



Evangelism Toolkit

A crash course in evangelism basics!

By Andrew Garvey-Williams

THE MESSENGER

Me? A Witness?

What is your idea of an evangelist? Do you see yourself as an evangelist?



"Not everyone has the gift of evangelism. In fact only 10% of our church members have that gift. Most Christians need absolving from the guilt feeling that they are not evangelists and we need to recognise and set free those who ARE gifted." David Pawson



"Evangelism is one beggar showing another beggar where to get bread." C.H. Spurgeon



"I am an evangelist. Since I was fourteen years old I have been involved in witnessing and sharing my faith. I have preached to crowds of 60,000, and yet many times I get more nervous talking about Christ to one individual." Leighton Ford

But we are all called to be witnesses (1 Peter 3:14 -16):

Fear:

Fear is real. We need to face it, but it shouldn't hold us back.

When:

'Always': when we feel like it or not, whether it is convenient or not.

Be prepared:

Preparation is needed: spiritual, intellectual, practical, etc.

Christ as Lord:

He must be boss, our example, our authority, our motive

"Do not fear what they fear: do not be frightened." But in your hearts set apart Christ as Lord. Always be prepared to give an answer to everyone who asks you to give a reason for the hope that you have. But do this with gentleness and respect, keeping a clear conscience, so that those who speak maliciously against your good behaviour in Christ may be ashamed of their slander."

How:

Our attitude and approach: loving and above reproach.

To who:

There is none we shouldn't talk to. Don't have to force it: only when they ask.

What:

Personal reasons for my faith: my testimony reasonably explained.

How did you become a Christian?

Who influenced you to follow Christ? What characteristics did they show? What elements and factors led you to Christ? God has always used ordinary men and women and made them 'fishers of men'.

Your Resources

1) The irresistible you!! - Your Testimony

God has given you a story to tell. Your testimony is one of the most powerful weapons in your arsenal. It can't be disproved! Use it often. Practice sharing your testimony with a Christian friend. What are its most significant points? How did you become aware of Jesus? How did that affect you? How has knowing Jesus changed you? Can you share it quickly and easily like Paul in Acts (on at least three different occasions - look them up!)?

See: Acts 22:3-21, Acts 26:4-23, Gal. 1:13 - 2:10, John 4:29, John 9:25

2) The sword of the Spirit -The Bible

The Scriptures contain all the truth we need to know and share. It has its own authority and power - let's unleash it and let it do its work!! Know the Bible and use it: read it, study it, memorise it, listen to it being taught.

See: 2 Tim 3:16, Heb. 4:12,13, Ps. 119:160

3) Heavenly back-up - God's authority through the Spirit

We don't go on our own and we do have all God's blessing and authority. We are His ambassadors and therefore have all His spiritual resources behind us.

See: Matt. 28:18, 2 Cor. 5:11-21

4) We're a team! - brothers and sisters in Christ

Evangelism isn't a one man show. We are part of the body of the church and all parts contribute to the work of bringing people to Christ. We have different strengths and gifts. When we don't know an answer, we can turn and refer to another Christian. Some plant, some sow:

See: 1 Cor. 3:1-23

Being Prepared

Some questions to ask yourself:

Am I right with God?

- Am I right with God (1 John 1:9)?
- Am I right with others (Matt. 5: 24, 25)?
- Is my foundation firm (Luke 6:48)?

How are my motives?

Here are seven motives for evangelism:

- Out of obedience to God
- Out of love for God and others
- Out of passion for truth
- Out of a desire for freedom
- Out of a concern for our world
- Out of compassion for the lost
- Out of gratitude to God

Where is my trust?

- x In my experience?
- x In my abilities?
- x In my knowledge?
- x In my friends?

- ✓ Or in God (Prov. 3:5-12)?

Who do I fear?

- x Man (Prov. 29:25)?
- x Evil (Ps. 23:4)?

- ✓ Or God (Matt. 10:28)?

- 1) Identify your fears
- 2) Confess them
- 3) Perfect love casts out fear (1 John 4:18)

My five greatest fears are:

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

Your attitude

You are an ambassador

- Be pleasant
- Be sensitive
- Be genuine (Be yourself)
- Rely on the Holy Spirit
- Don't argue
- Stand on real issues in love
- Make eye contact
- Relax, smile, make a friend
- Avoid Christian jargon



"Humility in evangelism is a beautiful grace." John Stott



"Evangelism means to carry Jesus in your heart and to give the presence of Jesus to someone else." Mother Theresa

Steering a Conversation

Jesus is our example. Read the gospels and see how Jesus handled each conversation. Here are a few observations:

1) He dealt with the individual:

Each person is dealt with differently according to their need: compare Nicodemus (John) and women at the well (John 4). Some he spoke to gently, others very firmly, e.g., Pharisees. Take an interest in the individual. Find out about them. Ask questions. Start from the situation, e.g., 'Will you give me a drink?' John 4:7 He went directly for the issue the individual needed to address: Money - rich ruler

2) He created curiosity:

'..no-one can see the kingdom of God unless he is born again.' '..he would have given you living water.' John 4:10 Use provocative statements or questions that arouse interest and curiosity.

3) He ignored prejudices of the day:

He was prepared to talk to those that others wouldn't talk to: sinners, women, Samaritans. He didn't worry about reputation and took risks.

4) He used stories and everyday illustrations:

He spoke the language of the ordinary person using everyday objects and illustrations: nets, seeds, flowers, children, etc. We need to speak in ways that interest and are accessible to our hearers. To the 'religious' he used the scriptures - their language (John 3:14)

5) He used questions:

To get people to answer the issue themselves and to reveal inconsistencies in their thinking: 'What did Moses command you?' Mark 10:3, 'Why do you call me good?' Mark 10:18, 'Whose portrait is this?' Mark 12:16. Questions also get people to focus on what they really are asking: 'What do you want me to do for you?' Luke 18:41

Learn to use questions to get information, show interest as well as raise issues.

Use open ended (not allowing 'yes' or 'no' answers) questions. Be direct and personal, but not threatening or embarrassing, and listen to the answers.

6) He didn't force a response on people, though He challenged them:

He allowed the rich, young ruler to walk away, also Nicodemus in John 3. He knew when to stop and knew that it was their decision, leaving them time to consider. Having said that, He made the issues clear and regularly challenged people to do something: 'You still lack one thing...Sell everything...follow me.' Luke 18: 22

7) He relied on God for words; he spoke on God's authority

Jesus spoke only the words the Father gave Him. He was in touch with and dependant on His Father John 5:19-24 The people were amazed at His authority. This authority came because He knew He was speaking God's word. When we speak on the authority of God's written word, we can be bold too. Be prayerful and ask God for wisdom as you speak to people.

8) He never argued

While Jesus faced many awkward situations, he either disarmed them with a wise answer or refused to allow himself to get drawn into their 'game'. Defuse 'hot' situation by using humour or changing the subject.

Some other points:

- Keep your focus on Jesus. Keep coming back to the person of Jesus.
- Admit when you don't have an answer.
- Offer literature.

THE MESSAGE

What is the gospel?

There are four simple facts that people need to know:

1) God's Purpose

God loves you and desires a relationship with you

2) Man's Problem

Sin (man's rebellion) separates you from God. No one is good enough for God.

3) God's Solution

God became man in Jesus, lived a perfect life acceptable to God. On the cross He died for our sin, taking our punishment, and rose to be the mediator between man and God.

4) Man's response

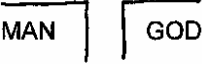

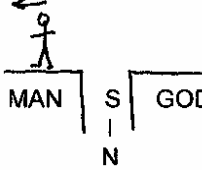

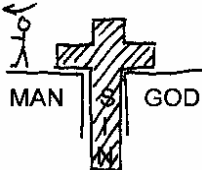



Man has to receive God's solution as a gift through faith and repentance.

Explaining the gospel:

- Bible uses various illustrations: The slave market, the sacrifice, the law court, marriage, etc. Study how the NT writers explained and illustrated the gospel.
- Jesus used everyday objects and terms to explain the gospel. He started with things familiar to his hearers.
- Jesus used stories to illustrate his points.
- Use your own testimony and experience to explain aspects of the gospel.

Presenting the gospel

Here are three ways of presenting those four points:

	The Bridge	The Hand (Easy to draw as you share)	The Roman Road (Mark verse in your Bible with the next reference in the margin)
1) God's Purpose			Romans 1:20 God revealed to man and He can be known by man.
2) Man's Problem			Romans 3:23 Romans 6:23 The fact of sin and its consequences
3) God's Solution			Romans 5:8 Romans 6:23 A gift
4) Man's response			Romans 10:9-13 Confess Christ as Lord

Don't just use the above illustrations without making sure that you explain each point clearly, illustrating it and checking to see if they are following you and understanding you.

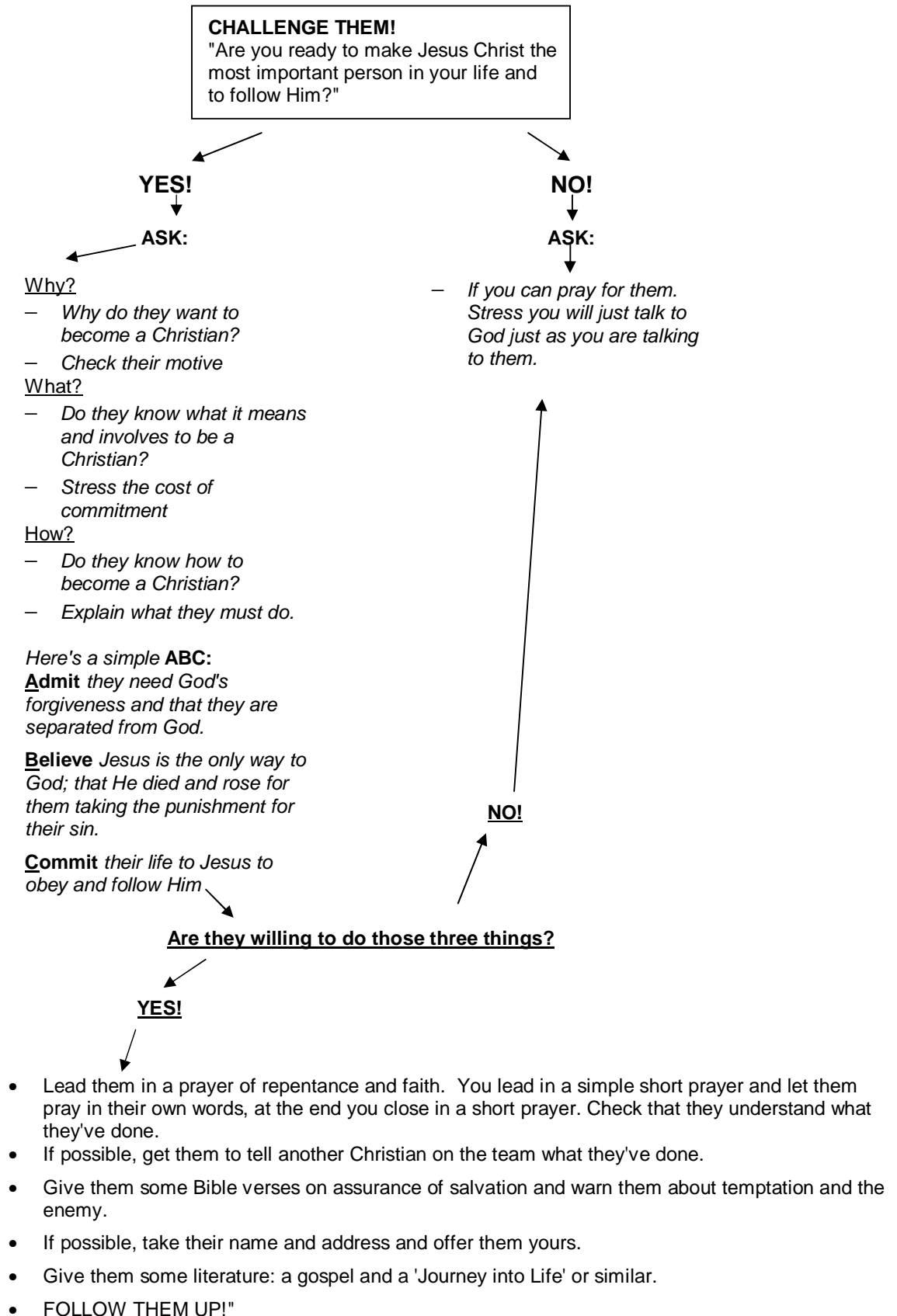
Use your testimony and other everyday illustrations for the gospel.

Use Scripture, memorising key verses and getting the person to read with you.

Only give them as much as they can take. Give them time to think and digest.

How to lead a person to Christ

They have heard the gospel and show that they're really interested. What next?



OPEN AIRS



"I look upon this world as my parish; thus far in whatever part of it I am, I judge it meet, right and my bounden duty to declare unto all that are willing to hear, the glad tidings of salvation."
John Wesley



"No sort of defence is needed for preaching out of doors, but it would need very potent arguments to prove that a man had done his duty who had never preached beyond the walls of his meeting house." Charles Spurgeon

Planning an Open Air

Consider your location.

Are there enough people around? Are they inclined to stop? Is there enough space or too much space? Is it the right time of day? Do I need permission?

Consider your team.

Do they all know what they are supposed to do? Are they prepared with literature and a pen and paper?

Consider your programme.

Rather than a long, continuous programme, break it up with short presentations (sketchboard, drama, etc.) followed by a break for the team to get into conversations with those that stop.

Team work

The first role of the team is to gather around the presentation and create a crowd. A crowd gathers a crowd. Pray silently for the preacher and those around. After the preacher's appeal, they get into conversations with any who have stopped to watch - do it quickly!! "Hi! I am with that guy. What did you think of what he said?" This may open up opportunity for personal work. If not; give out tracts, pray, or approach other standing around who might have heard something of the presentation.

DO's

Stand in close

Pray for the preacher

Look interested

Carry a pen and paper for contacts names

Smile

Be clean and presentable☐

DON'Ts

Don't move or fidget

Don't carry prominently a big bible or pile of tracts

Don't argue with hecklers - it is the preacher's job!

Don't talk during the presentation

Don't respond to the appeal to 'encourage others'

Don't give out tracts during a presentation

Door to Door

Why visit homes?

1. Jesus left his home and came to ours
2. Jesus visited homes often inviting himself in
3. Jesus told his disciples to visit homes. He also said there would be a welcome in some and not in others (Lk. 10)
4. The apostles and early Christians visited homes (Acts 5:42, 20:17-20)
5. There are many people who will never hear unless we go to their home (Rom. 10)

"When you enter a house first say, 'Peace to this house.' If a man of peace is there, your peace will rest on him; if not, it will return to you." Jesus

Your Aim

Establish your aims clearly as you plan. The following are a few and are all valid:

- To proclaim the gospel
- To research the needs of your neighbourhood
- To build bridges for on-going contact and revisits
- To invite people to an event
- To present literature

Some methods

There are many methods. In choosing a method, think of your area and its people, also your team and their availability and experience.

1) Direct gospel presentation

A simple request to take a little time to tell them about Jesus

2) Invitations

To invite people to an event in the church or a home.

3) Survey/Questionnaire

A few carefully chosen questions asking their views on the community or religion.

4) To offer something

An offer of free literature, or practical work, a home bible study, a video, magazine, etc. With literature promise to come back another day to see what they thought about it.

Your approach

- 1) Go two by two. One pray, one talk.
- 2) Be wise where you go - especially at night
- 3) Dress neatly, but casually
- 4) Smile and be relaxed
- 5) That conversation!
 - Introduce yourself
 - Explain why you are there
 - Show interest in them
 - Focus on Jesus
- 6) Don't argue
- 7) Offer literature
- 8) Don't stay too long - you can always arrange another visit
- 9) Thank the person for their time and for listening
- 10) Record details of your visit - not in front of person
- 11) Follow up faithfully

Using Literature

Why use literature?

- It can give a message clearly and simply
- It enables the reader to hear the same message over and over again
- It repeats its message at the reader's convenience - 24 hours a day!!
- It can speak different languages without an accent!
- It can give the message of the best preachers
- It can be passed out quickly to large numbers of people
- It is effective and people do respond
- It can lead to good conversations

Where to use literature

- **Events** - have a booktable, for counselling
- **Mass evangelism** - tracts at events, shopping centres, etc.
- **Door to door** - newspapers, tracts, magazines, gospels. Revisit to ask what they thought of it.
- **Personal Evangelism** - testimony books, gospels, booklets, etc.
- **Follow up** - gospels, booklets, e.g. 'Journey into Life'

Your approach

- Be enthusiastic about what you are offering
- Don't worry if refused
- Be organised - have your literature handy
- When tracting, move towards people to offer them the leaflets
- When offering literature, say "This is for you", rather than "Would you like..?"

Recommended Reading:

- Everyday Evangelism: Billie Hanks Jnr.
- Sharing Your Faith: Selwyn Hughes
- How to Give Away your Faith: Paul Little
- Share Your Faith: Leith Samuel
- Open Air Evangelism: Mark Howe
- Home Evangelism: Ron Smith
- Literature Evangelism: George Verwer
- Becoming a Contagious Christian: Bill Hybels
- Right up your Street: Colin Groome
- Out of the Saltshaker: Rebecca Manley Pippert

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