

# Evangelism

*God Seeking: A Discipline of Engagement*



**GREENHOUSE**  
SCHOOL OF MINISTRY

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# Evangelism: A Discipline of Engagement

## LESSON 1

Do you want to grow in your relationship with Jesus?

Do you want to deepen your dependency on Him?

Do you want to develop your prayer life?

Then start sharing your faith. Communicating the Gospel is one of the most exciting endeavors Christians can attempt. This spiritual discipline of engagement will certainly grow your faith, deepen your dependency and bolster your prayer life.

The word “Gospel” means *Good News* and that’s exactly what we get to share with others. In its most simple terms, the Good News is a message declaring that **God, the Creator of the universe, loves undeserving sinful people and died on the cross and rose from the dead to restore a personal relationship through faith in Jesus.**

## Evangelism Starts with Our Identity

### Ambassador for Christ

Therefore, if anyone is in Christ, they are a new creation :<sup>[a]</sup> The old has gone, the new has come! <sup>18</sup> All this is from God, who reconciled us to himself through Christ and gave us the **ministry of reconciliation**: <sup>19</sup> that God was reconciling the world to himself in Christ, not counting people’s sins against them. And he has committed to us the **message of reconciliation**.

<sup>20</sup> We are therefore **Christ’s ambassadors**, as though God were making his appeal through us. We implore you on Christ’s behalf: Be reconciled to God.  
*2 Corinthians 5:17-20*

### Salt and Light

**“You are the salt of the earth.** But if the salt loses its saltiness, how can it be made salty again? It is no longer good for anything, except to be thrown out and trampled underfoot.

<sup>14</sup> **“You are the light of the world.** A town built on a hill cannot be hidden.

<sup>15</sup> Neither do people light a lamp and put it under a bowl. Instead they put it on its stand, and it gives light to everyone in the house. <sup>16</sup> In the same way, let your light shine before others, that they may see your good deeds and glorify your Father in heaven. *Matthew 5:13-14*

### God calls us then sends us.

“My prayer is not that you take them out of the world but that you protect them from the evil one. <sup>16</sup> They are not of the world, even as I am not of it. <sup>17</sup> Sanctify

them by the truth; your word is truth. <sup>18</sup> **As you sent me into the world, I have sent them into the world.**" *John 17:15-18*

### **Blessed to be a Blessing**

The Lord had said to Abram, "Go from your country, your people and your father's household to the land I will show you.

"I will make you into a great nation, and I will bless you; I will make your name great, and you will be a blessing. I will bless those who bless you, and whoever curses you I will curse; and all peoples on earth will be blessed through you.

*Genesis 12:1-3*

**Our desire to share the Gospel flows directly out of our identity in Christ. We as Christians, the ones called by God, are also the sent ones, ambassadors for Christ with a ministry and message of reconciliation. We are the salt of the earth and the light of the world proclaiming the Good News.**

### **Motivations for Evangelism**

In order to be an effective, lifelong communicators of the Gospel, we must make sure our motivations are not guilt driven but are derived from the Bible. Here are a few of many mentioned in God's Word as biblical motivations for sharing Christ.

- Obedience (*John 14:15,21,23, 15:9-12, 2 Corinthians 5:9,14-15*)
- Compassion (*Matthew 9:36, 25:31-46, Romans 9:2-3, 10:1-3, Ephesians 2:12*)
- Identity (*Ezekiel 36:27, Philippians 2:13, 2 Corinthians 5:17-20*)
- Rewards (*Mark 10:28-30, 1 Corinthians 3:10-15, 2 Corinthians 5:10*)
- Power (*Roman 1:16-17, Ephesians 2:8-9, 2 Corinthians 5:21*)
- Response (*John 10:14-16, Ephesians 1:3, 1 Corinthians 1:9, Revelation 5:9*)
- Glory of God (*1 Corinthians 10:31, Psalm 19:1-6*)

### **APPLICATION:**

*Which of these motivates you most and why?*

### **Barriers and Fears about Evangelism**

*What are typical barriers to personal evangelism?*

*What are your personal barriers?*

# Evangelism: A Discipline of Engagement

## LESSON 2

### Framing the Conversation

Ever since the Garden of Eden, when humanity first sinned by rebelling against God, we have all struggled with many consequences of those first choices as well as our own sinful choices. There are three main ways to frame a Gospel conversation to address these consequences from the fall and humanity's ongoing sin problem. Many theologians call this our *Fallen Human Condition* or *Fallen Condition*.

Our fallen condition is manifested primarily in three ways: **Guilt, Shame, and Fear**. By God's grace, the Gospel remedies each of consequences of sin by offering repentant sinners **Innocence, Honor, and Power**. To be effective sharing the Gospel, we can learn to share God's message of salvation with each of these contexts in mind; **Guilt/Innocence, Shame/Honor, and Fear/Power**.

For example, because of Adam and Eve disobey a holy and just God and we have inherited their original death penalty, some people feel the weight of their sin as a sense of guilt which must be punished. A holy and just God requires His holy wrath being satisfied. Therefore, the cross of Jesus rescues a person from paying the penalty of their sin by His substitutionary atonement on their behalf and restoring their relationship with God. *"I did a bad thing."*

*"In Christ we have redemption through His blood, the forgiveness of sins..." Ephesians 1:7*

Because of Adam and Eve were disloyal to God and we have inherited their original shame, another person may experience the shame brought about by their sin which must be covered. Like Adam and Eve, who realized their nakedness after their sin, we feel the need to hide from God because of the shame from our sin. Therefore, the cross of Jesus rescues a person from the shame of their sin by taking that shame on Himself and restoring human honor and a relationship with God. *"I am a bad person."*

*"For the joy set before him Jesus endured the cross, scorning its shame, and sat down at the right hand of the throne of God." Hebrews 12:2*

*"As the Scripture says, 'Anyone who trusts in Him will never be put to shame.'" Romans 10:11*

Because Adam and Eve failed to rule and reign over creation as God's representative, still another person may have a deep sense of fear due to their sin which they don't have the power to overcome. God is a powerful Being and His spiritual enemies in the spiritual realm can be a scary reality to many. Therefore, the cross of Jesus rescues a person from the fear caused by their sin by His victory over sin and death and restores their authority and power through their relationship with God. *"I have no power."*

*"For Jesus has rescued us from the dominion of darkness and brought us into the kingdom of the Son he loves, in whom we have redemption, the forgiveness of sins. Colossians 1:13-14  
"And having disarmed the powers and authorities, Jesus made a public spectacle of them, triumphing over them by the cross." Colossians 3:15*

**How do you (or how did you before receiving Christ) experience the consequences of your sin, through guilt, shame or fear? Or a combination of the three?**

In order to communicate the Gospel effectively, we must learn these three Gospel themes and apply the remedy God's grace specifically appropriates to the person's need addressing their experience with sin. Sometimes a Gospel conversation will include all three themes together.

**Here are a few Scriptures that address each fallen condition.**

### **Guilt/Innocence**

*1 John 1:8-9* "If we claim to be without sin, we deceive ourselves and the truth is not in us. If we confess our sins, he is faithful and just and will forgive us our sins and purify us from all unrighteousness."

*1 John 2:1-2* "My dear children, I write this to you so that you will not sin. But if anybody does sin, we have an advocate with the Father — Jesus Christ, the Righteous One. He is the atoning sacrifice for our sins, and not only for ours but also for the sins of the whole world."

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

### **Shame/Honor**

*Romans 3:23* "For all have sinned and fall short of the glory of God."

*Isaiah 54:4* "Do not be discouraged, for you will not suffer disgrace, for you will forget the shame of your youth, and the disgrace of your widowhood you will remember no more."

*1 Samuel 2:8* "God raises the poor from the dust, he lifts the needy from the ash heap, to sit them with princes and has them inherit a throne of honor."

*Isaiah 53:3* "He was despised and rejected by men, a man of sorrows and familiar with suffering. Like one from whom men hide their faces he was despised and we esteemed him not."

*Philippians 2:8-9* "He humbled Himself and became obedient to death – even death on a cross! Therefore God exalted Him to the highest place and gave Him the name that is above every name."

## **Fear/Power**

*Romans 16:20* "The God of Peace will soon crush Satan under your feet. The grace of the Lord Jesus be with you."

*Ephesians 6:12* "For our struggle is not against flesh and blood, but against the rulers, against the authorities, against the powers of this dark world and against the spiritual forces of evil in the heavenly realms."

*Hebrews 2:14-15* "Jesus shared in their humanity so that by his death he might destroy him who holds the power of death – that is the devil – and free those who all their lives were held in slavery by their fear of death."

*2 Corinthians 4:4* "The god of this age has blinded the minds of unbelievers so that cannot see the light of the Gospel of the glory of Christ, who is the image of God."

*1 John 3:8* "The reason the Son of God appeared was to destroy the devil's work."

## **APPLICATION:**

Watch this short 7 minute video summary of these three concepts at:

**<https://www.youtube.com/watch?v=n2XNoAFtqOw>**

What is your primary experience of your sin?

What is your culture's primary experience of sin?

How does the Gospel address your experience of sin?

Optional Resource:

*"The 3D Gospel: Ministry in Guilt, Shame, and Fear Cultures"* by Jayson Georges

# Evangelism: A Discipline of Engagement

## LESSON 3

### Where do I Start?

#### Modes of Evangelism

The Gospel can be powerfully communicated in a variety of settings.

*The Four Primary Areas for evangelism :*

**PRAYER – BODY – NATURAL – MINISTRY**

#### **1. PRAYER.....*Intercede for People***

Talk to God about people before talking to people about God.

*Biblical examples:* Colossians 4:2-6, 1 Corinthians 10:3-6, Ephesians 6:18-20

#### **2. BODY .....*Invite People***

Invite non-Christians to a gathering of believers involved in worship.

*Biblical examples:* John 17:22-23, 1 John 4:7-12, Acts 2:42-47, 1 Timothy 1:5

#### **3. NATURAL.....*Interact with People***

Engage with people in your sphere of influence, being intentional with those you are naturally in contact with on a regular basis.

*Biblical examples:* John 1:40-51 *the first disciples*  
John 4:28-30, 39-42 *the Samaritan woman*  
Luke 8:38-39 *the delivered demoniac*

#### **4. MINISTRY.....*Initiate with People***

Initiate with people outside the natural mode, people you would not meet without a special event.

*Biblical examples* Mark 1:38,39 Jesus first talking with disciples  
Luke 9:1-6 the Twelve sent out  
Luke 10:1-17 the Seventy sent out  
Book of Acts: Philip, Peter, Paul



## APPLICATION:

*Which mode(s) of evangelism was most influential in you becoming a Christian?*

*Which mode(s) of evangelism are you most comfortable implementing? Why?*

*Which mode(s) of evangelism are you least comfortable implementing? Why?*

## PRAYER

Prayer is the first place to start when we consider sharing the Gospel with others. Identify those God has already placed in your life and begin praying for their salvation.

## APPLICATION:

Write down names of people God puts on your heart to begin or continue praying for.

### Family

- 1.
- 2.
- 3.
- 4.
- 5.

### Classmates/Co-workers/Clients

- 1.
- 2.
- 3.
- 4.
- 5.

### Friends

- 1.
- 2.
- 3.
- 4.
- 5.

### Neighbors

- 1.
- 2.
- 3.
- 4.
- 5.

## APPLICATION:

### Prayer Map Exercise:

Draw a map of where you live and work and fill in the names of people God has placed around you.

- |                          |               |
|--------------------------|---------------|
| - Your apartment complex | - Your street |
| - Your dorm              | - Your office |
| - Your department        | - ????        |

## Biblical Success for Evangelism

“Taking the initiative, to share the Gospel, in the power of the Holy Spirit, and leaving the results to God.” Dr. Bill Bright

*Taking the initiative -*

My roles are to pray for opportunities to share the Gospel and to talk with people as God provides “open doors”.

*Colossians 4:2-6*

*To share the Gospel -*

My role is to focus a spiritual conversation on the Person and Work of Christ, anything else is not the Gospel. Apologetics, philosophy, and sound reasoning may be helpful in a discussion, but only Christ’s perfect obedience and sacrificial death for sin will save us from His holy and righteous judgment.

*Acts 4:12, 1 Corinthians 2:1-5, 15:1-11*

*In the power of the Holy Spirit -*

My role is to rely on the Spirit’s power to convict the heart, enlighten the mind, and transform the will of a person and not rely on myself (*my personality, intellect, experience, training, etc*).

*Acts 1:8, Zechariah 4:6, Eph 5:18*

*Leaving the results to God.*

My role is to expect God to use my sin-tainted evangelistic efforts because He will draw people to Himself for salvation. Only God can convince someone they are sinful and need Christ as their Savior and Lord. I have no ability to spiritual change a person, but God does... and He will.

*John 6:44, 10:14-16, 1 Corinthians 3:6-7, Ephesians 2:4-5*

**APPLICATION:** Summarize Biblical Success in your own words.

# Evangelism: A Discipline of Engagement

## LESSON 4

### What do I say?

There are many benefits of a well-prepared testimony. Think through the details of your life to describe in a clear and understandable manner how God has spiritually transformed your life.

Biblical Examples: *John 4 (Samaritan women), John 9 (Blind man), Acts 26:1-23 (Paul)*

### APPLICATION:

Take time to think through your story and how God has impacted your life.

#### My Life BEFORE/WITHOUT Christ:

(Describe what you were like. What were your ruling desires and passions? What brought you security or significance, love, acceptance, etc? Were you rebellious outwardly? Rebellious Inwardly? Indifferent? How did your sin manifest itself: Guilt, Shame, Fear?)

#### HOW I Became a Christian:

(Why did you consider trusting Jesus? What barriers previously kept you from trusting Him? Who helped you understand the gospel? What events led to your decision to repent and believe in Jesus? How did you realize God's grace rescued you from Guilt, Shame, Fear?)

#### My Life AFTER/WITH Christ:

(How has your life changed? What are your new ruling desires or passions? What brings you security or significance, love and acceptance? Help to answer the question: "How will God affect and change my life?" How has God's grace brought you out of your Guilt, Shame, Fear?)

#### *Helpful Hints:*

- Focus the attention on the Person and Work of Jesus Christ, not your great life.
- Use language a non-Christian will understand.
- Give enough details to keep listeners interested.
- Be realistic without exaggerating the negative or positive aspects of your life.
- Refrain from using church denominations in a negative way.
- Smile -- remember you are sharing the most important aspect of your life.
- Don't preach - just share how God has changed your life.

## THE GOSPEL CAN BE SHARED IN THESE FOUR SIMPLE POINTS:

1. GOD LOVES YOU
2. PEOPLE ARE SINFUL AND SEPARATED FROM GOD
3. JESUS DIED ON THE CROSS TO SAVE US FROM SIN
4. YOU CAN RECEIVE JESUS AND ETERNAL LIFE BY FAITH

Of course there is much more to say about salvation in Christ.

- #1      God loves you and created you to know Him personally. He has a wonderful plan for your life.**

*God's Love*

"For God so loved the world that He gave His one and only Son, that whoever believes in Him shall not perish but have eternal life." *John 3:16*

*God's Plan*

"Now this is eternal life, that they may know you, the only true God, and Jesus Christ whom you have sent." *John 17:3*

*What do you think prevents us from knowing God personally?*

- #2      People are sinful and separated from God so we cannot know Him personally or experience His love and plan. Because of our sin we experience guilt, shame, and fear.**

*People are sinful*

"for all have sinned and fall short of the glory of God." *Romans 3:23*

*People were created to have fellowship with God, but because of our stubborn self-will, we chose to go our own independent way and fellowship with God was broken. This self-will, characterized by an attitude of active rebellion or passive indifference, is evidence of what the Bible calls sin.*

*People are separated*

"For the wages of sin is death" (spiritual separation from God's love) *Romans 6:23*

*The next principle explains the only way to establish a relationship with God.*

- #3      Jesus Christ is God's only provision for our sin. Through Him alone we can know God personally and experience His love and plan. Only Jesus can make us innocent, restore our honor, and give us power over our fears.**

*He died in our place*

"But God demonstrates His own love for us in this; while we were still sinner, Christ died for us." *Romans 5:8*

*He rose from the dead*

"Christ died for our sins ... He was buried, He was raised on the third day according to the Scriptures ... He appeared to Peter, then to the Twelve. After that He appeared to more than five hundred..." *1 Corinthians 15:3-6*

*He is the only way to God*

"Jesus answered, 'I am the way, the truth, and the life. No one comes to the Father except through Me.'" *John 14:6*

*It's not enough just to know these truths...*

- #4      We must individually receive Jesus Christ as Savior and Lord; then we can know God personally and experience His love and plan. Then we can move from guilt to innocence, shame to honor, and fear to power.**

*We must receive Christ*

"Yet to all who received Him, to those who believed in His name, He gave the right to become children of God." *John 1:12*

*We received Christ through faith*

"For it is by grace you have been saved through faith – and this is not from yourselves, it is a gift from God – not as a result of works, so that no one can boast." *Ephesians 2:8-9*

*We receive Christ by personal invitation*

"Here I am. I stand at the door and knock. If anyone hears My voice and opens the door, I will come in and eat with him and he with Me." *Revelation 3:20*

*Receiving Christ involves turning to God from self and trusting Christ to come into our lives to forgive us of our sins and to make us what He wants us to be. This is what the Bible calls repentance. Just to agree intellectually that Jesus Christ is the Son of God and that He died on the cross for our sins is not enough. Nor is it enough to have an emotional experience. We receive Jesus Christ by faith, as an act of our will.*

- #5      You can receive Christ right now by faith through prayer.**

Prayer is simply talking with God. God knows your heart and is not as concerned with your words as He is with the attitude of your heart. The following is a suggested prayer.

*Lord Jesus, I need you and want to know you personally. Thank you for dying on the cross for my sins. I receive you as my Savior and Lord. Thank you for forgiving me of my sins and giving me eternal life through your resurrection. Take control of my life and make me the kind of person You want me to be. (Amen. optional)*

Does this prayer express the desire of your heart?

If it does, you can ask Christ into your life right now and receive forgiveness beginning a personal relationship with God.

**Note:** Although the Gospel can be communicated in only four simple points, there is so much more that can be explained if the person is interested and you have time. The better you understand the Gospel, the better you can explain it to others. Keep learning more and more about the Gospel and its theology. The more I understand the Gospel the more I appreciate my undeserved salvation!

# The Theology of Evangelism

Everyone is a theologian because everyone has a concept of God. Some believe he doesn't exist (*atheist*), others believe something larger than themselves exists but we can't know him personally (*agnostic*). Still others believe many gods exist (*polytheist* – *Buddhist, New Age, Hindu*), while others believe in only one god (*monotheist* – *Islam, Judaism, Christianity*).

## 1. The Nature of God

Our concept of God shapes everything in our lives. It's the most important thing about us. Therefore we must communicate who God is based on His revelation in His Word.

A. **God is a Loving Father** – He enjoys giving grace and mercy to His children.

The Love of God – *Exodus 34:6, Ezekiel 33:11, Romans 5:8, John 3:16-18*

B. **God is a Righteous Judge** – He must punish sin. His atonement covers shame. His power and authority overcomes evil and fear.

The Law of God – *Exodus 34:7, Ezekiel 18:4, Romans 1:18-20*

C. **The Heavenly Paradox**

*How can God demonstrate His holiness without compromising His love?*

*How can God demonstrate His love without compromising His holiness?*

*- Romans 6:23, 2 Corinthians 5:21*

## 2. The Nature of Humanity

Humanity is the center of God's masterpiece of creation. We bear His image. Many philosophies and religions distort the Biblical view of humanity; our nature and the consequences of our nature.

A. **Bad Record** - We are guilty and under sin's penalty.

We feel shame. We feel powerless.

*Genesis 2:16, Romans 3:23, 6:23, Ephesians 2:1-3, 5:3-5*

B. **Bad Heart** - We are corrupt and under sin's power, filled with shame or fear.

*Ezekiel 36:26, Colossians 3:5, 1 John 2:15-17*

C. **Bad World** – We are fallen and live in sin's presence.

*Romans 8:19-23*

### 3. The Nature of Christ

Jesus Christ is the focal point of our redemption from our corrupt human nature and its consequences.

Acts 4:12 *"Salvation is found in no one else, for there is no other name under heaven given to men by which we must be saved."*

#### A. Christ's Life

1. Virgin Birth
2. Sinless Life
3. Sacrificial Death
4. Resurrection
5. Glorification

#### B. Christ's Roles

1. King and Lord (*Authority to conquer enemies*)
2. Priest and Savior (*Authority to grant salvation*)
3. Prophet and Ruler (*Authority to reign & rule by His Word, Spirit, Church*)

#### C. Christ's Promises

1. New Record – *Imputed Righteousness ("moral perfection")*
2. New Heart – *Indwelling Spirit, new nature, new desires, new power*
3. New World – *New heaven & new earth*

#### D. Christ's Demands

1. Faith & Repentance

### 4. The Nature of Faith & Repentance

Sinful, corrupt people receive the blessings of Jesus Christ by trust in Him.

Hebrews 11:1 *"Faith is being sure of what we hope for and certain of what we do not see."* Ephesians 2:8 *"For by grace you have been saved through faith..."*

**A. Faith** – turning to God, a conscience decision of the will, intellect, emotions

**B. Repentance** – turning away from sin (*selfishness, self-reliance, self-righteousness*)

## 5. The Multi-faceted Gospel

The Multi-faceted chart - *Adapted from Dr. Steven Childers, RTS Orlando*

The Bible speaks of the Gospel using many different word pictures and analogies teaching the many different levels by which the Gospel affects a person. Below are a few of the major motifs used and their corresponding elements. Like a radiant diamond shining in the light reveals its brilliance in many facets, the Gospel reveals God's greatness in multiple ways. Understanding and experiencing more than one facet of the Gospel is essential in our Christian life and is helpful when sharing with non-Christians and discipling Christians to become Christ-centered laborers.

<b>Problem</b>	<b>Promise</b>	<b>Provision</b>	<b>Picture</b>
<b>Separation</b> <i>You were alienated</i>	<b>You are chosen</b>	<b>Election/ Adoption</b>	<b>A new identity</b>
<b>Abandoned</b> <i>You were alone</i>	<b>You are adopted</b>	<b>Reconciliation</b>	<b>A new family</b>
<b>Guilt</b> <i>You were rejected</i>	<b>You are accepted</b>	<b>Justification</b>	<b>A new standing</b>
<b>Wrath</b> <i>You were condemned</i>	<b>You are forgiven</b>	<b>Propitiation</b>	<b>A new position</b>
<b>Captivity</b> <i>You were a slave</i>	<b>You are delivered</b>	<b>Redemption</b>	<b>A new power</b>
<b>Corruption</b> <i>You were imperfect</i>	<b>You are being delivered</b>	<b>Sanctification</b>	<b>A new nature</b>
<b>Death</b> <i>You were hopeless</i>	<b>You are alive</b>	<b>Regeneration</b>	<b>A new life</b>
<b>Hell</b> <i>You were to be destroyed</i>	<b>You will be restored</b>	<b>Glorification</b>	<b>A new destiny</b>



1. Which Gospel problem do you struggle with or identify with most?
2. Which Gospel promise is most encouraging to you?
3. Which Gospel provision do you understand the least?
4. Which Gospel picture resonates with your heart most?
5. **Exercise:** Find a verse to associate with each Gospel Promise and Provision.

Which **problem** is facing your listener? Which **promise** do they need? Which **provision** from God will encourage them? Which **picture** will they understand?

*"The gospel tells me I am far more wicked than I ever dared believe, but far more loved and accepted than I ever dared hope, at the same time."*

## Gospel Summaries

Our desire is to share *"as much of the Gospel as possible as soon as possible"*, however there are many occasions where a full explanation of God, Humanity, Christ, and Faith is unrealistic. The following are brief summaries of the Gospel.

### Do vs. Done

*It is important to understand the difference between religion and Christianity. Religion is spelled "D - O" because it always requires people's efforts to gain God's approval, love, and forgiveness. The problem is we can never be sure we can DO enough to satisfy God. Worse yet, the Bible tells us we can never DO enough to measure up to God's holy standard – moral perfection.*

*But the Good News of Christ is spelled "D - O - N - E" meaning God has already DONE for us what we could never do for ourselves. God sent Christ to live the life we failed to live and to die the death we deserved where on the Cross He paid our sin penalty.*

*God also raised Christ from the dead and promises the free, undeserved gift of forgiveness and eternal life to all who turn from their sin and self-reliance and place their faith in Christ as their Savior and Lord.*

### Sin vs. Salvation

*Sin is substituting ourselves for God, putting ourselves where only God deserves to be – in charge of our lives.*

*Salvation is God substituting Himself for us, putting Himself where only we deserve to be – dying on the cross for sin.*

*We must first admit our problem – that we have been substituting ourselves for God, either by religion (trying to be our own savior by obedience to moral standards) or by irreligion (trying to be our own lord by disobedience to moral standards).*

*Then we must accept the solution – asking God to accept you on behalf of Christ, based on His record not yours.*

## **Law & Love**

*Some people view God as simply a Judge who demands we be morally perfect. If God is not a Judge there is no hope for the world. For then who will ultimately punish the evil and wrongdoing all around us? Who will make the world right?*

*Some people view God as simply a Father (or grandfather) who loves us and would never punish us. If God is not a loving Father there is no hope for the world. For then who will forgive us for all our evil and wrongdoings? Who will show us mercy and pardon us?*

*God is both. If a father was also a judge and a guilty person (his own child) was brought before his court, he cannot just acquit. This is not justice. Yet he cannot convict his own child. This is not love.*

*When God sent Christ to die in our place, the Judge was just and justice was satisfied. The Father was gracious and spared us from our deserved punishment. On the Cross God's justice and love are both seen in perfect beauty and harmony.*

## **Slave vs. Child**

*We were created to live for God but instead we live for ourselves. We try to derive meaning and worth from our jobs, relationships, achievements, etc. Every person is worshipping something to gain their worth and significance. But all these pursuits enslave us. They cause guilt (if we fail to attain them), or anger (if someone blocks them from us), or fear (if they are threatened to be removed), or driven (since we feel we must have them in order to be satisfied). Sin is the worship of any undeserved thing, namely anyone or anything besides God. The result of sin in this way is slavery.*

*We are only free when worshipping God. Only He is the source of ultimate meaning and worth. Only He can free us from bondage from fear, anger, and guilt through offering us the free gift of salvation in Christ. His "yoke is easy and His burden is light."*

## **Life vs. Death**

*We all have sinned, in one way or another, either through passive indifference to God or in blatant disobedience of God. Our sin has earned us death – spiritual death. Although we can't see it with our physical eyes and we are physically alive, everyone is dead spiritually.*

*But God sent His Son Jesus Christ to bring life to dead people. His death on the Cross to pay the penalty of our sin proves His love to us and offers us the hope of life - spiritual life.*

*Imagine a man in a coffin who has died from cancer. A surgeon cannot bring him back to life by simply cutting out the cancerous tumor. We are that man in the coffin who has died from the cancer of our hearts – sin.*

*Jesus' resurrection from the dead is our invitation to life. He not only offers to cut out the cancer in our hearts by His death on the cross and by giving us His Spirit to live within us, but He also offers to give us new life.*

# Evangelism: A Discipline of Engagement

## LESSON 5

### How do I Say it?

#### Find Common Ground - Find Common Cracks

As human beings, we all share many things in life in common, such as:

Family	Career	Hobbies	Accomplishments
Hometown	College	Talents	Trials ("Cracks")

Being given the right to share the Gospel requires building trust. Finding common ground helps establish and build that trust, whether it's a friend, neighbor, classmate or stranger. *We can all connect with everyone in some way.*

As human beings, we all share common cracks in life as well such as:

Divorce	Unemployment	Loss of loved one	Family strife
Abuse	Loneliness	Infertility	Financial stress
Failures	Disappointments	Hurts	Conflicts

Faith in Christ requires a sense of need and helplessness. Sharing the Gospel includes telling others about our personal sense of need and helplessness.

*What are your cracks God has allowed to help you empathize with others?*

#### Clarifying the Issue

*How do you know if someone is really a Christian?*

*Should I continue to share the Gospel with them or are they saved already?*

Q: How confident are you that when you die you will go to heaven? 0-100 %

Q: What would you say to God if He asked, "Why should I let you into heaven?"

The central issue is **Who** someone is trusting in for their salvation.

Do they have faith in their own faith, faith in their works or faith in Jesus?

Can they describe a point of conversion or evidence of a transformed life?

Listen for a sense of dependence on Christ for salvation by His grace.

*When did you first become interested in spiritual things?*

*What were the circumstances in your life leading you to trust in Christ for forgiveness?*

*Who did God use to help you understand how to begin a personal relationship with God?*

*What has God been teaching you lately?*

*How has His Spirit been developing and maturing your faith?*

*Where do you attend church?*

*How has your faith in God affected your life? Your family, your job, relationships, etc.?*

GOAL: Where appropriate, share as much of the Gospel as soon as possible.

*TIP: the manner and tone we use sharing the Gospel and asking questions may be as important as the words we choose.*

## Discerning Spiritual Interest

Choose two of the following categories you think are most helpful in determining a person's spiritual openness to the Gospel.

<i>Race/Ethnic background</i>	<i>Economic Status</i>
<i>Marital Status</i>	<i>Profession/Occupation</i>
<i>Level of Education</i>	<i>Country of Birth / Childhood</i>
<i>Sexual Orientation</i>	<i>Age</i>
<i>Gender</i>	<i>Personality Temperament</i>
<i>Political party</i>	<i>Other ????</i>

## Case Studies: Who do you think is more spiritually open to the Gospel. Why?

**Person 1:** *I was born in France to a wealthy family with close political ties to the current Prime Minister. I was educated in the top universities in Europe, obtaining graduate degrees in Philosophy and International Political Science. I am 38 years old and I am divorced from my husband. I moved to Florida three years ago to "find myself" and get away from the career pressures in France.*

**Person 2:** *I am 27 years old and have never been married. I moved to Florida after attending college in Mississippi. I like to hunt and fish and go to movies, especially war and spy movies. My father and mother both died when I was in high school, my dad of cancer, my mom in a car accident – hit by a drunk driver. I am the oldest of four boys.*

From looking at these pictures, who would you guess is interested in Jesus?



**NEVER** judge a person's spiritual interest by how they look or any other factor about their lives!!! We will only discover a person's spiritual interest by talking with them and asking questions about the Gospel.

## Planting, Cultivating and Harvesting

Christianity, especially Western Christianity, seems obsessed with “success” determined numerically in ministry. How many members at your church? How many new converts did you baptize? How many missionaries do you support?

There seems to be an unhealthy amount of praise and attention given to those who lead people to Christ (*Harvesting*) while neglecting to appreciate the necessary efforts of sharing the Gospel with those who don’t receive Christ or who don’t show immediate interest in spiritual things. (*Planting, Cultivating*).

The Bible uses many agriculture analogies to describe the Kingdom of God. The hard and often thankless jobs of tilling the soil, planting seed, watering, weeding, cultivating, and fertilizing are all necessary to yield a bountiful crop physically and spiritually.

Asking good questions is one of the best ways to plant and cultivate a person’s heart to be prepared for the seed, the Word of God.

*Resource: “Finding Common Ground” by Tim Downs*

### FLY YOUR FLAG

The easiest way to **fly your flag** is by not editing Jesus out of your conversations.

How long should you know a person before they find out you are a Christian? Shouldn’t your faith in God be one of the first things that a person learns about you? but not in a weird or off-putting way.

If it is the most important relationship in your life, the one that saturates and permeates every other area of your life, maybe it should be something you talk about normally, naturally and frequently.

### SPIRITUAL POTATO CHIPS

Spiritual “potato chips” are feelers intentionally looking to see if the person is interested in talking further about spiritual things.

“Sometime I’ll have to share with you how God has helped me with...”;

“Would you ever like to come to church or small group with me?

“Before I believed in God, I used to...” or “Before God changed my life...”

Drop a spiritual “potato chip” and see if they are hungry for more. When you drop a chip wait to see how they react. If they take it, by engaging in a conversation or ask questions, then drop another. If they don’t touch it or completely ignore it then you don’t put out another...yet. Try dropping another chip in a few days or weeks.

**Examples:**

What do you do outside of work (hobbies and interests)?

"I am involved in a local non-profit, I play a lot of golf, CrossFit,, and my church."

What did you do this weekend (spring break, Winter break, summer vacation)?

"On Saturday I tailgated then went to the game, on Sunday I went to church and then afterward just did homework and studied for my exam."

What's happening around you (family and friends, local and global news cycle)?

"I heard about the hard situation with your family back home. Can I pray for you?"

What are you going to do this summer (or after you graduate)?

"I am not sure yet, it is something I have been really praying about. I am trusting that God will show me where He wants me."

Notice that none of these scenarios require you to be weird or to break the natural flow of a normal conversation. You are simply not editing Jesus out of your conversation and being intentional to trust God will open doors for you to share Christ.

**APPLICATION:**

What common ground and common cracks can you find with your audience?

Which questions help you clarify if a person is truly saved by God's grace?

Which phase(s) of evangelism do you resonate with and feel most comfortable with *Planting, Cultivating or Harvesting*?

Which phase(s) of evangelism would you like to improve in through practice?

How can you practice "flying your flag" this week in your sphere of influence?

How can you practice dropping "spiritual potato chips" this week in your sphere of influence?

# Evangelism: A Discipline of Engagement

## LESSON 6

### Basic Apologetics

Questions about the Gospel, its claims, its promises, its legitimacy, are valid. Truth is never intimidated by inquiry. Questions lead people to truth. Christians can be confident sharing the Gospel and addressing questions because viable answers exist to every legitimate question (*even if we don't know them personally, we can find them*).

#### Offense vs. Defense

We all have a bias. We all have presumptions. No one is neutral. Therefore, it is acceptable and appropriate to respectfully challenge or question the presuppositions and assumptions of others faith and beliefs.

*Why do you believe what you believe?*

*From where is your believe system derived, objective or subjective sources?*

*Why do you think the Bible has been changed? When was it changed? By who?*

*How do you know Christ didn't pay for sins on the cross or rise from the dead?*

*How can you be sure you are the result of spontaneous generation and evolution?*

*Are you sure there is no life after death?*

*How can you be sure Allah (or Buddha or whoever) will forgive your sins?*

*How do you know your god exists?*

*Is it possible your assumption (or conclusion) is wrong?*

#### Key Questions to Know and Answer

Who is God? (*The existence of God, Attributes of God*)

Who is Jesus? (*Person and Work of Jesus Christ*)

Is the Atonement sufficient? (*Major world religions, Those who never heard*)

Is the Resurrection fact or fiction? (*Jesus' proof of divinity and eternal life*)

Is the Bible true and reliable? (*Validity and Authority of Scripture*)

What about the problem of evil and suffering in the world?

\* Direct attention to the historical Person and Work of Christ

\* Avoid arguing, it never leads to conversion

\* Remember the battle is not against flesh and blood (*Ephesians 6*)

*"Truth contemplation before Truth communication." C.S. Lewis*

#### Online Resources:

<http://www.apologetics.org>

<http://www.leaderu.com>

<http://www.carm.org>

<http://rzm.org>

## Expectations

The Bible reminds us there are a many different responses to the Gospel.  
(*Parable of the Sower*, 1 Corinthians 16:5-9, Acts 17:1-4, Matthew 28:16-17, John 1:12)

What are the possible responses you can expect to encounter sharing Christ?

- 1.
- 2.
- 3.
- 4.

### Conclusion:

By God's grace, He will continue to use the sin-stained efforts of Christians who are willing to share the Gospel with anyone who will listen. Regardless of the listener's response, God is glorified and our faith is strengthened as we tell others of our great God and Savior and His gracious plan to rescue sinful, undeserving people like us.

*"Therefore, my brethren, be steadfast and immovable, always abounding in the work of the Lord, knowing that your labor in the Lord is never in vain. 1 Corinthians 15:58*



## My Personal Ministry Plan

1. In which Sphere(s) of Influence will I focus my evangelism and discipleship efforts this month/semester/year?
2. What is my plan to intentionally **Pray** for my Sphere(s) of Influence?
3. What is my plan to initiate **Gospel Conversations** in my Sphere(s) of Influence?  
*(fly your flag & spiritual potato chips, share your story, share Christ)*
4. What is my plan to **Invite** people in my Sphere(s) of Influence to:  
*Spiritual environments:* church, Microchurch, prayer and worship, etc.  
*Non-spiritual environments:* hobbies, holiday party, neighborhood events, etc.
5. What is my plan to **Disciple** others in my Sphere(s) of Influence?  
Who will I disciple?  
What will I give them?
6. Who else can help me reach my Sphere(s) of Influence?
7. Who will help by holding me accountable to my plan?

## Questions for spiritual conversations

1. What's your spiritual (religious) background?
2. If possible, what single thing would you most like to do during your lifetime?
3. What historical character would you imagine yourself to be and why? (any period of history)
4. What are you currently reading that is not an assignment or required?
5. How do you know you'll go to heaven when you die?
6. How are you growing personally, strengthening your talents, or developing your weaknesses?
7. What do you think is the central theme of the Bible?
8. Do you believe in heaven and hell? Why or why not?
9. What irritates or annoys you most about Christianity?
10. In your opinion, how does one become a Christian?
11. Do you consider yourself a truth seeker?
12. How has a mentor in your life impacted you?
13. Where are you in your spiritual journey?
14. What is one personal interest and what are you doing to develop it?
15. Why do people do what they do?
16. When the pressure of life is really on, what do you need or want from your friends?
17. Has anything happened to you that caused you to believe there is a God?
18. What do you consider to be two major turning points in your life?
19. What is something you consider to be a great personal success? Why was it so significant?
20. Have you ever read much of the Bible? Did it make sense to you?
21. Why do you think people are so selfish and self-centered?
22. What are the assumptions you make about people?
23. How much money do you think is enough, and what should people do with the rest?
24. How would you describe your parents and their impact on your life?
25. In your opinion, who was Jesus Christ?
26. If you could have a personal relationship with God, would you be interested?
27. How would you define materialism? How do you deal with it in your life?
28. What is the best way for you to deal with disappointment, rejection, and discouragement?
29. If you could ask God any question what would it be? Why?
30. If you inherited a million dollars but couldn't spend it on yourself, what would you do with it?
31. What do you find most attractive about Christianity?
32. What do you think people mean when they say "I follow God"?
33. How much thought do you give to God and spiritual things?
34. What do you know about the major world religions? (*Islam, Judaism, Hinduism, Buddhism, Christianity*)
35. What do you think is a person's greatest spiritual need?
36. How do you feel your upbringing has affected your spiritual beliefs?
37. How would you describe your relationship to God now?
38. Why did Jesus die?
39. On a scale of 1 to 10 (*10 being closest to God*), where do you see yourself in relationship with God?
40. How do you see God evident in classical and modern artwork and music?
41. What gives you the most meaning in your life?
42. What, or who, are your sources of strength in your day-to-day living?
43. What attributes would you use to describe God?
44. Have you ever felt angry at God? Why or why not?
45. If you could solve one of humanity's main problems, which would you choose to solve and why?
46. What is your favorite holiday? Why?
47. If you could talk to anyone (dead or alive) what would talk about? Why?
48. If you could change one thing about your life, what would it be?
49. Why don't all religions teach the same thing about God, humankind, and forgiveness?
50. If you died and God asked you 'Why should I let you into Heaven?' What would you say?"

## Resources

### Books

#### *Head – Theology*

“Evangelism and the Sovereignty of God” J.I. Packer  
“Let the Nations be Glad” John Piper  
“The 3D Gospel: Ministry in Guilt, Shame, and Fear Cultures” Jayson Georges

#### *Heart – Passion*

“A Faith Worth Sharing” John Miller  
“I Just Saw Jesus”, “Touched by Jesus” Paul Eshleman  
Any missionary biography or autobiography.

#### *Hands – Skills*

“Becoming a Contagious Christian” Bill Hybels  
“Questioning Evangelism” Randy Newman  
“A Case for Christ” & “A Case for Faith” Lee Strobel  
“Finding Common Ground” Tim Downs

**May the Lord bless you as you live out of your identity as an ambassadors for Christ by sharing your story and the Gospel with people all around you.**

\* For a digital copy of this evangelism training manual email: [Scott.Moffatt@cru.org](mailto:Scott.Moffatt@cru.org)