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
2/15/93	Jackson, pp. 5-16	I John 5:11-12
2/22/93	Jackson, pp. 17-28	I John 5:13
3/1/93	Jackson, pp. 29-44	Romans 3:10, 3:23
3/8/93	Jackson, pp. 45-56	Romans 6:23
3/15/93	Jackson, pp. 57-69	Revelation 21:8
3/22/93	Jackson, pp. 70-80	I Peter 3:18
3/29/93	Jackson, pp. 81-100	Ephesians 2:8-9
4/5/93	Jackson, pp. 101-114	John 1:12
4/12/93	Jackson, pp. 115-128	Romans 10:8-9, 13
4/19/93	Jackson, pp. 129-146	Revelation 3:20
4/26/93	Video # 1	John 5:24
5/3/93	Video # 2	John 10:27-28
5/10/93	Video # 3	II Corinthians 5:17

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 _____ (Jn. 4:27-30)

2. There is a call from _____ (Acts 16:6-10)

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

4. There is a call from _____ (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 _____ (Acts 10:1-8)

2. He is not using the _____ (Lk. 16:19-31)

3. He is not using _____ (Rom. 1:20)

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

1. Blind as to their

2. Blind as to their

3. Blind as to the _____ of God

4. Blind as to the _____ of salvation

D. Because of the power available to us

1. The _____ (Acts 1:8)

2. The _____ of God (Heb. 4:12; Rom. 1:16)

E. Because it is a sin not to witness

1. Sin of _____ Mark 16:15

2. Sin of _____ John 14:15, 23

3. Sin of _____ Matthew 4:19

4. Sin of _____ John 15:4,5

5. Sin of _____ I Cor.4:1,2

F. Because of its ADVANTAGES

1. ____ can do it.

2. It can be done _____.

3. It can be done _____.

4. It reaches all classes

   a. Because all are _____ (Rom.3.23)

   b. Because Christ _____ for all (Rom.5:8)

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

5. It helps the _____.

   a. To keep his _____ _____ with God.

   b. To know the _____ of God.

   c. To know the _____ of God.

6. It helps the _____.
   (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 _____.

8. It helps the _____.

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

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

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

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 bold

How to Overcome Fear: (John 7:13)

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

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

3. Trust God for results, not yourself (I Thes. 2:2)

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

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

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

7. Don't be afraid of:

a. Making a mistake (the greatest mistake you can make is to say nothing)
b. Doing more harm than good
c. Being asked questions (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 prepared (I Pet. 3:15)

Always carry tracts, a pocket New Testament, and have a plan of salvation

memorized.

H. Be focused

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

I. Be personal (Acts 22:3ff)

Be willing to share what Christ did for you. This is your testimony about what you have "witnessed" in your life. Witnessingg 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. BEFORE I trusted Christ (what I was before)

2. HOW I trusted Christ (what I realized)

3. SINCE I trusted Christ (what He has done in my life)

J. Be prayed-up (James 5:16)

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

K. Be armed (Eph. 6:10-18)

There are three enemies which fight against soul-winning:

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

L. Be steadfast (I Cor. 15:58)

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

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 <u>DIED</u> (crucifixion) (I Cor. 15:3)

Four key words describe Christ's redemptive death:

1. <u>SACRIFICE</u> (The <u>Essence</u> of the Gospel)

   "Christ <u>died</u>"

2. <u>SUBSTITUTE</u> (The <u>Graciousness</u> of the Gospel)

   "<u>for</u> 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. <u>SINS</u> (The <u>Necessity</u> of the Gospel)

   "for <u>our sins</u>"

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

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

4. <u>SCRIPTURES</u> (The <u>Foundational</u> <u>Basis</u> for the Gospel)

   "According to the <u>Scriptures</u>"

   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 <u>are saved</u>"* -

"Are" - presently and continually saved

"Saved" - passively by God; not yourself

The Gospel saves a person if his faith was no *"<u>in vain</u>."*

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 <u>problem</u> (<u>sin</u> and resultant condemnation)
2. God's <u>provision</u> (Christ <u>died</u> for sin and <u>arose</u>)
3. Your <u>personal reception</u> (you must <u>believe</u>

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 <u>BEGIN</u> Witnessing?

<u>The Approach</u>:

A. Talk about <u>natural</u> things for awhile

1. Why?

    a. To build <u>rapport</u>

    b. To create a <u>relaxed</u> 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
Fact # 1 SIN	***You have <u>sinned</u> against God.***	3:10,23
Fact # 2 JUDGEMENT	***There is a <u>price</u> for sin. Your sin must be punished.***	6:23
Fact # 3 CROSS	***Christ <u>died</u> and <u>paid</u> the penalty for you.***	5:8
Fact # 4 GIFT	***Jesus lives, and wants to freely <u>give</u> you eternal life.***	6:23
Fact # 5 BELIEVE	***If you will <u>trust</u> (accept, rely upon; put your faith in) Christ alone, you will be saved!***	10:9-13

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

Best
Better Man's Standards
Bad of "Goodness"
<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 <u>wages</u> of sin is <u>death</u>; but the gift of God is eternal life through Jesus Christ our Lord."***

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

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 <u>wages</u> (pay - $) for their work, the Bible says that the <u>wages</u> or price that we must pay for our sin is <u>death</u>.

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 iniquity of us all."*

Galatians 3:13 - *"Being made a curse for us."*

Christ did not 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 debt 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 gift.

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

a. A gift is free.
b. A gift is unearned.

2. Emphasize the word grace

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: <u>Jesus Christ</u>.

State that it is <u>not</u> 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 <u>we</u> 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 <u>TRUSTING</u> 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 asking:

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 turn from all known sin and from whatever is keeping you from trusting Christ 100% and personally ask Christ to come into your heart and be your Savior?

e. Are you willing to do it now?

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

He may say, "I don't know how."

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

Have him 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. *"Come into my heart right now and save me."*
h. *"I now receive you as my Lord and Savior"*
i. *"Amen"*

10. Ask him if he meant it.

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

12. Have him in his own words thank the Lord for the gift of eternal life.

13. Show him assurance verses (John 3:16, 5:24, 10:27-29)

We are not saved by FEELINGS, but by the FACTS!

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 int his 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 Word of God

a. The instrument the Holy Spirit uses to bring people to Himself is the Bible (Heb. 4:12).

b. Faith (belief) only comes as one first hears the Word of God. *"Faith comes by hearing. . . the Word 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 life

Where there is birth, there is life!
When a birth takes place:

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

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

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

d. A family nature is received

1) This is true in the natural realm (Ps. 58:3; Rom. 5:12, 19)

2) This is true in the spiritual realm

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

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

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

e. A family discipline is received

Our Heavenly Father loves us enough to discipline us in order tot rain and protect us (Heb. 12:5-11)