

**A Vision for Disciplemaking**  
*Key Men's Conference*

February 20-23, 2003

**Evangelism & Witnessing**  
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# Evangelism and Witnessing

## I. Welcome and Introductions

### A. Objectives for the Workshop

- Gain a fresh perspective of the importance of Evangelism in the life of a believer.
- See the Process of Evangelism in whole and in parts.
- Familiarize or refresh on the Steps to Peace booklet
- Role play exercise - Evangelism encounter with a partner

## II. Evangelism - Big Picture

### A. Witnessing - taking opportunity to identify yourself as a believer and follower of Jesus Christ.

- Form => Personal Testimony or Experience Shared
- Does Not necessarily include a presentation of the Gospel which is required for a person to place faith in Jesus Christ.

### B. Evangelism Defined ... *"Evangelism is the process of acquainting another individual to the person of the Lord Jesus Christ in the context of a relationship."*

- Evangelism is a PROCESS and NOT an event.

Acts 8:26-39 4 Questions - Meditation:

1. Describe Philip's availability to share Christ with the Ethiopian?

2. What open nerve does Philip go after?

3. How does Philip discern the opportunity to lead the Ethiopian to Christ?

4. What was the potential side issue ... the tangent issue?

- In process of Evangelism, we emphasize the importance and responsibility we have for our sinful condition, which leads to defining the path of restoration between the individual and God.



**Conclusion #1** - Fact and Penalty of sin must be presented.

Isa 59:2 ... 

**Conclusion #2** - Gospel must therefore be clearly presented as the one and only solution

I Cor 15:3,4 (The Message) "The first thing I did was place before you what was placed so emphatically before me: that the Messiah died for our sins, exactly as Scripture tells it; that he was buried; that he was raised from death on the third day, again exactly as Scripture says;

**Conclusion #3** - As individuals, we are each responsible before God for our lives.

Rom 14:12 "So then each one of us will give an account of himself to God. "

**Conclusion #4** - Only appropriate response to the awareness of my sinful condition and God's solution is ... FAITH placed in Jesus Christ and the work He accomplished on the CROSS.

Heb 11:6 ... 

- *The Evangelism process creates the understanding that faith in Christ is experienced in the context of relationship with God, which has its birth or origin at the moment of salvation and continues to eternity.*

John 15 :15,16 

### III. Anatomy of the Evangelism Presentation

A. Opener - Introduction .... Gain an Audience with your Hearer.

Set the Stage to be heard. Earn the right !!!

- Be a Servant & a Friend.  
Meet Genuine Needs  
Phony "Put-On" behavior will be detected.



John 13:13-15 *"You call Me Teacher and Lord; and you are right, for so I am. If I then, the Lord and the Teacher, washed your feet, you also ought to wash one another's feet. For I gave you an example that you also should do as I did to you."*

I Thess 2:8 "Having so fond an affection for you, we were wellpleased to impart to you not only the gospel of God but also our own lives, because you had become very dear to us. "

- **Be a Good Listener**

Respond to his comments - Feedback that you are listening to him.



John 4:16-19 "He said to her, "Go, call your husband and come here. The woman answered and said, "I have no husband. " Jesus said to her, "You have correctly said, 'I have no husband'; for you have had five husbands, and the one whom you now have is not your husband; this you have said truly. The woman said to Him, "Sir, I perceive that You are a prophet."

- Be "**Other**" focused - be sensitive to their issues.  
"Seek first to understand, then be understood." Stephen Covey

Open Nerve Approaches 

- Q - Where does he have a NEED?
- Q - What problems is he facing?

EE Questions - Evangelism Explosion diagnostic questions

- "Have you come to the place in your spiritual life, where if you were to die today, you know for certain ... you would go to heaven?"
- "Suppose you were to die today, and stand before God, and he were to ask you ... "Why should I let you into my heaven?", What would you say?"

B. Lead with Personal Experience - *Your Personal Testimony*

Rev 12:11 "And they overcame him because of the blood of the Lamb and because of the word of their testimony, and they did not love their life even to death. "

Acts 26:24,25 " While Paul was saying this in his defense, Festus said in a loud voice, "Paul, you are out of your mind! Your great learning is driving you mad. " But Paul said, "I am not out of my mind, most excellent Festus, but I utter words of sober truth. "

C. Presentation of the Gospel

Form or Style of presentation



- Bridge Illustration

## Napkin - Freehand using "B" Pack of TMS

- Steps To Peace With God (booklet format)

### D. Validation of his understanding

- Ask Questions that probe his understanding (Avoid YES/NO Questions)
- Have him repeat portions of presentation or restate in his own words.
- Ask application questions ... "What impressed you most?"
- Recover or read sections if his answers are not clear.

Acts 26:27-29 "King Agrippa, do you believe the Prophets? I know that you do. " Agrippa replied to Paul, In a short time you will persuade me to become a Christian. " And Paul said, "I would wish to God, that whether in a short or long time, not only you, but also all who hear me this day, might become such as I am, except for these chains. "

### E. Set the Hook and a Quality Closing - The Invitation to Pray

- Be **BOLD** and also courteous.



I Thess 2:3,4 "For our exhortation does not come from error or impurity or by way of deceit; but just as we have been approved by God to be entrusted with the gospel, *so we speak, not as pleasing men, but God who examines our hearts.* "

I Cor 3:12 "Having therefore such a hope, we use *great boldness* of speech"

I Thess 2:2 "For yourselves, brethren, know our entering in unto you, that it hath not been found vain: but having suffered before and been shamefully treated, as ye know, at Philippi, *we waxed bold in our God to sneak unto you the gospel of God* in much conflict "

- Don't leave the conversation dangle - without an ultimate conclusion or decision.
- Follow up visit. Leave room in the conversation to add ... Let's get back together and discuss this again some time"

### F. His Decision

- Help, Coach and Guide - Do NOT answer for him - OWNERSHIP.
- Allow him the freedom to say NO.
- Seek to understand whether greater clarity is needed with the information.
- Don't fear the "Pregnant Pause". Be patient and wait.

#### **IV. Common Questions and Obstacles**

#### **V. Tool - Steps to Peace with God**



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#### **VI. Review and Q&A**

## Excuses and Scriptural Responses

I am tired of all the hypocrites!	Romans 1.1:12
What about other religions?	Isaiah .13:11
I do not want to give up my lifestyle.	Matthew 6:33
The Bible has been translated many times.	2 Peter 1:20; 2 Tim. 3:16; Isaiah .10:8
I'm too great a sinner. God could never accept me!	Isaiah 1:18
I don't want to lose my friends.	Proverbs 29:25
I'm not so bad; I go to church and live a good life.	Romans 3:10; Titus 3:5; Ephes. 2:8-9; Romans 3:23; Isaiah 53:6
I don't believe in the Trinity.	I Kings 8:60; .John 10:30; .John 15:26
What about those who have never heard?	Romans 1:18-20; 2 Peter 3:9; Acts 1:8; Malachi 1:11
I want my fun now!	Eccles. 11:9; 2 Chron. 3.1:3
I'll wait till later.	Proverbs 27:1
I won't make a good Christian (I can't live a good life)	I Peter 1:5; 2 Cor. 5:7; 2 Peter 1:3; 1 Cor. 2:12
I'm not good enough yet.	Ephes. 2:8-9; Titus 3:5
I don't see the need.	John 3:19-20; Isaiah 53:6
I can't understand.	I Cor. 2:14
I don't like the existence of different denominations.	Ephes. .1:11-14; .John 17:22-23; John 4:23-24
It is wrong to think Jesus is the only way.	.John 1.1:6
My wife is spiritual enough for both of us.	Romans 14:12
A good God would not send people to hell.	Matthew 25:41; Matthew 25:-16; Nahum 1:3; Romans 3:10-12; 1 Thes. 1:9-10

**Excuses** – *Compiled by Dawson Trotman*

I Am an Atheist	Psalm 14:1
I Am an Atheist	Romans 1:20
I Can't Understand	Psalm 119:130
I Can't Understand	I Corinthians 2:14
I Can't Understand	II Corinthians 5:7
I Can't Understand	Daniel 12:10
I Can't Understand	II Peter 2:16-18
I Can't Understand	Deuteronomy 29:29
I Can't Understand	Romans 11:33
I Can't Understand	I Corinthians 13:12
I Couldn't Hold Out	I Peter 1:5
I Couldn't Hold Out	II Thessalonians 3:3
I Couldn't Hold Out	Philippians 1:6
I Couldn't Hold Out	Hebrews 7:25
I Don't Believe in Christ	Romans 3:3
I Don't Believe in Christ	John 5:44
I Don't Believe in Christ	Hebrews 1:3
I Don't Believe in Christ	John 10:30
I Don't Believe in Christ	Acts 4:12
I Don't Believe in Hell	Matthew 7:13-14
I Don't Believe in Hell	Matthew 25:41
I Don't See the Need	John 3:19-20
I Don't See the Need	II Corinthians 4:4
I Don't See the Need	John 3:18, 36
I Don't See the Need	Hebrews 9:27
I Fear Others	Matthew 5:11-12
I Fear Others	Proverbs 29:25
I Fear Others	Matthew 10:32-33
I Want My Fun Now	Ecclesiastes 11:9
I Want My Fun Now	Luke 12:19-20
I Want My Fun Now	II Corinthians 6:2
I'll Take My Chances	Proverbs 14:12
I'll Take My Chances	Hebrews 10:31
I'll Take My Chances	Luke 16:19-31
I'll Take My Chances	Hebrews 9:27
I'll Wait Till Later	Proverbs 27:1
I'll Wait Till Later	Isaiah 55:6
I'll Wait Till Later	II Corinthians 6:2
I'll Wait Till Later	Matthew 24:44
I'll Wait Till Later	II Corinthians 6:2
I'm Not Good Enough Yet	Romans 4:4-5
I'm Not Good Enough Yet	Luke 5:32
I'm Not Good Enough Yet	John 6:37
I'm Not Good Enough Yet	II Peter 3:9

I'm Not So Bad	Romans 3:10
I'm Not So Bad	I John 1:10
I'm Not So Bad	Ephesians 2:8-9
I'm Not So Bad	Isaiah 64:6
I'm Not So Bad	James 2:10
I'm Not So Bad	John 3:18,36
I'm Not So Bad	Romans 6:23
I'm Not So Bad	Hebrews 2:3
I'm Not So Bad	Genesis 6:5
I'm Not So Bad	I Kings 8:46
I'm Not So Bad	Proverbs 20:9
I'm Not So Bad	Galatians 3:22
I'm Not So Bad	I John 1:8
I'm Not So Bad	Proverbs 21:2
I'm Too Great a Sinner	Isaiah 1:18
I'm Too Great a Sinner	Luke 19:10
I'm Too Great a Sinner	Mark 2:17
I'm Too Great a Sinner	John 3:37
I'm Too Great a Sinner	Romans 5:8
I'm Too Great a Sinner	I Timothy 1:15
It Doesn't Sound Reasonable	Isaiah 55:8-9
It Doesn't Sound Reasonable	I Corinthians 1:18
Man Wrote the Bible	II Peter 1:21
Man Wrote the Bible	II Timothy 3:16
Too Many Hypocrites	Job 13:16
Too Many Hypocrites	Romans 14:12
Too Many Hypocrites	Job 8:13
Too Many Hypocrites	Matthew 7:1
Too Much to Give Up	Matthew 6:33
Too Much to Give Up	Mark 8:36
Too Much to Give Up	I John 2:15-17
Too Much to Give Up	Luke 18:29-30
Too Much to Give Up	Psalms 116:12
Too Much to Give Up	Luke 18:29-30
What About Other Religions?	Isaiah 43:11
What About Other Religions?	Isaiah 8:20
What About Other Religions?	John 14:6
What About Other Religions?	Acts 4:12
What About Other Religions?	John 11:25
What about those who never hear the gospel?	Psalms 19:1
What about those who never hear the gospel?	Psalms 97:6
What about those who never hear the gospel?	Acts 14:17
Why So Much Evil in the World?	Deuteronomy 30:19
Why So Much Evil in the World?	John 14:6
Why So Much Evil in the World?	Romans 6:14