

GOSPEL OF GRACE

EVANGELISM TRAINING



***"In Him we have redemption
through His blood, the
forgiveness of our trespasses,
according to the riches of His
grace;"***

EPHESIANS 1:7

THIS MANUAL BELONGS TO:

TABLE OF CONTENTS

Purpose, Mandate, & Objectives.....	2
Biblical Evangelism.....	4
Understanding the Gospel of GRACE.....	7
Presenting the Gospel of GRACE.....	11
Personal Testimony.....	16
Responding to Objections.....	19
What Next?	26

APPENDICES

A – Praying Evangelistically.....	31
B – Gospel of GRACE.....	33
C – Transition Questions.....	35
D – Personal Testimony.....	36
E – Recommended Reading.....	39

Purpose, Mandate, & Objectives

Our Purpose

To be faithful stewards of the gospel of Jesus Christ by living the truth, proclaiming the truth, and praying that lost sinners might come to a saving knowledge of the truth by the power of the Holy Spirit.

Our Mandate

“To me, the very least of all saints, this grace was given, to preach to the Gentiles the unfathomable riches of Christ.” *Ephesians 3:8*

“But sanctify Christ as Lord in your hearts, always being ready to make a defense to everyone who asks you to give an account for the hope that is in you, yet with gentleness and reverence.” *1 Peter 3:15*

“Then He said to His disciples, ‘The harvest is plentiful, but the workers are few. Therefore beseech the Lord of the harvest to send out workers into His harvest.’” *Matthew 9:37-38*

“Go therefore and make disciples of all the nations, baptizing them in the name of the Father and the Son and the Holy Spirit, teaching them to observe all that I commanded you; and lo, I am with you always, even to the end of the age.” *Matthew 28:19-20*

Our Objectives

- To ascertain from the Scriptures what biblical evangelism really is.
- To comprehend and learn to communicate the gospel (GRACE).
- To recognize the importance of, and to persevere in, prayer.
- To faithfully present the gospel of Jesus Christ for the glory of God.

Biblical Evangelism

“Evangelicals know that all is not well in their churches and missions. Behind the façade of glowing missionary reports and massive statistics there is a profound awareness that the church has little power in evangelism. While bravely trying to produce an aura of joy and victory among their followers, church leaders are uneasy and deeply dissatisfied with their present experience and the results of their efforts.” – *Walter J. Chantry 'Today's Gospel: Authentic or Synthetic?'*

Evangelism. What are some of the images that word conjures up?

- Billy Graham's North Carolina drawl
- Billy Sunday on a street corner
- One more verse of 'Just As I Am'
- 'I see that hand'
- The sinner's prayer
- The 4 spiritual laws

How do many measure evangelism's success?

- Number of commitment cards signed?
- Number of baptisms?
- Number of people that came forward?
- Number of people seeing John 3:16 sign?

What does the Bible have to say? Let's take a journalist's approach:

1) Who is to be involved in evangelism?

- a) Evangelism is the work and privilege of every believer. While not all have the gift of

evangelism (*Eph. 4:11*), we are all to evangelize.

- i) Matthew 28:19-20
- ii) Acts 8:4

2) What does evangelism consist of?

a) It is the clear and accurate presentation of the gospel of Jesus Christ. Personal testimonies can be helpful and augment the gospel but they are never a substitute for the Word of God.

- i) 1 Corinthians 15:1-4

3) When is evangelism to take place?

a) Evangelism is not restricted to a special date on the calendar. As children of light, we are always to be shining. So too, we should always be prepared to evangelize.

- i) Colossians 4:5-6
- ii) 1 Peter 3:15

4) Where is evangelism to take place?

a) Anywhere and Everywhere! We are to evangelize in whatever location and situation God currently has us in.

- i) 1 Thessalonians 1:8

5) Why are we to be involved in evangelism?

a) Out of a love for God and a passion for His glory.

- i) Matthew 5:16
- ii) John 15:8

b) Out of a love for others and a passion for their welfare.

- i) Matthew 9:36
- ii) Mark 10:21

- c) Out of obedience.
- i) John 14:15
 - ii) 1 John 2:3-4

6) **How do we biblically measure success?**

- a) There is only one parameter used to determine success: it is simply the clear and accurate presentation of the gospel using the Word of God. We are not responsible for the end result. Salvation is God's work; not ours.
- i) 1 Corinthians 3:5-7
 - ii) Ephesians 2:10

Preparing for successful evangelism:

- Pray
- Ponder
- Prioritize
- Plan
- Pray

Remember, biblical evangelism is about the gospel. It is God's plan of salvation as revealed in the Scriptures – a gospel of GRACE.

It is not Jesus Christ and anything else and it is not Jesus Christ or anything else. It is by grace alone, through faith alone, in Christ alone!

Challenge:

- Begin praying generally that God would increase your heart for evangelism.
- Begin praying for specific individuals by name, asking God to prepare their hearts and to give you opportunities for witness.
- Read through page 33 in Chantry's book, 'Today's Gospel'.

Understanding the Gospel of GRACE

“This gospel – that Christ died for our sins according to the Scriptures – is rooted in pre-creation, revealed in ancient prophecy, and fulfilled in real, time-space dimensional history. It is a message that is alive, and it is the only message that imparts life. It is a message that simply will not budge in order to morph into the paradigms of seekers or culture. It consists of its own unchangeable paradigm. Yes, it is absolutist; if there is one thing in the universe that deserves to be, it is the gospel. Its immutability is woven into the fabric of authentic Christianity.” – *Jerry Bridges, Bob Bevington 'The Great Exchange'*

At the heart of biblical evangelism is the gospel. The Good News! But what is the gospel? Jesus preached it (*Matthew 4:23*). The disciples preached it (*Luke 9:6*). Paul preached it (*1 Corinthians 1:17*). We are not to be ashamed of it (*Romans 1:16*). And we are to be willing to lose our life for its sake (*Mark 8:35*). But what is it!?

What the gospel is NOT:

- A testimony.
- An opinion.
- A bandage.
- An invitation.

If we apply our 'journalist' mentality again and search the Scriptures, we find the basic elements. We understand that it is God who saves us. We



come to understand why we need saving, what that entails and how that happens.

And to enable us to accurately communicate all this, we have come up with a fitting acronym – GRACE – for indeed the gospel is all about God’s grace, His unmerited favor!

GOD

This is where the gospel ultimately begins, with the One who had no beginning. The Word assumes a belief in God’s existence. God planted that knowledge in the hearts of men. And while there are many things that a person ought to know about God, listed below are some of the things that will help describe Who it is that saves them and what He’s like.

- Creator (*Gen. 1:1; Rev. 4:11*)
- Love (*Rom. 8:38-39; 1 John 4:8-10*)
- Holy (*Lev. 11:45; Matt. 5:48*)
- Hates Sin (*Prov. 6:16-19; Heb. 10:26-27*)
- Punishes Sin (*Rom. 2:5-6; Rom. 6:23a*)
- Knows We Sin (*Prov. 5:21; Jer. 16:17*)

REBELLION

Once we speak of the existence and basic character of God in so far as salvation is concerned (perfectly loving and perfectly holy), we must address why salvation is necessary. Men and women need to know their condition.

- Man Created by God (*Gen. 1:26-27; Isa. 45:12*)
- Sinful by Action (*Rom. 3:10; Rom. 3:23*)
- Sinful by Nature (*Rom. 5:12; Eph. 2:3*)
- Condemned (*Eph. 2:1, James 2:10*)

- Hopeless (*Eph. 2:12; 1 Thess. 4:13*)
- Destined for Hell (*Matt. 25:41; Rev. 20:15*)

ATONEMENT

Now we move to core of the gospel... 'the great exchange' as Jerry Bridges calls it. Atonement is probably not a word you'd use in sharing the gospel with others. But for the believer, it helps direct our thoughts toward what we must say about the person of Christ and how it is that a sinner's condemned and hopeless condition can be remedied.

- God's Plan to Send His Son (*Rom. 8:3; 1 John 3:8*)
- God Became Man (*John 1:1, 14; Phil. 2:5-8*)
- Lived a Sinless Life (*Heb. 4:15; 2 Cor. 5:21*)
- Died on the Cross in our Place (*Isa. 53:5-6; Rom. 5:6-8*)
- Secured our Redemption (*Rom. 3:24; Col. 2:14*)
- Rose Victorious (*Mark 16:6; Rom. 6:8-9*)

CONVERSION

Believing that God will begin preparing people's hearts, we need to tell people what they must do to be saved. It's not about praying a prayer or raising a hand. It's about repentance and belief.

- Repent (*Matt. 4:17; Acts 17:30*)
 - Turn from Sin (*Isa. 55:7; Eph. 4:22*)
 - Turn to Christ (*Matt. 11:28-30; Luke 9:23*)
- Believe (*Mark 1:15; John 20:31*)
 - Place Faith in Christ Alone (*Acts 4:12; Phil. 3:7-8*)
 - Confess Christ to Others (*John 1:41; Acts 4:18-20*)

ETERNAL LIFE

While the entire process is a work of the Spirit, and while the Spirit is the only Person that can give assurance of salvation, if a person is willing to make that kind of commitment, to repent and believe, the Word says they are saved! Below is a brief list of blessings that are now theirs:

- Forgiveness (*Rom. 8:1; Eph. 1:7*)
- New Life (*2 Cor. 5:17; Eph. 2:4-5*)
- Family (*Eph. 1:5; 1 John 1:3*)
- Heaven (*John 14:2-3; Phil. 3:20*)

Challenge:

- Continue praying for opportunities to witness.
- Begin identifying verses you'd like to use and/or memorize for purposes of communicating the gospel.
- Read through page 66 in Chantry's book, 'Today's Gospel'.

Presenting the Gospel of GRACE

“O that I could do more for Him! O that I was a flame of pure and holy fire, and had a thousand lives to spend in the dear Redeemer’s service... the sight of so many perishing souls affects me much, and makes me long to go if possible from pole to pole, to proclaim redeeming love.” – *George Whitefield*
‘Whitefield Gold’

Recognizing our biblical mandate to evangelize and having understood what both biblical evangelism and the gospel are, it’s time to think about actually sharing the Good News!

1) Methodology

- a) We must remember, above all else, that it is God’s Word that is ‘living and active’; not our words. It is God’s Word that is ‘able to judge the thoughts and intentions of the heart’; not our words.
 - i) Hebrews 4:12

- b) We must also remember that every situation is different... because every person is different. There is no ‘one-size-fits-all’ presentation method. As such, we must hide God’s Word in our heart so that we are prepared to share it on a moment’s notice.
 - i) 1 Peter 3:15

- c) It is not mandatory that every component of GRACE be communicated or that the gospel be presented in that order. The goal is to touch on as many as possible.

- i) Some have a pretty good knowledge already and simply want to know how to be saved... start with Conversion. (*Mark 10:17*)
 - ii) Some are completely ignorant... start with God. (*Acts 17:23*)
 - iii) Some might see themselves as basically good... in that case, you might start with Rebellion. (*Luke 18:11*)
- d) The purpose of the acronym GRACE is to help you remember the various components of the gospel. It is not necessarily something you show them. Words like Atonement and Conversion might be a little unnerving.
- e) There are many today who speak of 'earning the right' to share the gospel or ask questions, especially personal questions. While we are to be sensitive to others' positions and personalities, 'earning the right' is not a biblical concept. Paul spoke boldly and asked prayer for boldness that he might speak as he ought.
- i) Acts 19:8
 - ii) Ephesians 6:19-20
- f) Our actions can quickly betray our words and His. You are not selling something. You are not trying to manipulate their emotions. Your motivation is to be God's glory and their good. We are to speak the truth in love.
- i) Mark 10:21

2) Transitioning a Conversation

- a) Shared Life Experience

- b) World Events
- c) Holidays
 - i) New Year's Day –
 - ii) Easter –
 - iii) Memorial Day –
 - iv) Thanksgiving –
 - v) Christmas –
- d) Religious Background/Beliefs
- e) Personal Life Crisis

Beyond these specific opportunities, we can also help create opportunities by asking probing questions. A sample list is found in Appendix 'C'.

3) Illustrating Scriptural Truth

The Word of God alone has the power to save lost men and women. Interestingly, within the Word, we see that the Lord Jesus Christ was masterful in using illustrations and word pictures to communicate truth.

Examples:

- Fishers of men
- White-washed tombs
- Barren fig trees

So too, as you seek to share the gospel of GRACE, you might find it helpful to share stories or give examples that help illustrate scriptural truth. Using biblical examples is not only an excellent way to expose them to more of the

Word but it also helps show the continuity and applicability of Scripture.

In some cases, however, common, everyday-type illustrations will prove to be equally effective. Following are a few samples:

- a) God as Creator and having authority over His creation.
 - i) Biblical Illustration – Potter and Clay. (*Isa. 64:8, Rom. 9:21*)
 - ii) Common Illustration – Founder/CEO of small company.

- b) Even a little sin condemns a man.
 - i) Biblical Illustration – Leaven in Dough (*Gal. 5:9*)
 - ii) Common Illustration – Bottle of Evian with one drop of poison. Would you drink it?

- c) Eternal life cannot be earned.
 - i) Biblical Illustration – Wages of sin = death / Gift of God = life (*Rom. 6:23*)
 - ii) Common Illustration – Wages are paid for work. You don't work for gifts.

Can you come up with some other illustrations?

Truth:

Biblical Illustration:

Common Illustration:

Truth:

Biblical Illustration:

Common Illustration:

Challenge:

- Persevere in prayer.
- Continue becoming conversant in communicating the gospel of GRACE.
- Finish Chantry's book, 'Today's Gospel'.

Personal Testimony

“He therefore answered, ‘Whether He is a sinner, I do not know; one thing I do know, that, whereas I was blind, now I see.’” – *John 9:25*

As has been stated, the gospel is the ‘power of God for salvation.’ Our focus should be on presenting the ‘living and active’ Word of God. However, Scripture is also replete with examples of those who encountered Jesus and then told their experience to others.

- Andrew (*John 1:41*)
- Samaritan Woman (*John 4:28-29*)
- Man Born Blind (*John 9:11*)
- Gerasene Demoniac (*Mark 5:20*)

These accounts are all very brief. In contrast, if we look in the book of Acts, we see Paul giving his testimony on several occasions and these are a bit lengthier.

- Before the Jews in Jerusalem (*Acts 22:1-21*)
- Before King Agrippa (*Acts 26:2-23*)

Whether long or short, biblical testimonies seem to have a common thread. To testify of Christ’s working in our life is to tell of our condition before Christ, to tell what our condition is now, and to tell what Christ did to affect the change.

Appendix ‘D’ provides a worksheet for you to develop your own personal testimony, as well as a sample testimony.

1) My Life Before I Trusted Christ

The purpose of this section is not to glory in your sinful past. It is simply to help people understand your past condition and possibly to see the desperation of their present condition.

- a) What ultimately caused you to be broken over your sin and to consider Christ and eternal things?

2) How I Came to Faith in Christ

This is where you explain how you learned about the gospel, what the gospel message is, and how you responded to it.

- a) When and how did you become aware of the person and work of Christ?
- b) What is the message of the gospel that saved you?
- c) How did you respond to the gospel message?

3) My Life Since I Trusted Christ

This is where you describe how Christ has changed your life. It's helpful to give a verse of Scripture that has become meaningful to you.

- a) What fruits of repentance have been manifested in your life?
- b) Key Scripture –



For further encouragement and inspiration, check out the following web address and read of Spurgeon's conversion.

<http://www.spurgeon.org/misc/abio011.htm>

Challenge:

- Continue to pray for opportunities to witness and pray for one another in their efforts also.
- Write out your testimony and come prepared to share it next week.

Responding to Objections

“At the heart of the Christian system lies the cross of Christ with its divine paradox. The power of Christianity appears in its antipathy toward, never in its agreement with, the way of fallen men. The truth of the cross is revealed in its contradictions. The witness of the Church is most effective when she declares rather than explains, for the gospel is addressed not to reason but to faith. What can be proved requires no faith to accept. Faith rests upon the character of God, not upon the demonstrations of laboratory or logic.” – A. W. Tozer *'The Radical Cross'*

As we seek to be effective light-bearers, we must understand that God’s Word is a stumbling block. It will cause people to object. In fact, if we find that people aren’t objecting to our gospel witness, we may not be effectively communicating the gospel.

We must also remember that our job is not to convince or manipulate. We cannot save men. We can only point people to the One who can. And though the gospel is not addressed to reason, the removal of one or two ‘obstacles’ to faith might make a difference.

1) General Guidelines for Handling Objections

- a) We must never let the conversation turn into an argument. We are living letters. People are ‘reading’ us to see if our responses match our message. Let your speech be seasoned with grace.
 - i) 2 Corinthians 3:2
 - ii) Colossians 4:6

- b) Do not take objections personally.
- c) Objections may be evidence that the person is thinking things through or that the Word is convicting them of sin. They may also be a 'rabbit trail' so use discernment and try to keep the conversation gospel-centered.
- d) If you don't know the answer to a question, don't try to make one up.
- e) Finally, don't be afraid to ask clarifying questions. Ask them to explain their position or what it is that they are objecting to. In so doing, you might gain additional insight to help you respond accordingly.

2) **Common Objections**

- a) ***"I don't believe in God."***
 - i) The Bible says that which is known about God is evident within men for God made it evident. It also says that even though this evidence is clearly seen, men suppress the knowledge of the truth. (*Rom. 1:18-20*)
 - ii) Lack of belief in something doesn't disprove its reality (gravity).
 - iii) "Do you have any credible evidence to reject His existence?"
 - iv) May need to redirect the conversation towards what they do believe and go from there.
- b) ***"I believe in evolution."***
 - i) Commend them for being a person of faith. It takes great faith to believe that billions

and billions of chance events beginning from some type of primordial ooze, whose origin is unknown, allowed them to be standing here today. With Christianity, we have the proof of His existence, proof of His death, proof of His resurrection, and proof of hundreds of fulfilled prophecies.

- ii) Evolution and creation are really the only two explanations for the origin of life. Further study in this area would be beneficial.

- c) ***"I don't believe in the Bible."***
 - i) Authored by over 40 different people over the course of 1,500 years in 3 different languages covering a vast array of controversial issues and yet without contradiction. How is that possible unless there was one grand Author orchestrating it all?
 - ii) Ask if you can see some of their research that led to that conclusion.
 - iii) MAPS – Manuscript evidence, Archaeological evidence, Prophecies, fulfilled, Scientific / Statistical evidence.

- d) ***"If God is a God of love, how can He send people to hell?"***
 - i) God is equally a God of justice and holiness. Sin must be punished and all have sinned. Men have condemned themselves. However, in God's grace and mercy, He sent His Son, Jesus, to die in our place that we might be reconciled to God.

- ii) Anyone who goes to hell does so of their own choosing. Jesus said that all who seek will find.
 - iii) For those that consciously reject God's gift of grace, sending them to heaven against their will would not be just.
- e) ***"If God exists, why is there evil and suffering in the world?"***
- i) We live in a fallen world... fallen because of man's choosing. For God to remove evil completely, He would have to control man's thinking. But God did not create robots. He created humanity with the ability to reason, to choose, to love, and to hate.
 - ii) What is the standard to determine if something is evil or not? A standard itself argues for God's existence.
 - iii) Man's sin and the entrance of evil affects all of creation and yet God offers hope. (Romans 8:18-25)
- f) ***"What about those who have never had the chance to hear about the Good News of Jesus Christ?"***
- i) Romans chapters 1 and 2 deal with this issue stating that men's consciences bear witness of God's existence and their standing before Him.
 - ii) God always does what is right. And while others may not have heard, you now have and will be accountable.

- g) ***"How can you say that Jesus is the only way to God?"***
- i) That is not something that Christians made up. God said it Himself. Jesus said, 'I am the way, and the truth, and the life; no one comes to the Father, but through Me.' (*John 14:6*) Peter confirms this saying, 'And there is salvation in no one else; for there is no other name under heaven that has been given among men, by which we must be saved.' (*Acts 4:12*)
 - ii) If there were multiple ways or paths to God, then they must all be true. If they were all true, they would not contradict. Since all other ways do, in fact, contradict each other as well as the biblical model, they cannot be true.
 - iii) Perhaps it'd be important to clarify what deity they're referring to when they speak of God.
- h) ***"I believe that Jesus was a good man, a great example, and maybe even a prophet, but I don't believe He was God in the flesh."***
- i) First off, Jesus claimed to be God. In John 8:58, "Jesus said to them, 'Truly, truly, I say to you, before Abraham was born, I am.'" It said the Jews picked up stones to throw at Him. Why? Because that was what God told Moses His name was (*Exodus 3:14*).
 - ii) If Jesus was not God, He was either a liar or a lunatic. Why would you consider such a person to be a good man or prophet?

- i) ***"I've done too many bad things for God to save me."***
 - i) The Bible records that Jesus extended forgiveness to murderers, prostitutes, thieves, and even those that put Him to death. He can surely forgive you.
 - ii) Paul called himself the foremost of sinners, even putting Christians to death. God saved him and used him to write a good portion of the New Testament.

- j) ***"I'm not that bad a person."***
 - i) The Bible says that we are guilty of sin by nature and guilty of sin by our actions. If you've sinned even once, which you have, then you cannot be in the presence of an absolutely holy God.
 - ii) The Bible says our works are filthy rags. We need someone else's righteousness imparted to us and that is what Jesus did (*2 Corinthians 5:21*).

- k) ***"The church is just a bunch of hypocrites."***
 - i) Within the church, there are people who act hypocritically, this is true. But the real question is whether or not Jesus is a hypocrite. The Bible doesn't call us to believe in or act like other people, but to believe in and act like Jesus.
 - ii) Not everyone in churches is truly born again. As such, they are simply acting in a manner consistent with their nature.

- l) ***"I'm just not ready yet."***

- i) James reminds us that our life is like a vapor which appears for a little while and then vanishes. We do not know what tomorrow holds. Wouldn't you like to know that you're eternal destiny is secure?
- ii) We know that everyone will die at some point and Hebrews 9:27 says after that comes the judgment. Do you want to face that alone?

There are many other objections that one might encounter when sharing the gospel and while we want to be prepared to answer those objections, our focus is on planting and watering seeds of truth; not convincing! Only the Holy Spirit can do that.

Challenge:

- Continue to pray.
- Work on memorizing your testimony.
- Work on memorizing some of these responses.

What Next?

“But there is no way to heaven, whatever our hopes may be, but through Christ. O spirit of man, there is no way to the gates of pearl but through the bleeding side of Jesus. These are the gates of paradise—these bleeding wounds. If thou wouldst find thy way to God's bright throne, find first thy way to Jesus' shameful cross; if thou wouldst know the way to happiness, tread in that path of misery which Jesus trod.” – *Charles Spurgeon 'The Way to God'*

When you share the gospel with someone and they are confronted with the blessed reality of the cross, it ultimately leads to one question: What will they do with Christ? This is where it can get most unnerving for the one doing the sharing.

1) Important Reminders

- a) It is God that grants the grace and faith necessary to repent and believe. You are not responsible for their decision.
- b) There is no right or wrong way to ask them what they'll do with Christ. Ask God for wisdom and discernment and trust Him for the results.
- c) Some conversations will end and it may not feel appropriate to ask for a response. That's OK.
- d) There is no need to be anxious. If the Spirit of God is doing a work in their heart, you don't need to rush them into a decision.

e) Don't act surprised if they say 'No'.

f) Don't act surprised if they say 'Yes'!

2) **Calling to Account**

This is the part that can get a bit scary. It's when we face the greatest likelihood of rejection and it can be intimidating. Think about it... is there anything Satan hates worse than one of his worshipers becoming a worshiper of Christ? Spiritual forces will be at work, one of the many reasons that prayer must be an active part of evangelism.

And yet, when we realize what it is that might be taking place before our very eyes – the regeneration of a human soul, the bringing to life of one formerly dead in trespasses and sins – why would we not go the distance? Could there be any greater joy for the believer than to be used by God to lead lost sheep to the Great Shepherd?

To that end, there are two types of questions that should be asked as the conversation moves to the point of commitment.

a) **Clarification Questions**

The purpose of asking clarification questions is to make sure they've heard and understood the gospel. This isn't a mandatory step. It's simply designed to help transition from discussion to decision and it follows the GRACE outline.

- i) Has your opinion of who God is changed and, if so, how?
- ii) What is your standing before God based on how you've lived your life so far?
- iii) What did Jesus Christ do to change that standing?
- iv) What does the Bible say you must do in order to be saved?
- v) What can you be assured of if you trust Christ as your Savior?

b) **Commitment Questions**

Having clarified that they understand the gospel, you now ask if they are willing to repent and believe. Here are some examples of commitment questions:

- i) Do you have any reason for not trusting Christ as your Lord and Savior right now?
- ii) Jesus said we must be born again. Is that something you now desire?

3) If They Say 'No' to Christ

- a) Retain your composure.
- b) Reaffirm your love for them and your desire that they might one day come to faith in Jesus Christ.
- c) Reiterate the consequences of their decision.

4) If They Say 'Yes' to Christ

- a) Confirm that they are willing to trust Christ and Christ alone as their Savior, turning from sin and to God.
- b) Ask if they would like to acknowledge that willingness to God.

- i) Chances are they might be uncomfortable at this point, not knowing what prayer is or how to do it.
 - ii) Praying a prayer doesn't save a person. Don't force them to do so. Chances are if God has brought them to this point, He's already given them faith to believe.
- c) If they'd like to pray on their own, allow them to do so.
- d) Alternatively, give them the option to follow you as you pray.
- i) Once again, there is no 'right' or 'wrong' prayer here.
 - ii) GRACE sample – "Father, I recognize that You are perfectly loving and yet perfectly holy and I have sinned against You. Thank You for sending your Son Jesus to die for the sins I committed. Thank You for raising Him from the dead that I too might have new life through Christ. Help me turn from the way I've lived in the past and to live completely for You. Thank You for forgiving me and for adopting me into Your family. In Jesus' name. Amen."
- e) Encourage them to tell someone what they've done.
- f) Encourage them to begin attending NCC or another Bible believing church in their area.
- g) Recommend that they begin reading through the gospel of John.



- h) Follow-up with them often and begin disciplining them if possible.
- i) Notify one of the pastors or elders so they can pray for and encourage the new believer.
- j) Thank God for using cracked vessels for His glory!

Additional Notes:

APPENDIX 'A'

Praying Evangelistically

Preparation

Pray throughout the week for opportunities to witness. It's the one prayer that is almost guaranteed to be answered. No successful athlete shows up on game day expecting to perform to the best of their ability if they have not practiced or talked to the "Coach". We need to be 'pray-pared'.

Pray:

- That He would send laborers into His harvest.
Luke 10:2
- That we would be prepared for the work of service. *Eph. 4:12*
- That opportunities would be seen and seized.
1 Cor. 3:5

Intercession

In addition to your own prayerful preparation, pray for those you know who are in the midst of divinely appointed opportunities.

Pray:

- For boldness and clarity in sharing the gospel.
Eph. 6:18-20
- That each would use their gifts and abilities to minister to one another and glorify God through Jesus Christ. *1 Peter 4:10-11*
- For the salvation of God's elect. *2 Tim. 2:10*

- To walk worthy of the Lord and be fruitful in every good work, increasing in the knowledge of God. *Col. 1:10*

Effectiveness

Without prayer our efforts are in vain. It is only through the power of the Holy Spirit that souls are saved, but He has chosen us to be His fellow workers.

Pray:

- For God to use His Word and the gospel... “for it is the power of God for salvation to everyone who believes...” *Rom. 1:16*
- For the possible to be reality... “With men it is impossible, but not with God; for all things are possible with God.” *Mark 10:27*
- “Pray without ceasing.” *1 Thess. 5:17*

APPENDIX 'B'

Gospel of GRACE

“In Him we have redemption through His blood, the forgiveness of our trespasses, according to the riches of His grace;” - *Ephesians 1:7*

God

- Creator (*Gen. 1:1; Rev. 4:11*)
- Holy (*Lev. 11:45; Matt. 5:48*)
- Hates Sin (*Prov. 6:16-19; Heb. 10:26-27*)
- Punishes Sin (*Rom. 2:5-6; Rom. 6:23a*)
- Knows We Sin (*Prov. 5:21; Jer. 16:17*)

Rebellion

- Man Created by God (*Gen. 1:26-27; Isa. 45:12*)
- Sinful by Action (*Rom. 3:10; Rom. 3:23*)
- Sinful by Nature (*Rom. 5:12; Eph. 2:3*)
- Condemned (*Eph. 2:1, James 2:10*)
- Hopeless (*Eph. 2:12; 1 Thess. 4:13*)
- Destined for Hell (*Matt. 25:41; Rev. 20:15*)

Atonement

- God’s Plan to Send His Son (*Rom. 8:3; 1 John 3:8*)
- God Became Man (*John 1:1, 14; Phil. 2:5-8*)
- Lived a Sinless Life (*Heb. 4:15; 2 Cor. 5:21*)
- Died on the Cross in our Place (*Isa. 53:5-6; Rom. 5:6-8*)
- Secured our Redemption (*Rom. 3:24; Col. 2:14*)

- Rose Victorious (*Mark 16:6; Rom. 6:8-9*)

Conversion

- Repent (*Matt. 4:17; Acts 17:30*)
 - Turn from Sin (*Isa. 55:7; Eph. 4:22*)
 - Turn to Christ (*Matt. 11:28-30; Luke 9:23*)
- Believe (*Mark 1:15; John 20:31*)
 - Place Faith in Christ Alone (*Acts 4:12; Phil. 3:7-8*)
 - Confess Christ to Others (*John 1:41; Acts 4:18-20*)

Eternal Life

- Forgiveness (*Rom. 8:1; Eph. 1:7*)
- New Life (*2 Cor. 5:17; Eph. 2:4-5*)
- Family (*Eph. 1:5; 1 John 1:3*)
- Heaven (*John 14:2-3; Phil. 3:20*)

APPENDIX 'C'

Transition Questions

- When you go to church, where do you attend?
- Who determines if something is right or wrong?
- Do you know where you will spend eternity?
- Do you think a person can earn their way to heaven?
- How much do you know about Christianity or the Christian worldview? Would you like to know more?
- How does someone of your religion get to heaven?
- Do you believe in life after death?
- Do you think there is a difference between Christianity and religion?
- If what you believe is not true, would you want to know?
- Do you believe in God? Why, or why not?
- Have you ever read the Bible?
- Do you consider yourself to be a good person?
- Do you think you've kept the whole law of God?
- Do you know for sure that if you died tonight you would go to heaven?

APPENDIX 'D'

Personal Testimony

MY LIFE BEFORE I TRUSTED CHRIST (30 sec.)

(The purpose of this section is not to glorify your sinful past. It is simply to help people understand the state of your life before Christ.)

- What ultimately caused you to be broken over your sin and to consider Christ and eternal things?

HOW I CAME TO FAITH IN CHRIST (1 ½ min.)

(The purpose of this section is to explain how you learned about the gospel, what the gospel message is, and how you responded to it.)

- When and how did you become aware of the person and work of Christ?
- What is the message of the gospel that saved you?
- How did you respond to the gospel message?

MY LIFE SINCE I TRUSTED CHRIST (1 min.)

(The purpose of this section is to describe how Christ has changed your life.)

- What fruits of repentance have been manifested in your life?

Sample Testimony

I grew up in a non-religious home and had very little understanding about or exposure to spiritual things. We went to church on Christmas and Easter but that was about it.

In high school, I started experimenting with drugs and alcohol so that I'd be liked by my friends. Experimentation turned into a lifestyle of pot, cocaine, acid, PCP and anything else I could get my hands on. I was pretty careful about hiding it and kept up pretty good grades so my parents had no idea what I was into. As such, things were great at home and great with my friends. From all outward appearances, life was great! But on the inside, I knew that things were terribly wrong. My life seemed like one big cover-up. I was living a lie.

I decided that rather than going to college I would join the Navy to try to clean up my act. Just prior to going to boot camp, the very same individual that had introduced me to drugs, introduced me to Jesus Christ. His life had dramatically changed and he wanted me to understand the reason for the change.

He showed me from the Bible what I already knew – that I had sinned. What I didn't know, however was that because of that, I was condemned and could not enter heaven. God is perfect and I was obviously not. Fortunately, He also showed me that in addition to being perfectly holy, God is love. In fact, He loved me enough to send His Son Jesus to live a perfect life and then offer His life, taking the punishment for my sins by dying in my place on the cross. But that wasn't the end of the story. God then raised Jesus



from the dead, showing that He has the ultimate victory over death and assuring that I could have new life also.

He then told me what I needed to do. He said that I needed to turn from my old way of living, the one that always left me feeling so empty, and turn to Jesus Christ in faith and live for Him. That very night, I repented of my sins and I asked Jesus to forgive those sins and to become the Savior and Lord of my life.

It felt as if 2 tons had been lifted off my shoulders. The guilt I had carried around for so long was completely gone! My life radically changed! Drugs no longer held appeal. My swearing and filthy language virtually disappeared overnight. I felt as if I was truly living for the very first time. And in a way, I was. I was a new creation in Christ; born again.

I am still amazed at the depth of love God showed by saving me from my sinful life. 2 Corinthians 5:21 sums it up as follows... "But He made Him who knew no sin to be sin for us that we might become the righteousness of God in Him." I didn't have to clean up my act first. God took my sinful life and punished His Son, Jesus Christ, in my place, and then placed Christ's righteousness in my account. I now seek to live in a manner worthy of His calling, to the praise of His glorious grace!

APPENDIX 'E'

Recommended Reading

The Salvation of Souls (Sermons by Jonathan Edwards) – Bailey & Wills

The Heart of Evangelism – Jerram Barns

Cults, World Religions and the Occult – Kenneth Boa

Whatever Happened to the Gospel of Grace? – James Boice

Words to Winners of Souls – Horatius Bonar

The Gospel for Real Life – Jerry Bridges

A Call to Spiritual Reformation – D.A. Carson

Today's Gospel: Authentic or Synthetic? – Walter Chantry

The Master Plan of Evangelism – Robert Coleman

The Gospel and Personal Evangelism – Mark Dever

Evangelism in the Early Church – Michael Green

The Gospel According to Jesus – John MacArthur

Hard to Believe – John MacArthur

Tell The Truth – Will Metzger

Evangelism and the Sovereignty of God – J.I. Packer

Let the Nations Be Glad – John Piper

Serving as Senders – Neal Pirolo

The Soul Winner – Charles Spurgeon

Speaking of Jesus – Mack Stiles