PERSONAL EVANGELISM

(Soul-Winning)

Course Taught by:

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Personal Evangelism
Weekly Homework

READING: Scriptural Evangelism, by Dr. Bill Jackson

3 VIDEOS: To be announced

BIBLE MEMORY VERSES: (related to personal evangelism)

Date	Reading	Memory Verses
3/2/94	Jackson, pp. 5-16	I John 5:11-12
3/9/94	Jackson, pp. 17-28	I John 5:13
3/16/94	Jackson, pp. 29-44	Romans 3:10, 3:23
3/23/94	Jackson, pp. 45-56	Romans 6:23
3/30/94	Jackson, pp. 57-69	Revelation 21:8
4/6/94	Jackson, pp. 70-80	I Peter 3:18
4/13/94	Jackson, pp. 81-100	Ephesians 2:8-9
4/20/94	Jackson, pp. 101-114	John 1:12
4/27/94	Jackson, pp. 115-128	Romans 10:8-9, 13
5/4/94	Jackson, pp. 129-146	Revelation 3:20
5/11/94	Video # 1	John 5:24
5/18/94	North American Urban Ministries Conf. (Woodhaven)	
5/25/94	Video # 2	John 10:27-28

PRACTICAL ASSIGNMENT:

1) Each week, the student will be expected to have personally handed out Gospel tracts
2) During the semester, each student must fulfill the following:

    a) Present the Gospel to at least five people
    b) Invite at least one unsaved person to your home for dinner
    c) Attend a tract attack or open air meeting
    d) With God's grace, see at least one person make a profession of faith, be baptized and discipled.

"You Lived Next Door to Me For Years"

You lived next door to me for years.
We shared our dreams, our joys, and tears.
A friend to me you were indeed,
A friend who helped me when in need.

My faith in you was strong and sure.
We had such trust as should endure.
No words between us ever rose,
Our friends were alike--and so, our foes.

What sadness, then, my friend, to find,
That, after all, you weren't so kind.
The day my life on earth did end,
I found you weren't a faithful friend.

For all those years we spent on earth,
You never talked of the second birth.
You never spoke of my lost soul,
And of the Christ who'd make me whole.

I'm lost today eternally,
And tell you now my earnest plea.
You cannot do a thing for me--
No words today my bonds will free.

But do not err, my friend, again.
Do all you can for souls of men.
Plead with them now quite earnestly--
Lest they be cast in Hell with me.

--Arthur unknown

PERSONAL EVANGELISM

I. WHAT IS A WITNESS?

A witness is one who has personally experienced something, who then relays that information to others. As a witness for Christ, we are simply sharing with someone else a reality that we experienced in our own lives. It is showing others what was shown to us!

Jesus said, *"Ye shall be witnesses unto Me"* (Acts 1:8).

". . . Repentance and remission of sins should be preached in His name among all nations, beginning at Jerusalem. And ye are witnesses of these things" (Luke 24:47-48)

II. WHY SHOULD I WITNESS?

(Introductory Text: Matthew 4:18-20)

A. Because of four calls to evangelism

1. There is a call from within (Jn. 4:27-30)

2. There is a call from without (Acts 16:6-10)

3. There is a call from above (Mk. 16:15; Ezek. 3:17-18, 33:1-11; Mt. 28:18-20; Acts 1:8)

4. There is a call from below (Lk. 16:19-31)

"There is no command in all the New Testament for a sinner to go to church after the gospel, but there are multiplied commands for the church to take the gospel to the sinner. . . the responsibility of every Christian is not to bring the lost to the gospel but to take the gospel to the lost. Expecting the unsaved to come to church is unscriptural and unrealistic." (J.E. Conant)

How awful it is that the Great Commission has become the "great omission"!

B. Because we are God's only plan

1. He is not using angels (Acts 10:1-8)
2. He is not using the dead (Lk. 16:19-31)
3. He is not using creation (Rom. 1:20)

C. Because all men are spiritually blind (II Cor. 4:4)

1. Blind as to their need
2. Blind as to their destiny
3. Blind as to the love of God
4. Blind as to the urgency of salvation

D. Because of the power available to us

1. The Holy Spirit (Acts 1:8)
2. The Word of God (Heb. 4:12; Rom. 1:16)

E. Because it is a sin not to witness

1. Sin of disobedience Mark 16:15
2. Sin of lack of love John 14:15, 23
3. Sin of not following Jesus Matthew 4:19
4. Sin of not abiding in Christ John 15:4,5
5. Sin of dishonesty in a sacred trust I Cor.4:1,2

F. Because of its ADVANTAGES

1. All can do it.

2. It can be done anywhere.

3. It can be done anytime (Acts 16:25-34).

4. It reaches all classes

   a. Because all are sinners (Rom.3.23)

   b. Because Christ died for all (Rom.5:8; I John 2:2)

   c. Because whosoever may call (Rom.10:13)

5. It helps the Christian. (I Cor.9:16)

   a. To keep his heart right with God.

   b. To know the power of God.

   c. To know the Word of God.

6. It helps the Church.
   (Just as the happiest place in a hospital is the maternity ward, a happy, enthusiastic, zealous church will be so because of the joy New Born Christians bring)

7. It helps the community.
   (The best way to clean up the town is to see God clean up people's souls)

8. It helps the country. (Prov.14:34)

9. It is an art acquired more than possessed.
   (The more you witness, the better you become.)

10. Its reward is worth more than anything.
    (Daniel 12:3; Prov. 11:30)

11. It glorifies our Heavenly Father (John 15:8)

* Special thanks to Professor Samuel Telloyan, my Personal Evangelism instructor at Pillsbury Baptist Bible College of Owatonna Mn. for many of the above insights on why we should witness.

III. HOW CAN I BE AN EFFECTIVE WITNESS?

A. **Be <u>saved</u> yourself** (and have assurance of it)
(Luke 6:39 - The blind can't lead the blind)

B. **Be <u>Spirit-filled</u>** (Eph. 5:18)

How? By being <u>clean</u> on the inside

--Don't <u>grieve</u> the Spirit (by <u>sin</u> - Eph. 4:30)
--Don't <u>quench</u> the Spirit (by <u>unbelief</u> - I Thes. 5:19)

C. **Be <u>close</u> to Jesus** (John 15:1-8, 16)

To abide in Him is to remain in close fellowship with Him and the result will be fruitfulness.

D. **Be <u>compassionate</u>**

See people through the perspective of Jesus (Mt. 9:36-38)

E. **Be <u>burdened</u>**

Have a deep realization that all men without Christ are lost and doomed.

The Doom of the Lost

1. Luke 16:19-31 -
   --eternal conscious torment
   --eternal unfulfilled desire (v. 24)
   --eternal memory (v. 25)
   --eternal hopelessness (v. 26)
   --eternal loneliness (v. 19-21)
2. Mt. 8:12 - outer darkness
3. Mt. 13:42 - furnace of fire
4. Mt. 25:41 - everlasting fire
5. Mt. 25:46 - everlasting punishment
6. Mk. 3:29 - eternal damnation
7. Rev. 11:7 - bottomless pit
8. Rev. 20:10 - lake of fire and brimstone
9. Rev. 21:8 - second death

F. Be <u>bold</u>

How to Overcome Fear: (John 7:13)

1. Remember His <u>presence</u> is with you (Mt. 28:20; Acts 18:9-10; Heb. 13:5-6)

2. <u>Pray</u> for boldness (Acts 4:29, 31; Ps. 34:4)

3. Trust <u>God</u> for results, not yourself (I Thes. 2:2)

4. Know the <u>adequacy</u> of the Gospel message (Rom. 1:14-16 - *The <u>power</u> of the Word of God;* Heb. 4:12)

5. Memorize approach questions and a soul-winning <u>plan</u> (I Pet. 3:15)

6. Be more concerned about winning souls than winning <u>friends</u> (Gal. 1:10)

7. Don't be afraid of:

   a. Making a <u>mistake</u> (the greatest mistake you can make is to say nothing)
   b. Doing more harm than good
   c. Being asked <u>questions</u> (If you don't know the answer, assure them that the Bible has one, and promise to get back with them)

8. Begin! (*"In soul-winning, more than half the battle is won by beginning. Nobody would be walking today if they hadn't made their first attempt as a baby."*)

G. Be <u>prepared</u> (I Pet. 3:15)

Always carry tracts, a pocket New Testament, and have a <u>plan</u> of salvation memorized.

H. Be <u>focused</u>

Keep your message focused on <u>Christ</u> (John 16:14) and what He did on the <u>cross</u> to pay for our sins (John 3:30; I Cor. 1:23). Emphasize His death as a <u>substitute</u> payment for sinners (I Cor. 15:3-4).

I. Be <u>personal</u> (Acts 22:3ff)

Be willing to share what Christ did <u>for you</u>. This is your <u>testimony</u> about what you have "witnessed" in your life. Witnessing is the most effective means of sharing the Gospel.

Your Testimony

Call to remembrance the events that led to your salvation. Then write out your testimony and memorize it so you can be ready tot ell it to others.

You can use this outline to write your testimony:

1. <u>BEFORE</u> I trusted Christ (what I was before)

2. <u>HOW</u> I trusted Christ (what I realized)

3. <u>SINCE</u> I trusted Christ (what He has done in my life)

J. Be <u>prayed-up</u> (James 5:16)

"All who attempt to win the lost must speak to <u>God</u> for <u>men</u> before speaking to <u>men</u> for <u>God</u>."

K. Be <u>armed</u> (Eph. 6:10-18)

There are three enemies which fight against soul-winning:

1. The <u>world</u> (opposition from people)
2. The <u>flesh</u> (laziness and selfish pleasures)
3. The <u>devil</u> (attacks from the Adversary)

L. Be <u>steadfast</u> (I Cor. 15:58)

Most people will reject Christ, but many will accept. Keep on fishing!

The Incredible Value of A HUMAN SOUL

Jeremiah (Jer.9:31), Jesus Christ (Mt.9:36), & the Apostle Paul (Acts 20:31) had a deep burden for souls!

I. Every person has been...
Made in the image & likeness of God (Gen.1:27, 9:6)

II. Every person has a soul-spirit which is of...
More value than all the wealth of the world (Mt.16:26, Mk.8:36,37)

III. Every person will...
Live on for eternity
- A. The souls of the saved are with the Lord (Gen.35:18; II Cor.5:8; Acts 7:59)
- B. The souls of the lost are experiencing eternal anguish & suffering (Mt. 10:28; Rev. 14:11; 20:14,15)

IV. When you realize the value of the soul-spirit of people you will...
- A. Respect the dignity of human life (James 3:9-10)
- B. Focus on allowing God to nurture the inner-spiritual nature (Col.3:10; I Th.5:23)
- C. Make witnessing the Gospel a priority occupation (Ex. Paul Rom.10:1)
- D. Not judge a person based on externals (I Sam.16:7)
- E. Not lust after the flesh (Prov.6:25, Mr.5:28; I Tim. 5:2)

IV. WHAT IS THE "GOSPEL"?

Imagine that you are in a hospital room, calling on an unbeliever who is at death's door. You have time for only 25 words to communicate the Gospel. After the 25th word, the patient will pass away. What would you say in this situation?

Are you able to express the Gospel so concisely that if the mortally ill person responds properly, he is saved? Do you comprehend the Gospel sufficiently to put the saving message in these few words?

(This idea originated in Dr. C. Ryrie's Theology class)

It is vitally important to know exactly what the Gospel is for three reasons:

1. We are commanded to preach the Gospel (Mark 16:15).

2. A curse is pronounced upon anyone who would twist, add to or delete from the Gospel (Gal. 1:6-9).

3. A person's eternity depends on it!

The word "Gospel" (*euangelion*) simply means "good news" or "good announcement" or "good message."

The word *euangelion* is used in the New Testament to describe:

--any good news (I Tim. 3:6)
--good news about the Messiah's arrival and His establishment of the promised Kingdom (Mt. 3:1-2, 4:17, 10:5-7)
--the good news of the grace of God (Acts 20:24)

What exactly is the Gospel?

Paul in I Corinthians 15:3-4 describes the specific contents of the Gospel message. *"For I delivered unto you first of all that which I also received, how that Christ died for our sins according to the Scriptures; And that He was buried, and that He rose again the third day according to the Scriptures."*

The Gospel is succinctly this:

Christ died on behalf of people and He arose from the dead.

The two basic facts of the Gospel are these:

Jesus <u>died</u> and Jesus <u>lives</u>!

A. Jesus DIED (crucifixion) (I Cor. 15:3)

Four key words describe Christ's redemptive death:

1. SACRIFICE (The Essence of the Gospel)

   "Christ died"

2. SUBSTITUTE (The Graciousness of the Gospel)

   "for our sins"

   The word "for" is the Greek word *huper* which means "on behalf of" or "in the place of." (see page 11 for an expansion and illustrations of this vitally important aspect of the Gospel)

3. SINS (The Necessity of the Gospel)

   "for our sins"

   "our" - This word shows that the sinner is personally responsible and accountable for his own sins

   "sins" - This word points to the fact that the sinner has missed the mark of God's perfect moral standard (Rom. 3:23)

4. SCRIPTURES (The Foundational Basis for the Gospel)

   "According to the Scriptures"

   Our authority as we witness the Gospel is solely God's Word, the Bible. Some Old Testament Scriptures that predicted Christ's death for sinners are Genesis 22:8, Isaiah 53:5-12, Daniel 9:26

B. Jesus LIVES! (Resurrection) (I Cor. 15:4)

Christ's resurrection is a vital element of the Gospel because if He did not arise from the dead, His claims of being the Messiah and Savior are invalidated, and He would have no power to save anyone (15:17).

Note: The reference to Christ being "buried" validates the fact that He literally died, and that His resurrection was a literal miracle.

C. BELIEVE IT! (I Cor. 15:1-2)

This Gospel must be genuinely believed (*"received"* - v. 1) in order for one to be saved (v. 2)

"Received" - v. 1. Aorist tense - points to a once and for all personal reception of the Gospel (a whole-hearted taking to oneself; a glad welcoming). No one is converted if they do not personally take into their hearts the Gospel message (Rom. 10:9-10). This involves the exercise of their will. No one is saved against their will (Rev. 22:17).

Important Tips So You Do Not Force a Person Against Their Will

1) Go as far as the Spirit leads in your presentation of the Gospel (if they object, don't persist against their will; try again some other time)

2) Don't manipulate or twist anyone's arm to believe

3) Ask the person if he would be willing to sincerely receive Jesus Christ as His Savior (perhaps remind him: "Don't make this decision to please me or to get me off your back; but if you genuinely want to, you can receive Christ.")

Remember:

"A person convinced against their will remains an unbeliever still."

"Wherein ye stand" -Perfect tense - one who genuinely received the Gospel will never forget it, but will remain standing on it and saved by it!

"By which (Gospel - v. 1) *also ye are saved*" -

"Are" - presently and continually saved

"Saved" - passively by God; not yourself

The Gospel saves a person if his faith was no *"in vain."*

How does one *"believe in vain"*? He insincerely "believes" without purpose.

He believes without meaning it. He goes through the motions but never really receives the reality (Ex: Simon the Sorcerer - Acts 8:13, 21-23).

True faith evidences itself by persistence in the faith.

"If ye keep in memory" = If you firmly hold on to (cp. Jn. 8:31; Col. 1:23)

Anyone who departs from the faith never really believed it to begin with (I Tim. 4:1).

The Gospel presentation must include these three basic ingredients:

1. Man's problem (sin and resultant condemnation)

2. God's provision (Christ died for sin and arose)

3. Your personal reception (you must believe

The Gospel in 25 words:

"Friend, you have sinned.
But Christ died for your sin
and rose again.
Trust Him alone
and He will save you eternally.
Do it now!"

How did "Christ die for my sins?"

Perhaps the most essential part of the Gospel, and the most misunderstood, is the statement that *"Christ died for our sins"* (I Cor. 15:3).

Christ did not die merely to "set an example" as most unbelievers think; His death actually accomplished something. It is important that the soul-winner make it perfectly clear that Christ died as our substitute; He took our place, He paid our punishment; He suffered the equivalent of our eternal damnation; He died on our behalf.

This concept of Christ dying on our behalf is the crux of the Gospel and the emphasis of the New Testament.

Scriptures emphasizing the fact of Christ's substitutionary death
(using the word huper):

"This is my body which is given for you" (Lk. 22:19)
"This cup is the new testament in my blood which is shed for you" (Lk. 22:20)
"The bread that I will give is my flesh, which I will give for the life of the world" (Jn. 6:51)
"I am the good shepherd: the good shepherd giveth his life for the sheep" (Jn.10:11)
"I lay down my life for the sheep" (Jn. 10:15)
". . . He (Caiaphas) prophesied that Jesus should die for that nation. . . and not for that nation only . . ." (Jn. 11:51-52, cp. 18:14)
"Christ died for the ungodly" (Rom. 5:6)
"Christ died for us" (Rom. 5:8)
"He . . . delivered him up for us all" (Rom. 8:32)
"Christ died for our sins" (I Cor. 15:3)
"For he hath made him to be sin for us" (II Cor. 5:21)
"Christ . . . gave himself for our sins" (Gal. 1:4)
"Christ . . . loved me, and gave himself for me" (Gal. 2:20)
"Christ [was] . . . made a curse for us" (Gal. 3:13)
"Christ also hath loved us, and hath given himself for us an offering and a sacrifice to God for a sweet-smelling savour" (Eph. 5:2)
"Christ also loved the church, and gave himself for it" (Eph. 5:25)
"Our Lord Jesus Christ. . . died for us" (I Th. 5:10)
"Who gave himself a ransom for all" (I Tim. 2:6)
"He by the grace of God should taste death for every man" (Heb. 2:9)
"But this man, after he had offered one sacrifice for sins for ever, sat down on the right hand of God" (Heb. 10:12).
"Christ also suffered for us" (I Pet. 2:21)
"Christ also hath once suffered for sins" (I Pet. 3:18)
"Christ hath suffered for us in the flesh" (I Pet. 4:1)
"He laid down his life for us" (I Jn. 3:16)

Here are some ILLUSTRATIONS
to help you explain how Christ died as our "SUBSTITUTE."

The Judge & the Criminal - Suppose on the streets of our city was a man with a gun. This man one day pointed the gun at an innocent person & shot him and killed him. He then attempted to run away, but a police officer caught him, arrested him, and brought him to jail. The day finally came when he was to go to court to stand trial for his murder. After hearing the evidence, the jury found him clearly guilty of cold-blooded murder. The Judge then rendered this verdict: *"Because of your crime, you will have to pay for it with your life - You will have to die in the electric chair!"* The convicted criminal went back to his prison cell to wait. Finally, the dreaded day came for him to be executed. The guards brought him over to the electric chair, strapped him in, and the officials were about to pull the lever. Suddenly, a stranger entered the room. The officials noticed it was the city Judge, the same one who had found this man guilty and given him the death penalty. They asked the Judge, *"Sir, why did you come here?"* To which he replied, *"Do you see that man? He is guilty of murder, and there is no doubt in my mind that he deserves to pay for it with his life."* With a tear rolling down the Judge's cheek, however, he said, *"But I love that man, and I would be willing to take his place."* The room was silent. The man in the chair could not believe that someone would love him so much. [Rarely would anyone die for a good man; never mind for a criminal - Rom. 5:7-8] But suppose the Law allowed such a transaction. The man in the chair got up, and the Judge sat down in his place. The lever was pulled and the Judge was electrocuted, giving his life for the criminal so that he could go free.

Even though we have never heard of such a thing, that is exactly what Jesus Christ did for you. You see, He is the Judge of the universe. And the judge Himself stepped down from His throne in Heaven, came into this world -- all for the purpose that He might die on the cross and take your place and pay for the sin you committed. He became your substitute. He paid your penalty so that you could be free from the wages of your sin. Jesus died on your behalf so that you wouldn't pay for your sins yourself in the Lake of fire! What love! What a sacrifice!

The Wise & Just Ruler - A wise and just ruler established a series of laws for his people to follow. One day his mother broke one of the laws and was brought to the ruler after being caught. The penalty was twenty lashes. How could the ruler remain just and still fulfill the demands of his love for his mother? He chose to take the lashes on his own back. Justice was satisfied, while love was revealed in full measure.

The Rescue Dog - A man was lost in the Alps. The owner of the lodge where he had been staying sent out his best rescue dog to look for him. The dog found the man half-conscious, grabbed him, and started to shake him in order to wake him up. On coming to his senses the man, seeing the dog and thinking it was a wolf, stabbed the animal. The dog let go and returned to the lodge, where it died shortly thereafter. The dog's owner followed the trail of blood, came to the lost man, and saved him. The dog had given his life so that another might live.

The Burnt Hen - One day a certain farmer saw that a fire had ignited in his wheat fields, and was being blown toward his barns by the wind. To save the stored grain there, he lit a backfire, in hopes that it would impede the progress of the other flames. After both fires had subsided--and the barns had been saved--the farmer walked out through the smoldering ashes of the nearby fields. There he discovered the dead body of one of his hens, which had been caught in the blaze. Sadly, he turned over her black, charred body with his foot--and out from underneath ran four baby chicks. Her sacrifice saved her young ones. Such is the work of Christ on the cross, a place where the love of God dealt with the justice of God, where God's mercy matched God's wrath. Our Lord's sacrifice has saved us." (attributed to Donald Grey Barnhouse)

The Bridge - Gus was the proud operator of a draw bridge over a busy river. Each day, he yanked the levers that would elevate the old railroad bridge to allow the ships below to pass through. One Saturday several years ago, Gus invited his 10 year old son Peter to spend the day with him at the bridge. Peter whooped with excitement. He'd always marveled at the bridge and its levers and big gears. His dad had the best job in the whole world, he figured. An old fishing boat eased up the river toward the bridge that morning, and Gus showed his son how the levers performed. Peter watched with delight as, with a grinding hum and a few creaks, the old bridge separated and rose toward the sky. Gus began watching his gauges and jotting notes in his report book. Then came the unmistakable sound that sent Gus back to his levers: the piercing whistle of the 10:05 southbound train. The 10:05 was a little early, and a little late in blowing its warning whistle. Gus knew he must the lower the bridge quickly to avoid a tragic train crash. As Gus' big gloved hands grasped the levers and pulled, he looked over his shoulder for Peter. Where was the boy? *"Peter!"* Gus' stomach knotted as his eyes nervously darted up and down the bridge. *"Peter!"* The bridge began its descent so that the train could cross. *"Daddy! Daddy!"* Frantic with worry, Gus peered over the edge and saw his son atop the huge bridge gears. The giant teeth of the rotating machinery had consumed the boy's jacket. Now his hand and arm were being devoured, slowing pulling his entire body into the grinding gears. Gus reached for the levers to stop the machinery. But there came the 10:05 train loaded with passengers, whistle howling, roaring toward the bridge. *"Daddy! Help me!"* The terror of the boy's voice seemed to pound within every muscle of his father's body. Gus glanced at the train, then at his helpless son. In that split second, Gus was faced with deciding between the life of his pleading son, or the hundreds of lives aboard the rushing train. Gus pulled firmly on the levers. The bridge continued its merciful descent for the passengers of the train. Gus wept as the machinery squeezed the life from his only son. As the boy's shrieks melted into echoes, the 10:05 sped across the old bridge. The vacationing passengers had no idea what had just transpired below the bridge. In air-conditioned comfort, they waved and smiled at Gus as they whizzed by.

Two thousand years ago, a similar situation faced a loving Father. Much more was at stake back then. But confronted with that awesome decision, the Father chose to allow His Son to die so that we could live.

V. How Do I BEGIN Witnessing?

The Approach:

A. Talk about natural things for awhile

1. Why?

   a. To build rapport

   b. To create a relaxed atmosphere

   c. To show them that you are real (genuinely interested in their life)

   d. To break down walls or barriers between you and them

2. Possible subjects:

   a. Weather
   b. Sports
   c. Hobbies
   d. Automobiles
   e. Fashions
   f. House
   g. Employment
   h. Loved ones

B. Then begin thinking of a way to start talking about the Supernatural.

Subjects that will help lead you into the spiritual are:

1. Death
2. How quickly the years have passed (the shortness of life on earth)
3. Tragedies or calamities
4. Church
5. Current events (war, immorality, etc.)

* 6. Your own salvation testimony

C. Ask an approach question

Examples:

1. *"Do you attend church anywhere?"*
   (You then reply with, "It is important to go to church, but the most important thing is to know that we would go to Heaven when we die.")

2. *"A Christian has something that nobody else has; can you think of what that might be?"*

3. *"How do you think a person becomes a Christian?"*

4. *"Do you ever give much thought to spiritual things?"*

5. *"What would you say is man's greatest need?"*
   Your reply:
   "The Bible tells us that man's greatest need is salvation."

6. *"Was there ever a time in your life when you seriously thought about your personal need of salvation?"*

7. *"If your child (or some other person) asked you how to get to Heaven, what would you say?"*

D. Ask an assurance question

* **1. *"If you were to die today, do you know for sure you would go to Heaven?"***
   If they give an answer like "yes" or "I think so" then you might ask the question:
   "If you were to die today and stand in front of God, and He was to say to you: 'why should I let you into my Heaven?' what would you say?"
   (This question will reveal what that person is trusting in)

2. *"Before you put your head on your pillow tonight, wouldn't you like to know that you were on your way to Heaven?"*

E. Next, ask: *"Do you believe the Bible is the Word of God?"*

F. Then ask: *"If I can show you from the Bible how you can know for sure that you are going to Heaven, would you be willing to do what the Bible says?"*

The Basic, Essential Elements of the Plan of Salvation

5 Facts that any unsaved person needs to understand & believe in order to be saved.

5 VITAL CONCEPTS A LOST PERSON NEEDS TO KNOW	AN EXPLANATION OF GOD'S PLAN OF SALVATION	ROMANS ROAD	JOHN'S ROAD	Revelation ROAD
Fact #1 **SIN** (Lies; Stealing; Adultery; anger; Lust; Bitterness; Pride; Selfishness etc.)	***You have sinned against God.***	3:10,23	3:19-20	21:8
Fact #2 **JUDGEMENT** 	***There is a price for sin. Your sin must be punished.***	6:23	3:36	20:11-15
Fact #3 **CROSS** 	***Christ died and paid the penalty for you.***	5:8	3:16-17 (10:11)	5:9
Fact #4 **GIFT** 	***Jesus lives, and wants to freely give you eternal life.***	6:23	10:28 (14:6)	22:17
Fact #5 **BELIEVE** 	***If you will trust (accept, rely upon; put your faith in) Christ alone, you will be saved!***	10:9-13	1:12 (5:24)	3:20

* Facts #1 & 2 point to man's need for salvation (the necessity of salvation)
* Facts #3 & 4 point to God's provision for salvation (the arrangement of salvation)
* Fact # 5 points to man's reception of salvation (the acceptance of salvation)

VI. What do I <u>say</u> as I witness?

The Plan of Salvation:

Step # 1
You must show them that they are SINNERS.

1. Show them or else quote to them Romans 3:23 -
"For ALL have sinned and come short of the glory of God."

a. Stress the word *"All"* - We are all in the same boat. Say, "This means <u>I</u> am a sinner and <u>you</u> are a sinner, doesn't it?"

Other Scriptures which show that *"ALL have sinned"*

1) Eccl.7:20 - *"For there is <u>not a just man</u> upon earth, that doeth good, and sinneth not."*
2) Psalm 51:5 - *"Behold I was shapen in iniquity; and in sin did my mother conceive me"*
3) Rom. 3:10 - *"...there is <u>none righteous</u>, no not one"*
4) Rom. 5:12 - *"...death passed upon all men, for that <u>all have sinned</u>"*

[note: the fact that no one has perfectly kept the first & greatest commandment proves that all have sinned - Matt.22:37,38]

b. Make sure they understand what *"<u>sin</u>"* means.

This word *"sin"* means to miss the mark of God's perfect standard. We all come far *"short"* of the standard that God demands we reach in order for us to inherit His Heaven!

<u>God's Perfect Standard</u> _ God's Glorious Perfection

<u>Man's Level of Morality</u>

*Sin is failing to conform to the law of God.
Sinful attitudes are just as wrong as sinful acts.
Examples: Hatred is as bad as murder. Lust is as bad as adultery. Lying, stealing, etc., are sins.

*If we break one commandment, we are guilty of all (James 2:10)

c. Emphasize that our sin is what keeps us out of heaven.
SIN SEPARATES US FROM GOD.

d. If they can't see their sinfulness, ask:
"If Christ came into this room right now, could you look Him in the eye and say, I am just as good as You are?"

Step # 2
You must show them that there is a PRICE for sin.

Romans 6:23 - ***"For the wages of sin is death; but the gift of God is eternal life through Jesus Christ our Lord."***

1. Emphasize the word wages.

You may lead into your second step by asking them if they have or had a job anywhere. And mention that just as they received wages (pay - $) for their work, the Bible says that the wages or price that we must pay for our sin is death.

You may also mention that just as one who gets caught breaking the civil law must pay for it, so we must pay for breaking God's Law.

Emphasize that there is a payday coming (Heb. 9:27).

2. Emphasize that the payment is death.

a. Physical death

b. Spiritual death

Tell them that death is not cessation *("going out of existence")* but **separation**.

Physical death is separation of body from soul. Spiritual death is separation of soul from God. This may be illustrated by showing them that there is not just one death but a second death (Rev. 21:8).

God cannot forget or overlook sin. His holiness demands that it be punished.

Simply stated: *The wages of our sin is separation from God, forever, in Hell.*

If ONE sin separated Adam from God in the Garden of Eden, how much more are we separated?

Step # 3
Show them that Christ PAID the price for us.

Read to him Romans 5:8 - ***"But God commendeth (shows) His love toward us, in that while we were yet sinners, Christ died for us."***

Emphasize that Christ:

1. Took our place
2. Is our substitute
***3. Suffered for us** (I Peter 3:18)
4. Became sin for us (II Cor. 5:21)
5. Took our sins in his own Body (I Peter 2:24)

Isaiah 53:5-6 - *"the LORD hath laid on him the <u>iniquity of us all</u>."*

Galatians 3:13 - *"Being made a <u>curse</u> for us."*

Christ did <u>not</u> die as an example, great teacher, martyr, or by accident. Rather, He laid down His life for His sheep (John 10).

Emphasize that Christ paid a <u>debt</u> He did not owe. We owe a debt we cannot pay.

Step # 4
Show them that God offers a GIFT of eternal life

Flip back to Romans 6:23 - ***". . . but the gift of God is eternal life through Jesus Christ our Lord."***

1. Emphasize the word <u>gift</u>.

You may ask him, *"Have you ever received a gift before?"* (Ex: Christmas, birthday). Then state, *"God is offering you eternal life as a <u>gift</u>."*

a. A gift is <u>free</u>.
b. A gift is <u>unearned</u>.

2. Emphasize the word <u>grace</u>

Grace is the *"unearned, undeserved, and even many times unwanted kindness and favor of God."*

You may then turn in your Bible to Ephesians 2:8-9 and read both verses: *"For by grace are ye saved through faith and that not of yourselves, it is the gift of God, not of works lest any man should boast."*

Then comment on the fact that no one will stand before God and boast of the works whereby they earned eternal life.

3. Emphasize Who the gift is through: Jesus Christ.

State that it is not through:

a. Going to church, but through Jesus Christ
b. Giving to charity, but through Jesus Christ
c. Turning over a new leaf, or trying to do the best we can, but through Jesus Christ

You may then turn to I John 5:11-12.

A GIFT MUST BE RECEIVED!

Illustrated by using the Free Gift Offer Illustration: *"Suppose I knew you were in need financially, so I offered you a $5 bill* (hold it out - you may use a card or actual money).
Let's say for example that this money equals eternal life
($ = eternal life).
And this Bible (your little New Testament) *represents Jesus Christ*
(= Jesus Christ).

"I place the $5 bill into the Bible and hand it to you like this; why, you'd take the book to get the $5, wouldn't you?

"This gift that God has for us is in Christ, and just as you take the book from my hand to get the gift of $5, so you must take Jesus Christ to gain eternal life.

Step # 5
Show them that by TRUSTING in Jesus Christ they will be saved.

Turn to Revelation 3:20 and mention that this is Jesus Christ speaking:
"Behold, I stand at the door and knock; if any man hear my voice and open the door I will come in to him..."

1. **Mention to them that Jesus is standing at the door of his heart and is knocking** (Hint: point to person's heart or shoulder).

2. **Mention:** *"If you hear His voice and open your heart and life to him, He will come into you and will save you from your sins."*

   You may say: *"Though Christ has all power, He humbly knocks, as if He had none, waiting for you to open the door.* (pause) *If I were a good friend of yours and came over to your house and wanted to come in and knocked at the door* (rap Bible), *what would you say?"*

   Person should answer: *"I'd say come in."*

3. **(Crucial point) - You say:** "*The Lord Jesus is waiting to come into your heart right now and save you from your sins and from hell and give you that GIFT of eternal life."*

4. **Turn back to Romans 10:13 -** *"For whosoever shall call upon the name of the Lord shall be saved."*

5. **You ask sincerely, unashamedly, compassionately:** *"Will you call upon Jesus Christ and invite Him to come into your life?"*

6. **Ask the question:** *"Do you mind if I pray and ask God to help you to understand the Bible verses and that you would be saved?"*

   Keep your prayer short and sincere! By praying, you are showing him:

   a. That a person can speak from their heart to God (not in vain, repetitious words).
   b. That a person can speak to God anytime or anywhere (not just in a church or to a priest).

7. Review the five steps by <u>asking</u>:

a. Do you know that you are a sinner?

b. Do you realize the price, wages, or penalty you deserve to pay for your sin: Hell?

c. Do you believe that Christ died for you and now offers you a free gift of salvation?

d. Are you willing to <u>turn</u> from all known sin and from whatever is keeping you from trusting Christ 100% and personally <u>ask</u> Christ to come into your heart and be your Savior?

e. Are you willing to do it <u>now</u>?

8. You say: *"Are you willing to tell God what you have just told me."* (i.e. #7)

If he/she says, "I don't know how."

9. Your reply: *"All right, I'll help you. Just follow me <u>out loud</u> if you will."*

Have him sincerely repeat each phrase:

a. *"Dear Lord Jesus"*
b. *"I know that I am a sinner"*
c. *"I deserve to pay for my own sins in Hell"*
d. *"But I believe you love me"*
e. *"And I believe you died for me"*
f. *"I believe you paid for my sin"*
g. *"I believe you arose from the dead and now live"*
h. *"Please, come into my heart right now and save me."*
i. *"I now receive you as my Lord and Savior"*
j. *"I give my whole life to you"*
k. *"Amen"*

CAUTION:

1) Leading a person in the above sinner's prayer should be a <u>last</u> resort.
[Conversions are generally more real & sincere when the person (convicted of his sin & lostness) asks Christ to be his Savior on his own; ie. of his own volition in private.]
2) The above prayer is not a "magical formula" for salvation.
It is just a sample of the belief that must come from the person's heart.
3) If the person prays this model prayer make sure he does so <u>sincerely</u>. Insincere words do not save!

10. Ask him if he <u>meant it</u>.

11. Ask him: *"If you were to die now, where would you go? How do you know?"*

His reply should be two-fold:
1) *"Because I have accepted Jesus Christ as my personal Savior."*
2) *"Because the Bible says so. (I'm trusting God's promise)"*

12. Have him in his own words <u>thank the Lord</u> for the gift of eternal life.
Ask: *"What do you usually say when someone gives you a gift?"* (Answer = Thank You)
Then ask: *"Would you like to thank Jesus for the gift of eternal life He just gave you?"*

13. Show him <u>assurance verses</u> (John 3:16, 5:24, 10:27-29)
Assure him:
We are <u>not</u> saved by FEELINGS, but by the FACTS of God's Word!

VI. DO'S & DONT'S about Witnessing

A. Important *Do's* in Evangelism

1. Be careful when dealing with people of the opposite sex.

2. Whenever possible deal with one person at a time.

3. Always look the person you are dealing with in the eye.

4. Seek a quiet place. (Privacy without distraction is important)

5. Have the person you are witnessing to read the passage from the Bible.

6. Hold the person to the main point of accepting Christ.

7. Be courteous
   a. We make no apology for the offense of the Gospel [but don't be offensive personally]
   b. Show them their need without insulting them personally.

8. Watch your breath and appearance
   [dress appropriately; use breath mints if necessary]

9. Watch your terminology
   [Use words and terms that they understand or can be explained to them]

10. Be serious in your presentation
    (Eternal matters are not joking matters)
    (Note however, that a loving smile at appropriate times is important)

11. Call for a decision to trust Christ.
    "Draw the net" when fishing!
    Observe:
    Luke 14:23 - "Compel" - To show the absolute necessity of salvation and then strongly but lovingly encourage them to believe.
    Acts 26:28 - "Persuade" - To convince from unbelief to belief.
    (Evangelism is not salesmanship but just as no salesman would ever show a product and leave without giving an invitation to purchase, so no witness should present the Gospel without encouraging a response.)

    "The best medicine in the world is worthless if you don't take it."

12. Emphasize the importance of not delaying the decision to trust Christ.

Isaiah 1:18 -	"Come now..."
II Cor. 6:2 -	"Behold now is the accepted time, behold now is the day of salvation"
Prov. 27:1 -	"Boast not thyself of tomorrow"

B. Important ***Dont's*** in Evangelism

1. Don't be in a hurry. Relax; Make them feel at ease & unpressured.

2. Don't get sidetracked

   Common sidetracks:
   Questions ex. "Where did Cain get his wife?" "How old is the Earth?" "Where do baby's go when they die?" etc. etc.
   Favorite subjects of yours

3. Don't lead someone into the trap of easy believism.

   a. Make sure they understand what "repentance" is. "repentance" literally means to have a "change of mind"

      A change of mind about sin.
      (Sin is a hideous offence to God)
      A change of mind about self.
      (We are totally unable to save ourselves)
      A change of mind about Christ.
      (He is God Who came to earth. His atonement is complete.)

   b. Make sure they understand that Jesus is LORD! (Rom.10:9)
      When they receive Christ they are receiving the One who is the LORD of the universe (Deity) and the One who will be the Lord of their life (Master).

4. Don't force a decision against the person's will.

   * Make sure they sincerely want to trust Christ. Come back another time if they are not ready. Give the Holy Spirit some time to work on their hearts.
   * Be careful when dealing with children.

5. Don't carry on a heated argument or loose your temper.

   a. Such attitudes never win souls (James 3:18)
   b. Such attitudes come from our sinful flesh and not from the Holy Spirit (Galatians 5:19,20,22,23)
   c. Ask God for the virtues in II Timothy 2:24-26.

6. Don't Quit, whenever you seem to fail.

   a. Pray over & review your efforts.
   b. Learn from your mistakes.

C. Important Points to ***Remember***

1. REMEMBER
God must prepare the "soil" of the heart.
(Psalm 126:5, 6; Matthew 13; Luke 9; John 4:34; I Corinthians 3:1-9)

Four basic ingredients to harvesting:

a. Cultivating the soil
How?
1) Pray for them
2) Show compassion to them
3) Build trust with them

b. Sowing the seed

c. Watering the soil and seed

d. Harvesting the field

Be patient! It takes time to cultivate, plant, water, and harvest.

Allow God's Word to take root. Allow God to open the person's heart (Lk. 16:14).

Only God can give the "increase"; we are simply His tools.

2. REMEMBER
The real "Soulwinner" is the Holy Spirit

"The Holy Spirit is the soulwinner; we are but a vessel He wants to use. As we labor in this God-commanded task, our total dependence must be upon His power, ability and enablement. We are the vessel He desires to use, for He wants our minds, our hands, our feet, our lips to do the work of winning the lost." (Dr. Ed Watke)

a. The Holy Spirit must convict of sin, of righteousness, and of judgment to come (Jn. 16:6-8).

b. Let the Holy Spirit fill you (Eph. 5:18) and guide you (Acts 8:26-40).

c. Unless one is *"born of the Spirit"* they are not "born!"
(Jn. 3:5-8; Titus 3:5)

3. REMEMBER
The power is not your persuasiveness but the <u>Word of God</u>

a. The instrument the Holy Spirit uses to bring people to Himself is the Bible (Heb. 4:12). The Bible is *"the sword of the Spirit"* (Eph.6:17)

b. Faith (belief) only comes as one first hears the Word of God.
"<u>Faith</u> comes by hearing. . . the <u>Word</u> of God" (Rom. 10:17).
Faith does not come by gimmicks, manipulation, emotional services, signs and wonders, etc., but by the Scriptures.

4. REMEMBER
The new birth will evidence itself by new <u>life</u>

Where there is birth, there is *<u>life</u>*!

When a birth takes place:

a. A <u>family</u> is received
(Jn. 1:12, 13; 3:1-7; I Jn. 3:9)

b. A family <u>name</u> is received
(Don't be ashamed of the name "Christian" - Acts 11:26; II Cor. 1:1)

c. A family <u>inheritance</u> is received
(Rom. 8:17; I Cor. 3:22, 23; Gal. 4:6; I Pet. 1:4, 5)

d. A family <u>nature</u> is received

1) This is true in the <u>natural</u> realm (Ps. 58:3; Rom. 5:12, 19)
2) This is true in the <u>spiritual</u> realm

a) A family <u>love</u> (I Jn. 3:14)
--for <u>God</u> (I Jn. 4:19-21)
--for <u>God's children</u> (I Jn. 2:7-11; 3:10-24; *4:7; 5:1)

b) A family <u>likeness</u> (I Jn. 1:5-7; 2:3-6; 2:29)

c) A family <u>loyalty</u>
You will have a <u>desire</u> to:
--<u>Speak</u> to your Father
(Rom. 8:15; Jn. 14:13, 24; 16:23-24)
--<u>Listen</u> to your Father (I Pet. 2:2)

e. A family <u>discipline</u> is received
Our Heavenly Father loves us enough to discipline us in order to train and protect us (Heb. 12:5-11)

If you make a "convert" there will be no real change. Those God converts, get converted!

VII. HOW DID CHRIST EVANGELIZE?

Jesus saw every situation as an encounter with eternity at stake, and so must we.

*** We need to follow our Savior's pattern for evangelism.**

A. Christ Made CONTACT with the Lost

(He touched their lives - Matthew 9:9-13)

Christ's life on earth is characterized by His willingness to "touch" the lives of sinners (literally - Mt. 8:3, 15; 9:20, 29; 14:36; 17:7; 20:34; Mk. 7:33; Lk. 22:51; Heb. 4:15)

He came into contact with those who needed Him. Jesus never isolated Himself from rubbing shoulders with hurting people.

How did Christ make contact with the lost?

1. Confrontational Evangelism - *"He saw a man" (v. 9)*

Commonly called "cold turnkey" evangelism - taking the Gospel to someone you don't know.

EX: Woman at the well

Even in this type of evangelism a rapport must be built.

2. Friendship Evangelism - *"He sat at meat" (v. 10-13)*

Friendship evangelism is commonly called: "Lifestyle evangelism"; "Bridge evangelism."

Jesus is called a "Friend of sinners."

Should we be friends with the lost? Yes and No

Yes- We are friends in the sense that we genuinely love them and seek to build a bridge in their life so that they will listen to our gospel and see it "fleshed out" by our lives.

No- We are never to be like the world in order to win them. We are not to compromise conviction, participate in worldly practices; or go to certain of their places of entertainment to win them.

[We are to surrender person differences, never doctrinal convictions - EX: Paul - I Cor. 9:19-23]

Two extremes are prevalent today in the name of "evangelism":

1) Spiritual Isolation - to have no contact with the lost (many fundamentalists)

2) Spiritual Immersion - to have no distinction with the lost (to blend into their worldliness) (many "New Evangelicals")

Four Requirements for "Friendship Evangelism":

a. A neutral setting - *"in the house" (v. 10)*

It was not church, nor was it the night club where Jesus sat with sinners.

What is a neutral setting? It is a location and atmosphere not noted for either "religion" (on the one hand) or "sin" (on the other hand).

1) The Bible Examples of evangelizing in neutral settings:

a)	Samaritan woman	- by a well (Jn. 4)
b)	Zacchaeus	- in his home (Lk. 19:5-10)
c)	Ethiopian Eunich	- on the Gaza Road (Acts 8:26-40)
d)	Cornelius & family	- in his house (Acts 10:27-28)
e)	Lydia	- by a river (Acts 16:13)
f)	Phillippian jailor	- outside a jail cell (Acts 16:23, 29-30)
g)	Jailor's family	- in a home (Acts 16:32, 34)
h)	The Athenians	- at a market place (Acts 17:17b)
i)	Justus	- in his house (Acts 18:7)

Paul did frequently go into Jewish synagogues and preach, but not to the neglect of sharing his faith in "neutral" locations.

It is improper to have the mentality that evangelism should primarily take place in the local church. The primary function of the assembled congregation is the edification of the saints (Eph. 4:12; Heb. 10:24-25) not the evangelism of sinners.

Even though reaching the lost will and should take place during church gatherings (I Cor. 14:23-25), the primary purpose of believers "coming together" (v. 26) is not evangelism but edification.

Evangelism takes place, primarily, when the Church is dissembled, as believers go out to the homes, jobs, and marketplaces, etc. (Acts 5:42, 8:4).

2) The benefits of evangelizing in neutral settings:

a) It shows the lost person that salvation does not come via a church, or a "religion."

b) The atmosphere does not inhibit the lost person (less apprehension or fear) - in a church building he may not feel comfortable (tendency is to throw up barriers against any form of "prosceletizing")

c) The atmosphere does not distract the lost person

--In a nightclub, bar, etc., the surroundings are sensual, noisy, and worldly, thus distracting to both the one witnessing and the one listening.

d) Neutral settings provide periodic (consistent) contact with the lost person

EX: Through building relationships with those at work, school, recreational areas (parks, etc.), you establish rapport, trust, and come in contact with lost people on a consistent basis.

They get a chance to see a "real live" Christian in day-to-day life.

b. A distinct lifestyle - *"physician. . . sick" (v.11-12)*

Jesus remained a physician when among the sick, He did not become sick with them!"

SEE Matthew 5:13-16

1) We must maintain our spiritual savor (v. 13)

(a) We need to be distinct morally

The world needs something to retard corruption - what makes us distinct? Note previous context (v. 3-12).

(b) We need a persevering contact

2) We must maintain our spiritual light (v. 14-16)

(a) Don't hide your light (v. 15)

Our tendency is to make mad, quick dashes into our town and then retreat to our refuge. People see light flashing by, then wonder, "What was that???!!!"

(b) Let people see your light (v.16)

(1) We should be known for our "light" (our distinguishable brilliance against the backdrop of the world's darkness)

Today, many Christians are "gray," not "white" (seeking to blend rather than contrast).

(2) We should be known for our "good works"

* Our "good works" must be visible to the world ("...that they may see your good works...")

Christianity is not merely a "closet" religion

The world will never see real love, joy, peace, contentment, humility, honesty, sacrifice, and spirituality unless they see it in us.

* Our "good works" must cause the world to glorify God, not ourselves.

Be humble about your "light"

c. **A <u>spiritual</u> purpose** - *"call...sinners to repentance" (v.11-12; 13b)*

Our major goal in building relationships with the lost is to lead them to repentance (to bring them to our Savior).

Our purpose (goal) is <u>not</u> to:

1) Merely <u>gain friends</u>

A true friend will tell the most important news he has ever heard - the gospel.

2) Become a <u>social worker</u>

Beware not to get sidetracked from your main goal. Many churches today are nothing but social organizations (feeding the poor; clothing the naked, sheltering the homeless, etc.), meeting temporal needs and never getting around to the <u>eternal needs</u> of their souls.

Some might thing, "If I have people over to my house, etc., with the ulterior motive of sharing the Gospel, am I being a hypocrite? Answer: NO!

This is the most <u>loving motive</u> we could ever have.

d. **A <u>merciful</u> attitude** - *"I will have mercy" (v. 13a)*

"Mercy" - is to extend to others the same treatment God showed to you. Showing mercy requires <u>humility</u> and <u>love</u>.

<u>Humility</u> - "I am no better than you." You will never lead anyone to Christ if you preach <u>down</u> to them with a "holier than thou" attitude.

<u>Love</u> - "I will love you as Christ loved me when I didn't deserve it."

"People need to know how much you care before they will care about how much you know."

God is interested in internals (mercy), not merely externals (sacrifice).

SEE Mt. 12:7

CONCLUSION:

Jesus by example teaches us that we need to make contact with the unsaved in order to win them.

Salt is useless unless it come sin contact with food.
Light is useless unless it comes in contact with darkness.
A map is useless unless it comes in contact with someone who needs directions.
A compass is useless unless it comes in contact with someone who is lost.
A Christian is useless unless he comes in contact with the unsaved.

--Do you seek to make contact with the lost or avoid them?

--Do you know who your neighbors are?
- What are their names, first and last?
- What are their children's names?
- Where do they work?
- When was the last time they were in your home?
- When was the last time you were in theirs?

--Why do you think God gave you the job you have? Why did He set those people across your path? Are you reaching them?

Don't be a hibernating Christian! Don't be an isolationist! Don't live on your own island while the sea of humanity drifts to eternal ruin!

--Make a list, include your unsaved neighbors, fellow employees, class mates, relatives, etc.

--Pray for a chance to develop relationships with them

--Plan an occasion to get together - Be ready to sow the seed

B. Christ had Compassion on the Lost

(He felt their sorrow - Matthew 9:36-38)

INTRODUCTION:

V. 36

"He was moved with compassion" - (aorist passive - from "splanchna"). The word refers to being moved emotionally on the insides; to feel sympathetic in one's person for someone to the point that it upsets your insides - your stomach.

[The noun form is often translated "bowels" referring to literal intestines - Acts 1:8; and to inward affection - II Cor. 7:15; Phil. 1:8, 2:1; Col. 3:12; Philemon 7]

Jesus was constantly moved with compassion toward others:

--Toward the multitudes who were spiritually (Mk. 6:34), and physically (Mt. 14:14) sick

--Toward the multitudes who were physically hungry (Mt. 15:32)

--Toward the blind (Mt. 20:34)

--Toward the unclean leper (Mk. 1:41)

--Toward the widow whose son died (Lk. 7:13-14)

Our Lord not only felt their sorrow, He did something about it!

Mark 6:34 - "And Jesus, when he came out, saw much people, and was moved with compassion toward them, because they were as sheep not having a shepherd; and He began to teach them many things."

Christ, being "meek and lowly in heart" (Mt. 11:29) is "touched with the feeling of our infirmities" (Heb. 4:15).

We are to be like our Savior (I Pet. 2:21) in that we feel the plight of others.

It is often easiest to have such feelings of compassion toward your own immediate family and closest friends. However, to have the same heart as Jesus, we need both the same compassion the Good Samaritan had on a stranger (Lk. 10:33) and that which the Father had for His prodigal son (Lk. 15:20).

1. The Occasion for Christ's Compassion (v. 36a)
("when He saw the multitudes")

"When He saw" = what Christ saw with His eyes affected His heart!

*What Christ saw affected His heart.

Jeremiah (the "weeping Prophet" - EX: Jer. 9:1), when he saw the plight of Israel said, "Mine eye affecteth mine heart" (Lam. 3:51).

When we see things from God's perspective, we see true needs, and have genuine burdens for people.

The disciples were with Jesus and saw the same crowd, but evidently did not see the same need.

a. He saw the real needs of people

Our eyes often lack spiritual 20/20 vision.

SEE Acts 20:20

Paul's compassion on the lost (Acts 20:19).

Many Christians are quicker to cry over the death of a dog or over a tear-jerker TV program, than over lost souls perishing.

b. He saw the real need for laborers (v. 37-38)

No one will see their need to work (laborers) until they see the need of the work (People).

Most who do not witness, are oblivious to the need!

What causes Christians to not see the need? Basically, spiritual insensitivity, caused by not reading the Bible; worldly distractions; lesser priority preoccupations;

2. The Reasons for Christ's Compassion (v. 36b)
("because they fainted, and were scattered abroad")

a. He saw hopeless people with no strength ("fainted")

"Fainted" = to be spiritually weary.

People are weary of religion.

Israel as a people were harassed and bewildered by those who should have taught them (SEE Ezek. 34:1ff)

People are weary of sin and its effects. (cp. Heb. 12:3)

b. He saw helpless people with no protection
("scattered abroad")

"Scattered abroad" = the word describes sheep that are downcast, wounded and lying helpless without the presence and help of a shepherd.

Christ wept over unprotected Jerusalem because of her rebelliousness and refusal to come to Him (Mt. 23:37).

"Sheep having no shepherd" - Christ is the shepherd the world needs (Jn. 10:11).

3. The Response of Christ's Compassion (v. 37-38)
("Then saith He. . .The harvest truly is plenteous. . . pray ye")

a. He shared His burden (v. 37)

Christ called His disciples' attention to the harvest being "white" (ripe) in John 4:35.

b. He urged for prayer

True compassion will drive you to your knees!

Ps. 34:17 - "The righteous cry, and the Lord heareth" God knows a burdened heart!

CONCLUSION:

No weeping = no reaping (Psalm 126:6)

Compassion is the key to pulling men out of the fire (Jude 22-23).

--"Compassion making a difference" - lit. have compassion (pity) on those who are wavering or doubting.

SEE: Luke 19:41ff

Is there no cause to weep?

C. Christ had Communication with the Lost
(He addressed their need - John 4:1-42)

How did Jesus address the need of the lost?

What was His approach and the content of His message?

In order to evangelize the lost, our Savior did the following:

1. He overcame weariness (v. 6; cp. v. 31-35)
(Jesus did not allow fatigue to stop Him from spreading the Gospel)

V. 6
Jesus was weary, but His zeal for doing the will of the Father (v. 34) and His burden for souls (v. 35) kept Him going.

"Be not weary in well doing . . ." (Gal. 6:9)

We need to overcome laziness and other distractions.

Laziness and preoccupation with the physical needs of life often keep us from sharing the gospel.

2. He built a bridge (v. 7-9; cp. v. 27)
(Jesus was willing to establish rapport by overcoming religious and cultural prejudice and other hindrances)

a) She was a woman (v. 9; cp. v. 27)
(a social obstacle had to be overcome)

b) She was a sinful woman (v. 16-18)
(a moral obstacle had to be overcome)

Women normally came in the morning to draw water. However, this woman may have been too ashamed to draw water with the other women, because of her sinful reputation.

c) She was a Samaritan woman (v. 9)
(a cultural and religious obstacle had to be overcome)

The Jews and Samaritans were bitter enemies.

--The Samaritans were viewed as half-breed "dogs."

--The Samaritans had a rival temple and place of worship.

Therefore the Jews had "no dealings with the Samaritans" (v. 9).

Beware of isolating yourself from those of other religions. They need to hear the truth, and may only hear it from you!

3. He seized an open door (v. 10-15)
(Jesus sought the opportunity to turn an "earthly" [natural] conversation into a "heavenly" [spiritual] conversation)

Note how Jesus changes the subject from literal water (H2O) to spiritual "living" water.

He moved from the natural to the supernatural, from the known to the unknown, from the physical to the spiritual.

Example of subjects that naturally lead into the subject of salvation:

1) Death
2) Church
3) Moral crisis in America
4) Almost anything - if you look for the opportunity

V. 15

Even though the woman wanted the water about which Jesus spoke, there were some facts she needed to understand first.

She needed to realize:

a) The spiritual nature of the water Jesus spoke of (She, like Nicodemus Jn. 3, was thinking in physical terms, not spiritual)

b) Her need for such water

4. He exposed the fact of sin (v. 16-18)
(Jesus showed the woman her need for salvation)

Before anyone sees their need for the doctor, they must see that they are sick!

Jesus is the Great Physician (Mt. 9:12).

Romans 3 shows man his sinfulness.

5. He taught essential doctrine (v. 19-24)
(Jesus corrected the woman's spiritual misunderstanding and instructed her in Biblical truth)

Jesus taught:

a. The exclusiveness of one salvation (v. 22b)

"Salvation is of (from) the Jews" -

How?

1) The Jews were given the "oracles of God" - Rom. 3:2 (the Word of God).

2) The Jewish race was the vehicle through which Christ came.

b. The nature of God (v. 23-24a)

c. The means of man's approach to God (v. 24b)

1) "Spirit"
(the way to salvation is spiritual -
John 3:1ff)

2) "Truth"
(the basis for salvation is the Bible -
John 17:17; Rom. 10:17)

6. He pointed people to <u>Himself</u> (v. 14, 25-26)
(Jesus showed Himself to be the source of salvation - John 14:6)

Paul preached only "<u>Christ</u> and Him crucified."

In your witness, focus on the person and work of Jesus Christ.

a. Jesus told the woman <u>who He was</u>
(He is the Messiah, the Christ - v. 25-26)

b. Jesus told the woman <u>what He gives</u>
(He is the source of "living water" - v. 14)

Cp. John 7:38; Rev. 21:6, 22:17.

CONCLUDING OBSERVATIONS:

In Christ's discussion with the woman:

a. He provoked <u>thought</u>
(He gave the woman something to really think about -- Beware of "easy believism")

b. He <u>asked questions</u>
Questions have a way of quickening the conscience. Jesus often taught truth by asking questions that led to the answer.

b. He <u>allowed her to speak</u>
(He did not preach a sermon -- Beware of monopolizing the conversation without finding out where the other person is coming from)

c. He demonstrated <u>graciousness</u>
(His manner was unabrasive; He made her feel relaxed in His presence -- Beware of being mechanical and cold)

VIII. HOW DID PAUL EVANGELIZE?

See: Acts 20:19-21

*** Follow Paul's example of evangelism.**

I. PAUL'S MOTIVE IN EVANGELISM (v.19a)

"Serving the Lord"

"Serving" = to serve as a bondslave

II. PAUL'S MANNER OF EVANGELISM (v.19b)

A. Humility

B. Compassion

C. Determination

III. PAUL'S METHOD OF EVANGELISM (v.20)

A. Privately *("Shewed you")*

B. Publicly

C. House to House

IV. PAUL'S MESSAGE IN EVANGELISM (v.21)

A. Repentance toward God

B. Faith in Christ

IX. METHODS OF EVANGELISM

A. Tract Distribution

Why Use Tracts?

1. God promises to bless His Word

a. The gospel in the tract is His power (Rom.1:16)

b. His word is like a fire & hammer to melt cold hearts and break hard ones (Jer. 23:29)

c. Tract distribution is a practical way of bearing "precious seed" (Psalm 126:6)

d. God's Word is never given in vain (Isaiah 55:11)

e. Eventually all labor will bear fruit "if we faint not" (Gal.6:9)

f. God's Word is alive, powerful, & sharp to penetrate & expose man's sin and need of salvation (Heb.4:12)

2. Tracts have tremendous advantages

a. No education is required to give them out

b. Tracts can go where you cannot

c. Tracts are never overcome by fear

d. The tract preaches until extinct

e. Tracts never become discouraged

f. Tracts never get angry, tired, or flustered

g. Tracts are very economical

h. Tracts always stick to the point of topic

i. Tracts have led many to Christ

How to use Tracts

1. Use tracts to begin a conversation
   "May I give you this good news to read?"

   "This paper will show you how you can have eternal life from God.....If you were to die today, do you know that you would go to Heaven?"

2. Use tracts to end a conversation
   "May I leave this with you to read when you have time?"

3. Use tracts where conversation is impossible
   (Examples: On busy streets; In thick crowds etc.)

4. Use tracts to send the Gospel to people who live far away -- by mail.

5. *Never be content to give a tract when you should give them a verbal witness for Christ. Talk to the person is possible.

Practical Suggestions for the use of Tracts

1. Read it before you use it.

2. Always carry tracts on you (never leave home without them)

3. Keep a supply near your front door; in your car's glove compartment.

4. Carry different kinds of tracts for different kinds of people, religions, or circumstances.
   (Give tracts that are appropriate)

5. Keep them in good condition (In a plastic wallet or cover)

6. Pray & claim a Bible promise as you give them.

7. Give them with a friendly smile.

8. Memorize some catchy phrases that will attract people to the tract.
   Example: "Would you like something that will help your business?"
   "Here is some good news for a change"
9. Don't force them on people.

10. Use them on every occasion you can:
    a. When you eat out leave a tract with your tip.
    b. When paying bills, send a tract along.
    c. When writing letters, add a tract.
    d. When shopping, leave a tract with the clerk.
    e. Leave one with the gas station attendant, or toll booth operator.
    f. When traveling, leave a tract in your hotel room.
    g. Be creative! Use a variety of tracts and find new ways to distribute them.

B. Door to Door or House Visitation

Catch the "20-20 Vision" of Acts 20:20!
"House to House" evangelism is Biblical (Acts 20:20; Acts 8:4)

1. As you go to the door, ask God to give you an open door!

2. Go two by two (bring someone with you).

The advantages of going two by two:

a. Jesus' example (Jesus sent His disciples out two by two - Mk. 6:7; Lk. 10:1).

b. Moral support

1) Fellowship is needed because Satan can really work on us when we are alone.

2) Encouragement

c. One can Pray while the other talks

d. Answering questions

e. Handling distractions and interruptions
f. Point of contact (often one can establish rapport better than the other)

g. To train the spiritually young (an experienced soulwinner should team up with an unexperienced)

1) Lessons are learned by example
2) Mistakes are avoided by experience

3. Remember three barriers to overcome in New York City.

a. Language
b. Cults (they have turned many people off to the truth)
c. Fear

4. Always knock on the door (don't merely ring the bell).

5. Stand back from being too close to the door (you don't want to startle the person).
(Be careful not to interfere with a person's "intimate zone".

6. **<u>Introduce</u> yourselves; tell where you are from; and your purpose for visiting** (the Questionnaire is a good door-opener).

7. **Ask if you may come in.**

8. **Your Approach to build rapport and lead into the Gospel.**
By Ed Watke

F - Family	(sharing about children, family, previous residence, background, etc.)
O - Occupation	(sharing about hobbies, interests, employment, etc.)
R - Religion	(sharing religious background, church they attended or attend now, etc.)
M - Message	(the plan of salvation)

9. **Handle any distractions with <u>tactfulness</u>**

   a. TV

   b. Children

   c. Noise from outside

   d. Etc.

Another Method of introducing people to the Gospel is to:

- Utilize a **<u>Flip Chart</u>** in a 3 ring binder (using Graphics and Bible verses to illustrate the key points of the Gospel).

- Utilize an **<u>iPad</u>** or other electronic devise to give a 5-8 minute presentation of the Gospel (using Graphics and Bible verses to illustrate the key points of the Gospel).

See: www.StudyGodsWord.com
For more details

THE HARDEST STEP OF ALL - FOLLOW-UP

"Follow-up" is the spiritual work of grounding a new believer in the faith" (See: 3 John 4; Col.1:28,29; Acts 14:21,22)

1. **Lead him to a public profession** (Matthew 10:32 - "Whosoever therefore shall confess Me before men, him will I also confess before my Father which is in heaven (Have him pray and promise God that he will confess Christ, and not be ashamed of Him)

2. **Follow him up** - he's your baby!
   a. Call him on the phone
   b. Go by his house and bring him to church
   c. Sit with him in church
   d. Walk the aisle with him
   e. Be his trustworthy friend
   f. Teach him to grow spiritually that he may win others to Christ and live for God.

G - R - O - W - T - H

HOW?

G - GO TO CHURCH FAITHFULLY
(Heb. 10:25; Acts 2:41-47; II Cor. 6:14, 17)

R - READ THE BIBLE DAILY
(II Pet. 2:2; Acts 17:11, 20:32; Matt. 4:4; Ps. 119:9, 11)

O - OBEY THE COMMANDMENTS OF JESUS CHRIST
(John 14:5)
1) Be baptized (Mt. 28:19; Acts 8:26-40). Baptism is a picture of how the believer is identified with Christ in His death, burial, and resurrection. It is the first step of obedience.
2) Love one another (John 13:34)
3) Be filled with the Spirit (Eph. 5:18; Jn. 14:15-26)
4) Stay close to the Lord Jesus Christ (John 15:1-16)

W - WITNESS FOR CHRIST EVERYWHERE YOU GO
(Acts 1:8; Mark 16:15; Matt. 28:19-20)

T - TAKE TIME TO PRAY DAILY

A - C - T - S

1) A - Adoration ("Hallowed be Thy Name") (Mt. 6:9; Ps.111, 112, 113)
2) C - Confession (I Jn. 1:9; Ps. 51)
3) T - Thanksgiving (I Thes. 5:18)
4) S - Supplication (pray for yourself and others) (Phil. 4:6)

H - HONOR GOD BY GIVING TO HIM
1) Give Him your time (Eph. 5:15-16)
2) Give Him your talents (Rom. 12:1-2; I Cor. 12)
3) Give Him your treasure (II Cor. 9:6-15)

(See: www.StudyGodsWord.com for the “New Life” course for new believers)