may have to give up when we accept Christ, we probably did not need anyway.