



*BASIC  
PERSONAL  
EVANGELISM*

*BASIC PERSONAL EVANGELISM*  
*INTRODUCTION*

God has a wonderful purpose for your life. Success in life for every person, including you, will be determined by whether or not they fulfilled God's purpose. In order to find and fulfill God's purpose we must learn to become a MAN OR WOMEN WITH A JESUS MESSAGE (One who is able to live for Jesus, share Jesus and help others live for Jesus). Our homes need to become a HOUSE OF PRAYER AND MINISTRY (A place where people live for Jesus; pray for their family, friends, neighbors, community and the world; and help others live for Jesus.) The purpose of this study is to help you be the man or woman that God wants you to be so your home can be a lighthouse to the community and the world.

In this study you will learn how to live a witnessing life, how to share the Gospel with others every day, how to write your personal testimony, biblical principles of evangelism, types and methods of personal evangelism, and how to disciple new converts.

It is our hope, that by applying what's shared in this course you will be equipped to be what the Lord wants you to be, so your home can become a House of Prayer and Ministry.

Begin each lesson with prayer. Write the answers in your own words. Memorize the outlines given. Ask God to help you live what you learn. May God bless you as you study.

*BASIC PERSONAL EVANGELISM*

*LESSON 1*

*AN OVERVIEW*

**PURPOSE OF THE COURSE:** God wants every Christian to be a MAN OR WOMEN WITH A JESUS MESSAGE (One who is able to live for Jesus, share Jesus and help others live for Jesus). He wants every home to be a HOUSE OF PRAYER & MINISTRY (A place where people live for Jesus; pray for their family, friends, neighbors, community and the world; and help others live for Jesus.) The purpose of this course is to help equip you to become a Man or Women with a Jesus Message, so your home can become a House of Prayer & Ministry.

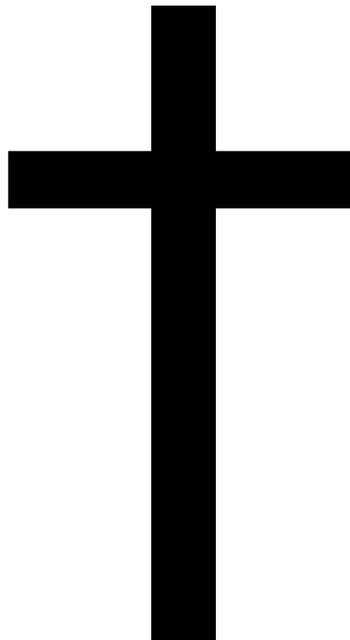
**PURPOSE OF PERSONAL EVANGELISM:** To share the Gospel with those we have contact with in our daily lives, and help those God saves to become established in their relationship with Christ.

**TYPES:** Prayer Evangelism, Mercy Ministry, Friendship Evangelism, & Door to Door Evangelism.

**STEPS:** A. Get Ready

1. Commit yourself to become a Man or Women with a Jesus Message (A Disciple and witness).
2. Live at the Cross daily. Be disciplined (don't waste time). Be willing to get things out of your life personally and culturally that hinder God's work. Replace them with things of God.

*PRAYER*



*WITNESSING*

*FELLOWSHIP*

*THE  
WORD*

- a. Spend time in the word daily. Learn who you are in Christ (saved, spirit filled, called to victorious living, etc.).
  - (1) Read it (Ephesians 3:4)
  - (2) Study it (2 Timothy 2:15)
  - (3) Meditate on it (Psalms 1)
  - (4) Memorize it (Psalms 119:11)
  - (5) Write it (Habakkuk 2:2)
  - (6) Live it (Romans 6:17-18)
  - (7) Share it (1 John 1:1-3)
  
- b. Pray. Talk to God each day telling God about:
  - (1) your needs
  - (2) the needs of the lost people around you
  - (3) the needs of fellow believers
  - (4) the place and people you wish to reach until you see the victory

NOTE: One of the most effective ways to grow as you study the Bible & pray is to keep a spiritual journal. SEE Appendix A

- c. Spend time daily with other believers who are living for Jesus. Pray, Sing, Study the Word, and share with each other.
  
- d. Ask God to guide you to minister to and/or share the Gospel with the people you meet each day. Also, seek to live for Jesus before their eyes.

REMEMBER: God has given you a field of missions and ministry with your family, friends, neighbors, and people you meet daily.

- 3. Study the types of evangelism, methods, tracts, scriptures, personal testimony, and gospel presentation.

#### B. Get set

- 1. Ask God to show you the appropriate type; Prayer Evangelism, Mercy Ministry, Friendship Evangelism, and/or Door to Door Evangelism
  
- 2. Seek the Lord for an opportunity to share and/or minister.
  
- 3. Make sure you have the materials you need; tracts, Bibles, etc.
  
- 4. Dress appropriately

#### C. Go

- 1. Ask God to guide you as you fulfill His plan.
  
- 2. Stay faithful.

BASIC QUESTIONS: To help you apply what you've studied.

1. Are you committed to being a man or woman with a Jesus message?  
Yes \_\_ no \_\_ If no, make that commitment today.
2. Are you spending time at the Cross daily so God can make you  
the man or woman He wants you to be? yes\_\_ no\_\_ If no, begin to do so today.
3. Are you willing to study so you can share Jesus effectively?  
Yes \_\_ no \_\_ If no, decide to do so today.

PRACTICAL APPLICATION: Prepare yourself to become a man or women  
with a Jesus message by going over the  
REVIVAL PRAYER LIST in appendix C.

Begin to keep a spiritual journal using the  
guidelines in appendix A, if you are not  
already doing it.

*BASIC PERSONAL EVANGELISM*  
*LESSON 2*  
*BIBLICAL PRINCIPLES OF EVANGELISM*

SCRIPTURE STUDY: Answer the questions using the scriptures given.

A. Prayer principles

1. What should we do when we run into problems (Luke 18:1)?
2. Who should we pray for (1 Timothy 2:1-4)?
3. How do we get others to help us (Matthew 9:36-38)?
4. How do we get boldness (Acts 4:31)?

B. Power principles

1. What is our source of power (Acts 1:8)?
2. What gives our message power (1 Corinthians 1:18)
3. What shows others the power of God (1 Corinthians 2:1-5)?
4. What is the power of our message able to do (Hebrews 4:12)?

C. Sowing and reaping principles

1. What should be our attitude as we witness (Psalms 126:5-6)?
2. How does the amount we sow affect the results (2 Corinthians. 9:6)?

3. What type of sowing must we do (Galatians 6:7-10)?

4. What should we sow, where should we sow it, and what determines the results (Luke 8:5-8, 11-15)?

#### D. Approach principles

1. What eight principles does Jesus show us in John 4:5-42?

2. What are the two approaches we use when sharing the gospel (Jude 22 - 23)?

3. What should we not do when sharing the gospel (2 Corinthians 4:1-6)?

4. What should we avoid when sharing the gospel (Titus 3:4-9)?

#### E. Results principles

1. Who grants people repentance (2 Timothy 2:24-26)?

2. What does God's word accomplish when we share it (Isaiah 55:10-11)?

**BASIC QUESTION:** To help you apply what you've studied.

Which of these principles do you need to add to your life, and what can you do to add it?

**PRACTICAL APPLICATION:** Begin to seek to apply all the biblical principles of evangelism to your life.

# *BASIC PERSONAL EVANGELISM*

## *LESSON 3*

### *GOSPEL PRESENTATION*

**INTRODUCTION:** Often we present a halfhearted gospel (just pray this prayer and you'll go to heaven) with half hearted results. If we are to truly change the world we must share the gospel that John the Baptist, Jesus, Peter and Paul preached; Repentance toward God and faith in Jesus Christ (Acts 20:21). This gospel presentation is a tool that can help you do that.

In order to present the gospel message, we must understand what it is. The gospel message has four main parts:

1. Man's problem is SIN. (Isaiah 53:6, Romans 3:23)
2. This sin has SEPARATED us from God. (Isaiah 59:2, Romans 6:23)
3. God loved us so much that He died on the cross as a SUBSTITUTE for us so that we could have eternal life. (1 Peter 3:18, Romans 5:8)  
Note: Eternal life is a relationship with God through Jesus Christ (John 17:3)
4. In order to receive this eternal life, we must SURRENDER to God with all our heart. (Luke 14:26, 27 & 33, Romans 10:9-13)

**PURPOSE:** The purpose for sharing the gospel is to help the person receive eternal life; not just to get them to heaven. John 17:3 says "And this is eternal life that they may know You, the only true God, and Jesus Christ whom You have sent." People want to get their lives together here and now. They want a solution to the problems they are facing the moment you meet them. Wholehearted commitment to follow Jesus is the only way they can find the solution to life's problems.

In order for a person to enter into eternal life three things must happen. They must repent, receive and replan. Repentance must be toward God. They must be truly sorry for how their sin has grieved God's heart, not just for what it has done to them, their family, etc. They must receive Jesus Christ as their Lord and Saviour. This is done by totally yielding their lives (relationships, goals and ambitions, and possessions) to God (Luke 14:26-27 & 33); trusting in the redeeming work of Jesus' death on the cross to cleanse them from sin (Hebrews 9:14); and being willing to confess to anyone they meet that Jesus is their Lord and Saviour (Romans 10:9-10). If a person truly repents and receives, they will love God and desire to replan their life in order to live in obedience to God's word (John 14:21-23, 1John 5:1-3).

This Gospel presentation will give you the knowledge you need in order to share the Gospel. It will only be as effective as the time you spend praying for the lost.

**GOAL:** The goal in evangelism is to simply and clearly present the Gospel message, so that the Holy Spirit can draw the person to salvation (spiritual birth).  
Romans 10:14-17, John 6:44; 3:3,5-6

#### STEPS IN PRESENTING THE GOSPEL

Step. 1. **MAKE SURE YOU ARE PRAYED UP;** that there is no unconfessed sin between you and God. Make sure you are not sharing out of religious duty, but from a heart that truly loves and cares for lost souls. Psalms 126:5-6

## Step. 2 OPENING QUESTION OR STATEMENT

Be relaxed, allow the person to fully express themselves. This will open their heart to hear the gospel. The question or statement should be brief and designed to arouse interest by making it culturally or socially relevant.

Example 1: Jesus and the women at the well in John 4.  
"Give me to drink." and "I have living water."

Example 2: In India we often ask, "Have you found the way to God?"  
The Indian religion is very concerned with finding the way to God.

A brief word of testimony concerning what God has done for you or someone you know who has had the same problem as the listener can also be used.

Example: A testimony of healing can arouse interest in someone who has the same kind of illness.

## Step. 3. GOSPEL MESSAGE

### A. SIN (Romans 3:23)

Question: Do you realize you're a sinner? Answer: Help them to realize that it only takes one sin to make them a sinner. Also, that anything other than living for God is sin. It is a sign that they don't believe or haven't realized that God loves them and desires the best for them. 1 John 3:4; 1:8-9, Proverbs 2:4, Romans 14:23b

Illustration: Glass of apple juice; only one drop of poison makes it undrinkable.

### B. SEPARATION (Romans 6:23)

Question: Do you know what the results of sin are?  
Answer: No matter what their answer, help them to realize that their sin has separated them from God, and that it is destroying their lives, their family, friends, society, and ultimately produces eternal separation, death and hell. Let them know it is causing their problems, or will cause them in the future. Proverbs 8:36; 14:11; Psalms 9:17; James 1:13-16

Illustration: Tractor pulling car up steep hill; only one link needs to break.

### C. SUBSTITUTION (Romans 5:8)

Question: Do you know what God did to take care of your sin?  
Answer: No matter what their answer, help them to understand God (Jesus) died for them because He loves them and wants the best for them. He doesn't want to keep them from having a good time. He knows sin will feel good for the moment, but hurt them in the end because it violates the laws of the universe (God's moral law which is best because He is all wise). Tell them He wants to give them eternal life (true peace, joy and happiness). He wants to live in their heart and help them overcome sin. God showed how much He cared for them by sending Jesus to die on the cross, and pay the penalty for their sin. Let them know that their own goodness or religious works cannot take care of their sin because it is like trying to clean up dirt with dirt. John 3:16, 1 John 3:8, Romans 6:5-6

Illustration: Prisoners on death row; if they pay the price for their sin, they will die. If someone else dies in their place, they are free.

#### D. SURRENDER:

Question: Do you know how you can be cleansed from sin and receive God's eternal life?

Answer: Explain that in order for a person to enter into eternal life, three things must happen. They must repent, receive, and replan.

##### (1). Repent (Romans 2:4)

Answer: Repentance must be toward God. They must be truly sorry for how their sin has grieved God's heart, and not just for what it has done to them, their family etc. They must desire to turn from sin and live in obedience to God.

Illustration: Walking down a road; make an about face and start walking in the opposite direction because you see danger ahead.

##### (2). Receive (Romans 10:9-13)

Answer: They must receive Jesus Christ as their Lord and Saviour. This is done by totally yielding their lives (relationships, goals and ambitions, and possessions) to God (Luke 14:26-27 & 33), and trusting in the Jesus' death and resurrection to cleanse them from their sin and give them power to live in obedience to God. They must also be willing to confess to anyone they meet that He is their Lord and Saviour. (1 John 1:9, Hebrews 9:14)

Illustration: A person puts a business manager in charge of his business because he knows that person has paid the price through training and is better qualified to take care of his business than he is. He is not ashamed to tell others about his manager.

##### (3). Replan (Romans 6:17-18)

Answer: Explain to them that when we really trust Christ with all our hearts, we will want to replan our life to live in obedience to God's will because we know He desires the best for us.

Illustration: We obey traffic policemen because we trust their instructions are for our own good.

#### E. CONCLUSION

Question: Are you willing to surrender your heart and life totally to Jesus?

Answer: This is the most important part of the Gospel presentation. A human soul's eternal destiny weighs in the balance. IF THEY SEEM UNWILLING TO MAKE A COMMITMENT, carefully go over the gospel presentation. Ask "Do you understand (point they do not seem to understand)?" After you are fully assured that they understand what the gospel is, ask the concluding question again. If they still seem unwilling to give their life to Christ, carefully and lovingly explain that it is a dangerous thing to say no to God.

Explain to them:

(1.) No one comes to God when they want to, but when God draws them by His Spirit. John 6:44

- (2.) That he or she is not promised tomorrow. That if they died right then they would face God's eternal judgement. 2 Corinthians 6:2
- (3.) That it will be more difficult, if not impossible, to come to God if they say no. Proverb 29:1

After you are sure they clearly understand the importance of the decision they are making, ask the concluding question again. If they say no again, tell them God loves them and you do too, and that you'll be praying for them. Remind them that they are now accountable for what they know.

WHEN THE PERSON INDICATES THEY ARE READY TO COMMIT THEIR LIFE TO JESUS CHRIST, tell them that you are going to pray for them, and that after that they need to pray out loud telling God how they are truly sorry for their sin and desire to change. That they are yielding their life and everything they are to Jesus Christ. They need to ask Jesus to come into their heart and fill them with His Holy Spirit so they can live for Him. Tell them to finish their prayer by thanking God for doing this in Jesus' name.

Final Question: Who is Jesus to you?

Answer: Should be my Lord and Saviour. If any other answer is given, ask them what they mean. Proceed to deal with any misunderstandings they have.

#### Step 4. CONSERVING THE HARVEST

Just as it does no good for a farmer to harvest grain from his field without storing it properly so it won't rot, it does not help the person, the church, or society to lead someone to Christ without making sure they understand how to maintain the commitment they've just made.

Carefully and lovingly explain the following to the person who has committed their life to Christ.

- A. You have just received the most important thing in life, Jesus. The Bible calls this spiritual birth or being born of the Spirit. John 3:3, 5-6
- B. You are now a child of God and have the power to live for Him (John 1:12-13, Romans 8:15-17) because His Holy Spirit lives in you. You need to let God fill you with the Holy Spirit. His Spirit will give you the strength you need to live the Christian life. He has promised to fill us if we ask Him. (Lead them in the infilling of the Holy Spirit.) Acts 2:4; 4:31, Luke 11:13
- C. God saved you in order that you might fulfill His purpose for your life. Just as your physical body needs physical food to live and grow, your new spirit man needs spiritual food daily so you can grow and fulfill God's purpose. This spiritual food is God's Word, the Bible, which you need to seek to read and obey daily. Luke 4:4, Romans 6:17-18, 2 Timothy 1:9
- D. Just as a child may stumble and fall as it is growing and learning, you will have struggles as you grow spiritually. Don't give up. Remember to confess your sin, seek to obey God's Word and you will grow spiritually. God will help you. 1 John 1:9; 2:1, 114, John 16:13; 14:26-27, Ephesians 3:16

- E. Because you are human (weak in the flesh), you need to renew your commitment to Christ and be filled with His Spirit daily through prayer so you can do His will instead of your own thing. Luke 9:23, John 15:7, 23-24, Galatians 5:16 & 25, Acts 4:31, Ephesians 5:18
- F. You must be willing to tell others about what Christ has done for you and that He is your Lord and Saviour. It will strengthen your faith and God will bless you. Acts 1:8, Matthew 10:32-33, Luke 12:8-9, James 5:20, Psalms 126:5-6
- G. You need to be water baptized and become part of a local Bible believing church fellowship. This is a public testimony that you have turned from sin and are a new person in Christ. You need the fellowship of other Christians to stay spiritually strong. Acts 2:38-39, Romans 6, Hebrews 10:24-25

### FOLLOW UP

After you are sure the person understands their commitment to Christ, and how to live for Him daily, get their name, address, and phone number. Pray for them and try to make sure they have a Bible or New Testament. Begin to disciple personally within 24 hours if possible. If you can not personally disciple them refer them to someone who can. It is always a good idea to send them a correspondence Bible study if you cannot personally meet with them. Try to maintain contact with them by phone or mail (weekly if possible) until they are established in a local church.

### HANDLING PROBLEMS

- A. They say, "I believe in Jesus" (but obviously they're doing what they want to do).  
Answer: Jesus said not everyone who says to me Lord! Lord! shall be part of my Kingdom, but those who do my will. (Matthew 7:21) Are you committed in your heart to living for Jesus or are just saying His name hoping to get to heaven?
- B. God won't send anyone to hell.  
Answer: You proceed by saying, "I'm glad you said that, because you have raised an important question. How do we know? How do you know what God is like? There are two ways for us to know: (1) One is human reason. We simply sit down and meditate about God, and reach some conclusions. This approach has led people to some strange religious ideas. Who's to say whose reasoning is correct. The other (2), is revelation. God has revealed Himself in His Scriptures and through His Son. The question is not what anyone thinks, but what Has God said in His Bible and through His Son, Jesus.
- C. I don't believe in the Bible.  
Answer: Some will say. "I don't believe the Bible. You will have to convince me some other way." Basically we are not to defend the Scriptures but proclaim them. But, we can react to this objection by the following way: "You don't believe the Bible name ? That is interesting and it certainly is your privilege, but I would like to ask you a question. What do you understand the Bible teaches about how a person may have eternal life and go to heaven (in 98% of the time they will respond by saying keeping the Commandments or following the Golden Rule or following the example of

Christ)? You may respond, "That's just what I was afraid of (name). You have rejected the Bible without even understanding it's main message.

D. I don't believe in God.

Answer: Why don't you? (The main reason people don't believe in God is because they don't want to turn loose of their sin and/or are convinced that He doesn't love them or desire the best for them. Their answer will indicate what their problem is.) Oh I see. Your problem is you don't desire to turn loose of sin or believe that God loves you.

SUMMARY: The material presented in this gospel presentation is merely a tool to help you share the Gospel message effectively. Memorize it, especially the scriptures; go over it with others before using it with a lost person if possible. The more you use it the more it will become a part of you and you will be able to use it from your heart. Remember special training may be needed to reach specific cultural groups. We didn't have room to share all that information but it is available from U.S. Center for World Missions, 1605 Elizabeth Street, Pasadena, CA. 91104

MAY GOD BLESS YOU AS YOU SHARE THE GOSPEL WITH OTHERS.

Some of the above material on Handling Problems is based on material from Evangelism Explosion by Dr. James Kennedy.

BASIC QUESTION: To help you apply what you've studied.

Are you willing to study the Gospel presentation so you can use it effectively?

PRACTICAL APPLICATION: Practice sharing the Gospel with a friend or family member.

*BASIC PERSONAL EVANGELISM*  
*LESSON 4*  
*PERSONAL TESTIMONY*

WRITE A BRIEF PERSONAL TESTIMONY USING THE OUTLINE BELOW.

1. MY LIFE BEFORE RECEIVING CHRIST:

2. HOW I REALIZED I NEEDED CHRIST:

3. HOW I BECAME A CHRISTIAN:

4. HOW CHRIST MAKES MY LIFE MEANINGFUL:

5. LIST THINGS THE LORD HAS DONE FOR YOU THAT MET PERSONAL NEEDS  
(healings, financial blessings, etc.)

*BASIC PERSONAL EVANGELISM*  
*LESSON 5*  
*WAYS & MEANS OF EVANGELISM*

Colossians 3:17 tells us we are to glorify God (be a witness to who He is) in word & deed. There are many ways and means to do this. Here are some guidelines and suggestions on how this can be done.

A. WITNESSING IN WORD

1. Sharing the spoken word
  - a. In boldness
  - b. Can be done on the telephone or in person
  - c. As we have opportunity in our daily activities
  - d. Specific witnessing events such as planned outreaches.
  - e. Divine appointments (when God leads you to a specific individual)
2. The written word
  - a. Giving a tract. Always carry tracts; Gospel tracts and tracts that deal with special problems such as drugs, depression, etc.
  - b. Giving Bibles or New Testaments. One way to do this is to make them a gift for a special occasions such as birthdays, Christmas, or welcoming newcomers to the area.
  - c. Mailing a letter and/or tract to someone we're praying for or who is in a position of authority on a particular issue.
3. Tapes (Audio & Video) can be given as gifts in a similar manner as Bibles.

Remember that the Word of God is a powerful weapon it will tear down strongholds and reveal truth (Hebrews 4:12 & 2Corinthians 10:4-5). It is like a time bomb that will explode on Gods timetable (Isaiah 55:11). It can be used in all types of Evangelism.

B. WITNESSING IN DEED (Mercy Ministry)

1. By a life style of living to give.
2. Ministering through the power of the Holy Spirit to the physical, material, mental, emotional, and spiritual needs of people around us in order to share Jesus with them. (Matthew 10:7-8, John 6:5-11,26-27, Luke 6:17-18, Acts 14:8-10)
3. Our priority in ministry should always be to believers first and then the world (John 13:35 & Galatians 6:10).
4. We should always seek the Holy Spirit's guidance when ministering to needs.

NOTE: You can always do something about a need. If nothing else, you can pray with the person. Mercy ministry can be combined with other types of ministry for an even greater impact.

**BASIC QUESTION:** To help you apply what you've studied.

Which of these means of evangelism do you need to apply to your life, and what can you do to apply it?

**PRACTICAL APPLICATION:** Do Mercy Ministry Evangelism by finding someone in need, and ministering to that need in order to share the gospel. Write a brief testimony below of what happened.

*BASIC PERSONAL EVANGELISM*

*LESSON 6*

*WAYS TO EVANGELIZE*

*PRAYER EVANGELISM*

**PURPOSE:** To allow people to see God's power, and experience His love and compassion for them through answered prayer.

**GOAL:** To reach people with the Gospel through answered prayer.

**METHODS:**

1. Praying for the needs of people that are expressed to us in our daily activities.
2. Seeking opportunities to pray for people we are trying to reach.
3. Visiting people we are trying to reach with the purpose of praying for them.

**STEPS:**

1. Ask God to make you sensitive to the prayer needs of people.
2. Pray for the prayer needs that God shows you, or that are expressed to you. Do it immediately if possible.
3. Be sensitive to opportunities to share the Gospel through questions or comments that are made.

*FRIENDSHIP EVANGELISM*

**PURPOSE:** To share the gospel with people God sends to us during daily activities.

**GOAL:** To make sure we witness to everyone we can as God gives us opportunities.

**METHODS:**

1. Single or initial contact
2. Ongoing contacts
3. Planned contacts

**STEPS:**

1. Make a prayer list of lost friends (family members, neighbors, work associates, servants, church visitors, etc.) Add new names to it daily as you witness to new contacts.
2. Pray for them regularly (daily if possible) asking God to break the satanic forces over their lives, draw them by His Holy Spirit, and convict them of sin, righteousness and judgment.

3. Try to share about Jesus as much as you can with the new people you meet each day. The initial contact may be the only chance you have to share with that person.
4. As you have opportunity continue to share Jesus with those you have already talked to. Ongoing witnessing will happen as you pray about your schedule each day and the lost people you know you'll meet. Also, think of chance meetings with lost friends as divine appointments to share Jesus and minister to their needs.
5. Seek God about making contact with one person on your list each week with the purpose of sharing the Gospel. Visit them or have them over for an informal time of sharing. Have another Christian with you or praying for you.
6. When witnessing:
  - A. Share as much of the gospel and/or your testimony as you can.
  - B. Give a tract, and/or Bible, or New Testament if possible.
  - C. Ask them if they have any prayer needs and pray with them if possible before ending the contact.
7. If the person receives Christ, begin to disciple them.
8. If the person does not receive Christ, leave the door open for future contacts and/or invite them to visit you.

### *DOOR-TO-DOOR EVANGELISM*

**PURPOSE:** To get the gospel into every home in a particular area.

**Materials needed:**

1. Paper or notebook to record the names, addresses and other information about the homes visited.
2. Church brochure giving information about your church meeting times, ministries available, etc. A brief written message expressing your concern for the needs of the people you are visiting will be helpful. A short presentation of the gospel should be in the brochure.
3. Basic gospel tracts that share the gospel message and how to repent and be saved.
4. Other tracts for special needs on such questions as religion, drug addiction, or family problems.
5. Bibles or New Testaments to place in homes that do not have one.
6. Video or audio tapes.

**GOAL:** To lead every family member in each home to Christ

## Steps to achieving the goal:

1. Buy or make a map of the area you feel led to reach. It is helpful to begin close to where your church meets and work out from there.
2. Team up with others (2 or more people) who have a burden for the same area.
3. The team should begin to pray and fast for the area they have been assigned taking authority over spiritual forces that are there, and asking for God's anointing and wisdom as they share the gospel. They should also pray that each home should be open to the gospel.
4. Begin to visit door to door. Be sure to keep going back to the same area until you have visited every home in your assigned area. Try to pick a time when people will be at home, awake, and not eating a meal. Visiting after dark is not advisable in some areas.
5. Door to door procedure:
  - a. Ring a doorbell if there is one. If not, knock on the door just loud enough to be heard. Wait for 30 seconds or more. If there is no answer, ring or knock one more time. Allow time for them to answer. If no answer, record names, addresses, date, and any other helpful information on your door to door information sheet or notebook.
  - b. If someone is at home:
    - (1) Introduce yourselves
    - (2) Share the fact you are visiting the area out of concern for the needs of the people there.
    - (3) Let them talk. Ask non-threatening questions about their jobs, family, etc.
    - (4) Ask them:
      - (a.) How long have you lived in this Neighborhood?
      - (b.) Were you raised in a particular religion?
      - (c.) Do you presently attend a particular church?
      - (d.) Can I share the solution to life's problems?
    - Present the gospel using a gospel tract or the outline given in Lesson 3.
    - (5) Try to determine the spiritual needs of the family. You will want to write this on your paper or in your notebook after you leave the home.
    - (6) If they receive the gospel, use the follow up procedures given in lesson 7.
    - (7) Even if they don't receive the gospel, but allow you to share it, leave the door open for future visits.
    - (8) Always try to close with prayer. Ask them if they have any special prayer needs.

### *GUIDELINES FOR PERSONAL EVANGELISM*

1. Always smile and be polite and courteous. Thank them for their time.
2. Always leave when asked. (Smile, offer a gospel tract and thank them for their time)
3. Always write their response and other information in your notebook after you leave the home, but before you proceed to the next home.
4. Dress as nice and neatly as possible. It is better to be overdressed than to look sloppy.
5. Go out two by two as married couples if possible. If there are no married couples use three members on a team, one should be of the opposite sex.
6. If a child answers, ask to speak to their mother or father.
7. When waiting at the door, stand a little away from the door and do not talk loudly because someone might be observing you.

8. Don't talk among the team as you leave. Wait till you're sure you will not be over heard.
9. Always pray for the people you just visited.
10. Share the ways you could improve your visits among the team members after you return from visiting.
11. If they do not have time for a visit when you first visit them, ask them for a definite time when you can return for a visit. Write the time down in your notebook.
12. Always try to leave a piece of gospel literature or tape in each home.
13. Continue visiting in each home as long as they are open to hearing the Gospel. After they make a commitment to Christ, use the follow up procedure outlined in lesson 7.

#### *ADVANTAGES OF PERSONAL EVANGELISM*

1. It is the natural thing to do - sharing Christ with those near and dear to us.
2. It is the effective thing to do - parents to children, friend to friend, neighbor to neighbor, worker to worker, - the word is spread.
3. It is the supportive, nurturing thing to do - the loving, caring fellowship, so essential to true discipleship, already exist.
4. It is the joyful, happy thing to do - what greater personal reward is there than to have a part in leading to Christ one's own family, friends, neighbors, and associates.

#### *EFFECTIVENESS OF PERSONAL EVANGELISM*

Church growth surveys reveal that eighty to ninety percent of today's church members were most influenced by a member of their own "friendship group"; eighty-two percent of the new converts in a Billy Graham crusade joined a church where there was a member of their "friendship group" already a member, non-friendship or "stranger evangelism" programs, such as the "I Found It" campaign, have a follow through rate of only three percent (97% drop-out); where as "friendship" evangelism results in a follow through rate of seventy to eighty percent.

Some of the Facts Concerning Friendship Evangelism and its results were taken from "Oikos": A Practical Approach To Family Evangelism by Lowry, Johnson and Hinkle, Broadman 1982.

**BASIC QUESTIONS:** To help you apply what you've studied.

1. Have you made a list of the lost people you meet daily? yes\_\_ no\_\_ If no, do it right now.
2. Are you praying for your list regularly? yes\_\_ no\_\_ If no, begin today.
3. Do you pray for people and share Jesus daily as you have opportunity? yes\_\_ no\_\_ If no, begin today.
4. Do you know the spiritual condition of your 12 closest neighbors? yes\_\_ no\_\_ If no, Decide today to find out.

**PRACTICAL APPLICATION:** Seek to witness to a person on your list this week, and write a brief testimony of what happened.

*BASIC PERSONAL EVANGELISM*

*LESSON 7*

*FOLLOW UP*

Be a BIG BROTHER OR SISTER to the people you lead to the Lord,  
or new people in the church.

Lead your family to ADOPT A FAMILY you are reaching out to,  
or a new family in the church.

PURPOSE: To establish the believer in their Christian Life so they can live for Jesus.

GOAL: To establish the believer in:

1. Daily Bible Study
2. Daily Prayer
3. Water Baptism
4. The Spirit filled life
5. Church Fellowship
6. Seeking God's will for their life

STEPS:

1. Make initial follow up contact. Call or visit (within 24 hrs. if possible) set up an appointment.

SAMPLE CONVERSATION (For those who are following up for others):

Hi! I'm \_\_\_\_\_ from \_\_\_\_\_ Church I understand \_\_\_\_\_ prayed  
with you to receive Jesus last \_\_\_\_\_. We would like to help you get started in  
your Christian life could we get together on \_\_\_\_\_ .

2. Begin Bible Study using material that will establish them in the BASIC Bible principles of personal life, family life, church life, evangelism & discipleship.
3. Invite or bring to church.
4. Maintain twice weekly contact until they are fully established if possible.
5. Encourage them in daily devotions, water baptism, the spirit filled life, and seeking God's will for their life.
6. Make yourself available for counsel or to help with special needs.

BASIC QUESTION: To help you apply what you've studied.

Are you using the follow up guidelines given in this lesson?  
yes \_\_ no\_\_ If no, begin to do so today.

PRACTICAL APPLICATION: Begin to disciple the people you lead to the Lord using the  
guidelines given.

APPENDIX A

*GUIDELINES FOR MAINTAINING  
A PRAYER DIARY*

1. DAILY enter the main thing you did that day plus any special things that happened especially those of Spiritual significance such as witnessing opportunities and answers to prayer. Write a brief description of people you met, decisions you made, ideas, thoughts, good & bad things that happened, & evaluate what you did. Write down how you could improve, and avoid mistakes.

EXAMPLE: JANUARY 3, 1992

Went to work. Shared Jesus with John whom I've been praying for. Prayed through my prayer list, & received understanding about end times from study of Matthew 24 (see study notes). Prayed for special financial need. (see prayer Journal)

2. MAKE A PRAYER LIST divided by categories of lost people, church members, political and spiritual leaders, missionaries, & special needs.

EXAMPLE :

LOST	CHURCH MEMBERS	LEADERS	MISSIONARY	SPECIAL NEEDS
J. DOE	Shirley Gayle	Pastor Pres. Bush	(NAME OF Missionary)	Missions Trip

3. KEEP A PRAYER JOURNAL of special request; enter the request, the date it was made, when it was answered, and how it was answered.
4. KEEP A STUDY JOURNAL of special things God shows you each day as you study His word.

EXAMPLE:

MATTHEW 24  
JAN. 3, 92

verse 14 showed me how important it is to share Jesus .  
 verse 20 & 21 showed me how important prayer is.  
 verse 44 - 51 showed me how important it is for me to be doing what  
 God has told me to do.

APPENDIX B

*PERSONAL PRAYER LIST*

1. LOST

FAMILY

NEIGHBORS

CO-WORKERS/CLASS MATES

OTHER

2. CHURCH MEMBERS

3. LEADERS

4. MISSIONARIES

5. SPECIAL NEEDS

6. OTHER PRAYER REQUEST

## APPENDIX C

### *HEART SEARCHING FOR PRAYER PREPARATION AND PERSONAL REVIVAL*

Psalms 139:23-24: "Search me, O God and know my heart, try me and know my thoughts and see if there be any wicked way in me, and lead me in the way everlasting."

CONFESSION OF SIN IS NECESSARY FOR FELLOWSHIP WITH GOD AND REVIVAL AMONG GOD'S PEOPLE. Prayerfully consider the following questions. Go through the questions one by one. Answer each question truthfully. Every "Yes" answer means sin in your life.

IN READING THESE QUESTIONS, AS YOU ARE CONVICTED OF SIN, CONFESS IT AT ONCE TO GOD, BE WILLING TO MAKE IT RIGHT...THEN YOU CAN CLAIM CLEANSING AND FORGIVENESS. 1 John 1:9 "If we confess our sins, He is faithful and just to forgive us our sins and to cleanse us from all unrighteousness."

BE SURE TO NAME YOUR SIN TO GOD, AS..."LORD, I HAVE NOT PUT YOU FIRST IN MY PLANS," OR "I HAVE NEGLECTED YOUR WORK AND PRAYER." DO NOT MAKE THE LEAST EXCUSE FOR SIN OF ANY KIND IN YOUR LIFE. Proverbs 28:13: "He that covers his sins shall not prosper but who confesses and forsakes them shall have mercy."

No matter what others do, or do not do, Christian, leave nothing undone on your part. God wants to work through you to bring about a great spiritual awakening. He can begin by you fulfilling every requirement shown by the Lord through the Holy Spirit and His Word. A revival from the presence of the Lord begins today, IF YOU DESIRE IT. Read the scriptures first, Ask the question, and give a truthful answer; "YES" or NO".

1. Matthew 6:12-15: Is there anyone against whom you hold a grudge? Anyone you haven't forgiven? Anyone you hate? Anyone you do not love? Are there any mis-understandings that you are unwilling to forget? Is there any person against whom you are harboring bitterness, resentment, or jealousy? Anyone you dislike to hear praised or well spoken of? Do you allow anything to justify a wrong attitude toward another?

2. Matthew 6:33: Is there anything in which you have failed to put God first? Have your decisions been made after your own wisdom and desires rather than by seeking and following God's will? Do any of the following in any way interfere with your surrender and service to God: ambition, pleasures, loved ones, friendships, desire for recognition, money, your own plans?

3. Mark 1:17: Have you failed to seek the lost for Christ? Have you failed to witness consistently with your mouth for the Lord Jesus Christ? Has your life not shown the Lord Jesus to the lost?

4. John 13:35: Are you secretly pleased over the misfortunes of another? Are you secretly annoyed over the accomplishments or advancements of another? Are you guilty of any contention or strife? Do you quarrel, argue or engage in heated discussions? Are you a partner in any divisions, or party spirit? Are there people whom you deliberately slight?

5. Malachi 3:10: Have you robbed God by withholding His due of time, talents and money? Have you given less than a tenth of your income for God's work? Have you failed to support mission work either in prayer or in offerings?

6. 1 Corinthians 4:2: Are you undependable so that you cannot be trusted with responsibilities in the Lord's work? Are you allowing your emotions to be stirred for things of the Lord but doing nothing about it?
7. 1 Corinthians 6:12-20: Are you in any way careless with your body? Do you fail to care for it as the temple of the Holy Spirit? Are you guilty of intemperance in eating or drinking? Do you have any habits that are defiling to the body?
8. 1 Corinthians 10:31: Do you take the slightest credit for anything good about you rather than give all the glory to God? Do you talk of what you have done rather than of what Christ has done? Are your statements mostly about "I"? Are your feelings easily hurt? Have you made a pretense of being something that you are not?
9. Ephesians 3:20: Are you self-conscious rather than Christ conscious? Do you allow feelings of inferiority to keep you from attempting things you should in serving the Lord?
10. Ephesians 4:28: Do you underpay? Do you do very little in your work? Have you been careless in the payment of your debts? Have you sought to evade payment of debts? Do you waste time of others?
11. Ephesians 4:31: Do you complain? Do you find fault? Do you have a critical attitude toward any person or thing? Are you irritable or cranky? Do you ever carry hidden anger? Do you get angry? Do you become impatient with others? Are you ever harsh or unkind?
12. Ephesians 5:20: Have you neglected to thank Him for all things, the seemingly bad as well as the good? Have you virtually called God a liar by doubting His Word? Do you worry? Is your spiritual temperature based on your feelings instead of on the facts of God's Word?
13. Ephesians 5:16: Do you listen to unedifying radio or TV programs? Do you read unworthy magazines? Do you partake in worldly amusements? Do you find it necessary to seek satisfaction from any questionable source? Are you doing certain things that show that you are not satisfied in the Lord Jesus Christ?
14. Philippians 1:21: Are you taken up with the cares of this life? Is your conversation for heart joy over "things" rather than the Lord and His Word? Does anything mean more to you than living for and pleasing Christ?
15. Philippians 2:14: Do you ever, by word or deed, seek to hurt someone? Do you ever gossip? Do you speak unkindly concerning people when they are not present? Do you carry prejudice against true Christians because they are of some different group than you are, or because they do not see everything exactly like you do?
16. Philippians 4:4: Have you neglected to seek to be pleasing to Him in all things? Do you carry any bitterness toward God? Have you complained against Him in any way? Have you been dissatisfied with His provision for you? Is there in your heart any unwillingness to obey God fully? Do you have any reservations as to what you would or would not do concerning anything that might be His will? Have you disobeyed some direct leading from Him?
17. Colossians 3:5-9: Do you engage in empty and unprofitable conversation? Do you ever lie? Do you ever exaggerate? Cheat? Steal? Carefully consider...Do you overcharge?

18. 2 Timothy 2:22: Do you have any personal habits that are not pure? Do you ever allow impure thoughts about the opposite sex to stay in your mind? Do you read that which is impure or suggests unholy things? Do you indulge in any unclean entertainment? Are you guilty of the lustful look?

19. Hebrews 10:25: Do you stay away from meetings of the preaching of the gospel? Do you whisper, or think about other things while God's word is being read or preached? Are you irregular in attendance at services? Do you neglect to attend or participate in meetings of prayer? Have you neglected or slighted daily or private prayer? Have you neglected God's word? Do you find the Bible and prayer uninteresting? Have you neglected thanksgiving at meals? Have you neglected daily family devotions?

20. Hebrews 13:17: Do you hesitate to submit to leaders in the church or elsewhere? Are you lazy? Do you rebel at requests given you to help in the work of the Gospel? Do you in anyway have a stubborn or unteachable spirit?

21. James 1:27: Have you allowed yourself to become "spotted" by the world? Is your manner of dress pleasing to God? Do you spend beyond what is pleasing to God on anything? Do you neglect to pray about things that you buy?

22. James 4:6: Do you feel that you are doing quite well as a Christian? That you are not so bad? That you are good enough? Are you stubborn? Do you insist on having your own way? Do you insist on your "rights"?

23. James 4:11: Have you dishonored Him, and hindered His work by criticizing His servants? Have you failed to pray regularly for your pastor or other spiritual leaders? Do you find it hard to be corrected? Is there rebellion toward one who wants to restore you? Are you more concerned about what people will think than what will be pleasing to God?

IF YOU HAVE BEEN HONEST AND TRUE IN THE MATTER OF ADMITTING YOUR SINS, THEN YOU ARE READY FOR GOD'S CLEANSING. Sins that are admitted are sins that are confessed. Remember these three things:

1. If the sin is against God, confess it to God and make things right with God.
2. If the sin is against another person, confess it to God then make things right with that person.
3. If the sin is against a group, confess it to God then make things right with the group.

IF THERE IS FULL CONFESSION, THERE WILL BE FULL CLEANSING: THE JOY OF THE LORD WILL COME, THEN THERE CAN BE TESTIMONY AND PRAYER IN THE POWER OF THE HOLY SPIRIT, REVIVAL WILL FOLLOW.

Psalms 19:12; "Who can understand his errors? Cleanse thou me from secret faults."

**THIS PRAYER LIST WAS GIVEN BY THE LORD JESUS, AS HE SPOKE TO THE SAINTS IN SHAN-TUNG CHINA, DURING THE 1930'S. AFTER OBEYING WHAT GOD GAVE; GREAT REVIVAL FOLLOWED; AS PEOPLE WERE SAVED, HEALED, DELIVERED, AND RAISED FROM THE DEAD.**

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Out of this experience he has compiled several foundational studies that enable people to understand and live the BASIC Bible principles for success and victory in life. This particular study is designed to help you find success and victory in your personal life by living for Jesus each day. It will also help you learn how share the success and victory God has given you with others, and how to help them find success and victory too. It can be used to help you teach others, and is appropriate for individual or group study.

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