

UNIT III

CONTINUING EVANGELISM

The school of evangelism is not the end, but the beginning of a church's emphasis on evangelism. The use of a booklet on salvation in sharing faith permits a Christian to begin serving immediately in an area which has been neglected, but he needs to go beyond the beginning stage.

The Christians of the New Testament succeeded in turning a pagan world to Christ despite opposition which appeared impossible to overcome. The amazing fact is that the laity who were scattered abroad made the gospel known in the world, while the apostles remained in Jerusalem (see Acts 8:1-4). The laymen were not educated scholars, but just average citizens who applied themselves in learning the gospel (apostles' doctrine) and became prepared to share their hope in Christ with the lost.

Lesson 10 discusses the basic points of the gospel which the early Christians knew and proclaimed. It presents the normal steps a lost person goes through in responding to the gospel and an extensive plan for presenting Christ. Alternate plans for witnessing using the personal testimony or "The Roman Road" are included in the appendices.

Lesson 11 discusses the problems and possible plans of follow-up for new Christians in helping them to grow. The failure to help new Christians grow to maturity has retarded the spread of the gospel. The task of training for evangelism is not complete until new Christians are taught to reproduce their faith.

Lesson 12 continues the emphasis on follow-up. It is hoped that these lessons will encourage and guide churches to go beyond the initial step of winning the lost, to the conserving and the developing of new Christians.

LESSON 10

PRESENTING THE GOSPEL

Every Christian should be equipped with an understanding of the gospel and with a knowledge of how to present it attractively and clearly. The laity of New Testament times diligently studied the message of Christ (apostles' doctrine, Acts 2:42), and they were able to present His teachings wherever they went (see Acts 8:4).

Basic Principles for Effective Witnessing

Witnessing is every Christian's responsibility

Christ commanded every Christian to witness. In speaking to perhaps 500 disciples in Galilee (1 Cor. 15:6), Jesus gave the Great Commission as recorded in Matthew 28:19f.: "Go therefore and *make disciples* of all nations, *baptizing* them in the name of the Father and of the Son and of the Holy Spirit, *teaching* them to observe all that I have commanded you" (RSV). Jesus told the disciples who were assembled at the time of His ascension, "ye shall receive power, after that the Holy Ghost is come upon you: and ye shall be witnesses unto me both in Jerusalem, and in all Judea, and in Samaria, and unto the uttermost part of the earth" (Acts 1:8). Acts 1:15 informs us that the disciples numbered about 120. Surely more than the apostles were involved in receiving the Holy Spirit and giving witness to the gospel of Christ on the Day of Pentecost (see Acts 2). It is the will of Christ for every Christian to bear effective witness and convert sinners from the way of destruction.

The gospel is beneficial to everyone

Before a salesman becomes effective in selling his product, he must become convinced of the benefits and the superior qualities of it. A Christian likewise must be convinced that he is doing his fellow-man a tremendous service to share Christ with him. To talk with another person about his personal faith in Christ is not to meddle in his personal affairs but to share a discovered treasure of great value.

A witness must desire to become more effective

Failure is disturbing to most people, and it usually motivates them to put forth more effort to succeed. Success cannot be expected without study and training. Salesmen study constantly to learn more successful ways of selling their goods. Christians must study to learn how to present the message of salvation more effectively.

Experience is essential

A weakness in previous approaches to training Christians to witness has been the neglect of the practical work of witnessing. A salesman never learns how to sell until he goes out to sell. He learns by doing. Soul-winning techniques can be studied, but success will come only through practice.

The Pattern of Response to the Gospel

The lost person follows a general psychological pattern in responding to 'he gospel. His attention and interest must first be attracted to it. This interest leads to a recognition that Christ can

Underline the correct words.

Witnessing is the responsibility of (the pastor, the Sunday School teachers, all Christians).

(Underline all words in parentheses.)

Matthew 28:19-20 is called the _____

Another command to witness given by Jesus is found

in _____
Acts 2 implies that more than apostles received the Holy Spirit and witnessed on the day of

(Compare your answer with the text.)

A Christian who witnesses effectively knows that the good news of salvation through Jesus is _____ to everyone.

(beneficial)

In order to present the message of salvation more effectively, a witness must _____ and _____

(study, train)

Just as a salesman learns how to sell by selling, a Christian learns how to _____ by _____

(witness, witnessing)

meet his spiritual needs and to a desire to receive Christ as Saviour. When the lost person comes to the conviction that he needs Jesus Christ as his personal Saviour, he must be instructed how to receive Christ. After he understands how to be saved, he needs to be encouraged to make the decision. His pattern of response to the gospel leads—

- from attention and interest,
- to recognition of need,
- to conviction and desire, and
- to decision.

In John 4, the woman at the well was attracted by the statement of Jesus, "Give me to drink." Curiously she sought the identity of one who would break social customs to speak to her. Normally, Jews had no dealings with Samaritans; and a man of respect would not speak to a woman of ill-repute. Jesus appealed to her interest by the statement, "If thou knewest the gift of God, and who it is that said to thee, Give me to drink; thou wouldest have asked of him, and he would have given thee living water" (John 4:10). Although she may not have fully understood what Jesus offered, she was aware of her spiritual needs because of an inner hunger and thirst. Jesus spoke to those needs in symbolic language: "Whosoever drinketh of this water shall thirst again: But whosoever drinketh of the water that I shall give him shall never thirst; but the water that I shall give him shall be in him a well of water springing up into everlasting life" (John 4:13f.). The woman recognized that Jesus offered something which would meet her needs. She said to Him, "Sir, give me this water, that I thirst not, neither come hither to draw" (John 4:15).

The woman was not prepared to receive the gift until her life had been cleansed of sin. Cleansing comes as a result of confession, but confession is made only after a person becomes convicted. Jesus next led the woman to recognize the sinfulness of her life by calling her attention to her immoral relation to the man with whom she lived.

When the discussion became personal, the woman attempted to change the subject. Although she needed and desired a new and personal relationship to God, she reacted in a typical way by attempting to avoid personal involvement. She raised the common controversial and less personal question of whether Mount Zion in Jerusalem or Mount Gerizim in Samaria was the proper place to worship God. Today the question might be: "How do I know which is the right church?" Jesus returned the discussion from the general controversial question to her personal responsibility to God by pointing out that "the true worshippers shall worship the Father in spirit and in truth: for the Father seeketh such to worship him" (John 4:23). Jesus did not permit her to side-track the conversation into a discussion of what others ought to do. He confronted her with her responsibility to God which required her to make a decision. The woman responded in faith as Jesus identified Himself to her as the Messiah. She went into the city and related what had happened at the well. Many came forth to her Him, and "many more believed because of his own word; And said unto the woman, Now we believe, not because of thy saying: for we have heard him ourselves, and know that this is indeed the Christ, the Saviour of the world" (John 4:41f.).

A Summary of the Gospel

1. Since man was created by God, he is responsible to God. Man's rebellion has resulted in his separation from the source of his life, and he has lost both the victory in present living and the hope of eternal life.

The general psychological pattern which a person follows in responding to the gospel includes these steps:

1. _____
2. _____
3. _____
4. _____

(Compare your steps with the text.)

Read John 4:10-15

These verses give the account of Jesus helping the Samaritan woman recognize her _____

(need)

Attempting to avoid facing personal involvement, the Samaritan woman asked concerning the proper place of _____

(worship)

A question similar to the one asked by the Samaritan woman might be:

(How do I know which is the right church?)

Since God created man, man is responsible to _____

(Compare your answer with the text.)

2. Sin, which is a transgression of God's law and a rejection of God's Son, is the essence of man's problems and results in the wages of sin which is death. Sin has robbed man of the abundant and eternal life God planned for him.
3. God sent His eternal Son, in the form of a man, to restore the abundant and eternal life to man by paying the penalty of sin for him. The message of the apostles concerning Jesus included:
 - a. Jesus of Nazareth was revealed by His teachings and miracles as God's anointed Son.
 - b. Jesus' death by sinful men was permitted by God because, in love, God gave His Son to die on the cross for man.
 - c. God was not defeated by the works of evil men, but He raised His Son from death to have victory over death and the other works of Satan.
 - d. The power of salvation comes to those who receive Jesus Christ by faith.
 - e. All men must repent and prepare for death and for the return of Christ who will raise to everlasting life those who believe in Him.
4. Before Christ enters the life of a person to give him abundant and eternal life, that person's life must be cleansed from sin by confession and repentance. Christ has provided forgiveness through His shed blood for those who confess their sins. He is invited into one's life by faith which is a dependence or trust in Him as Saviour and a surrender to Him as Lord.

Presenting Christ to the Non-Christian

The following presentation is one method that may be followed after becoming acquainted with a stranger. How to establish rapport with strangers has been discussed briefly in a previous lesson. This approach can be used either with a new acquaintance or an old friend.

1. Appeal to the interest of the person by presenting the central issue.
 - a. You may say to previous acquaintances and relatives:
 Jim, I owe you an apology for not having shared with you something which has been very meaningful to me for a number of years. There came a time in my life when death came. I knew I was under condemnation because I had not believed in Christ, and I was not prepared to face death. I got that matter settled and found peace within when I received Christ as my Saviour. Jim, I would like to ask you an important question which, I believe, every person gives serious thought to at one time or another. Have you come to the place in your spiritual experience where you know that you have eternal life?
 - b. The person to whom you are witnessing may give a response similar to one of the following:
 - (1) He might answer that he has not given it much thought and does not really know. You could respond by suggesting: "You agree that it is an important question, don't you? And since it is so important, would you like to discuss it?"
 - (2) He might answer that he knows that he is under condemnation because he has not received Christ as Saviour. You could reply: "Because of His love, Jesus came to provide abundant and eternal life. You do not have to continue under condemnation. If you have a few minutes, I would like to share with you how you can receive the gift of life."

Separation from God resulted from man's _____.
 Jesus came to provide _____ for man.
 Through confession of sin and repentance and faith in Christ, man can experience _____ and _____ life.

(sin, salvation, abundant, eternal)

One method of approaching either an old friend or a new acquaintance is to appeal to the _____ of the person by presenting the _____ issue.

(interest, central)

The person may respond that he has not _____ about eternal life and doesn't _____. You could ask him whether he considers it an _____ question.

(thought, know, important)

The person might answer that he knows he is under _____. You could then offer to share how to receive the gift of _____.

(condemnation, life)

(3) He might answer: "Well, I am already a member of the church and I do the best I can." Your response might be: "There was a time in my own life when I thought that I could gain salvation by being a member of a church and living the best life I could, but I never had a real assurance that I was saved. Then one day it was pointed out to me in the Scriptures that 'the wages of sin is death; but the gift of God is eternal life' (Rom. 6:23). Another verse told me, 'For by grace are ye saved through faith; and that not of yourselves: it is the gift of God: Not of works' (Eph. 2:8-9a). I was led to see that God had done something for me in Christ that I did not fully understand."

2. Explain that most people have not found the answer to their spiritual needs.

- a. Our sinful desires have caused us to turn away from God and the life He offers: "All we like sheep have gone astray; we have turned every one to his own way" (Isa. 53:6). "As it is written, There is none righteous, no, not one: There is none that understandeth, there is none that seeketh after God" (Rom. 3:10, 11). The Scripture continues to describe man's condition by stating, "For all have sinned, and come short of the glory of God" (Rom. 3:23).
- b. Sin robs us of God's blessings and brings God's wrath upon us: "For the wrath of God is revealed from heaven against all ungodliness and unrighteousness of men who hold the truth in unrighteousness" (Rom. 1:18). Man's sin causes spiritual death or separation from God (Rom. 6:23).
- c. Man attempts to save himself through good works: "But we are all as an unclean thing, and all our righteousnesses are as filthy rags" (Isa. 64:6).

3. Prepare the way for the Holy Spirit to convict by explaining the nature of sin.

- a. No one denies that murder, immoral living, stealing, and lying are sins. Many people do not know that Jesus said "that every one who is angry with his brother shall be liable to judgement; whoever insults his brother shall be liable to the council, and whoever says, 'You fool!' shall be liable to the hell of fire" (Matt. 5:22, RSV).
- b. Jesus described lustful desires as sin: "Every one who looks at a woman lustfully has already committed adultery with her in his heart" (Matt. 5:28, RSV).
- c. Because of our own acts and attitudes, the Scripture judges us all under the condemnation of sin: "For whosoever shall keep the whole law, and yet offend in one point, he is guilty of all" (Jas. 2:10).
- d. It is not only the wrong which we do but also the good which we fail to do which condemns us: "Therefore to him that knoweth to do good, and doeth it not, to him it is sin" (Jas. 4:17). A man does not have to break a large number of laws before he is taken to court and found guilty. If he breaks one of the laws of the land and is found guilty, he is subject to the penalty of the law.

4. Show that Christ meets the deepest human needs.

- a. Christ offers to give purpose and meaning to life: "I am come that they might have life, and that they might have it more abundantly (in all its fullness)" (John 10:10b).
- b. Christ offers to make life everlasting: "He that heareth my word, and believeth on him that sent me, hath everlasting life, and shall not come into condemnation; but is passed from death unto life" (John 5:24). Because God loves us, He sent His Son into the world to provide for us abundant and everlasting life.

The central issue to be presented by a Christian to another person is the matter of his _____

(assurance of eternal life through faith in Jesus as his Saviour)

Sin and man's attempt to redeem himself keep most people from finding _____ as the _____ to their spiritual needs.

(Jesus, answer)

A witness helps prepare the way for the _____ to convict of sin by explaining the nature of sin.

(Holy Spirit)

- c. Christ has paid the penalty for our sins through His death: "God shows his love for us in that while we were yet sinners Christ died for us" (Rom. 5:8, RSV). "But he was wounded for our transgressions, he was bruised for our iniquities: the chastisement of our peace was upon him; and with his stripes we are healed" (Isa. 53:5). "For God so loved the world, that he gave his only begotten Son, that whosoever believeth in him should not perish, but have everlasting life" (John 3:16).
- d. In Christ there is forgiveness of sins and new life: "Behold the Lamb of God, which taketh away the sin of the world" (John 1:29). Jesus said "I am the way, the truth, and the life: no man cometh unto the Father, but by me" (John 14:6).
5. Explain how to receive Christ.
- a. Man must receive Christ by believing in Him: "But as many as received him, to them gave he power to become the sons of God, even to them that believe on his name" (John 1:12).
- b. To receive Christ by believing means to invite Him to be Lord of our lives and to trust Him for eternal life: "If thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved" (Rom. 10:9).
- c. Christ is present, but He will enter your life only by invitation: "Behold, I stand at the door, and knock: if any man hear my voice, and open the door, I will come in to him, and will sup with him, and he with me" (Rev. 3:20).
- d. Christ cannot be Lord of your life if desire for sin controls: "No one can serve two masters; for either he will hate the one and love the other, or he will be devoted to the one and despise the other" (Matt. 6:24, RSV).
- e. For Christ to be Lord and Saviour of our life, it is necessary to renounce sin: "Repent ye therefore, and be converted, that your sins may be blotted out" (Acts 3:19). Repent means to have a change of mind about how you will live your life. Before repentance, you chose to live according to your own desires and in sin. To repent means to turn from that way of life and to be willing to live according to God's will and His commandments.
- f. Repentance should be accompanied by confession: "If we confess our sins, he is faithful and just to forgive us our sins, and to cleanse us from all unrighteousness" (1 John 1:9).

From the preceding Scriptures, we can see that salvation is what God has provided for us in Christ, not something we accomplish for ourselves. To have faith in Christ alone for salvation means to depend on Him completely to remove our sins, to control our lives, and to take care of our souls in life and death.

Inviting the Person to Receive Christ as Saviour

After an explanation of how to be saved has been given, the person should be invited to receive Christ as Saviour. Emphasize that salvation is based on what God does instead of what man does. Stress that faith is trusting that Christ will do what the Bible promises He will do. Romans 10:9 states: "That if thou shalt confess with thy mouth the Lord Jesus, and shalt believe in thine heart that God hath raised him from the dead, thou shalt be saved." This verse promises that man *shall be saved* if he does two things: *confesses* Jesus as his Lord and *believes* in his heart that God raised Christ from the dead. Christ will come again to resurrect those who belong to Him. God is able to do what He says He will do. According to Romans 10:13, the Scripture promises that we shall be saved if we call upon the name of the Lord.

List four references of Scripture passages which a witness should use to show that Christ meets the deepest human needs.

1. _____
2. _____
3. _____
4. _____

(John 3:16; John 10:10b; Romans 5:8; John 14:6)

The final step to which a witness leads a lost person is the knowledge of how to _____

(receive Christ)

Romans 10:9 states the two things man must do to be saved, which are:

_____ Jesus as his Lord and
 _____ that God raised Christ from the dead.

(confess, believe)

Urge the lost person to stop depending on himself and to call upon the name of the Lord for salvation. Guide him in confessing his sins and in asking Christ to forgive them. Then tell him to invite Christ to come into his life and to take control. Thank Christ for forgiving him and for coming into his life.

After the prayer, you may ask the person if he believes that Jesus has forgiven his sins and has taken control of his life. If he answers "Yes," then you may ask him. "When death comes, where will your soul spend eternity?" He should answer, "In heaven." You may then ask, "Why do you now think you will go to heaven?" He will probably give an answer similar to this: "Because I have trusted Jesus and I believe He will do what He said He would do." You may then desire to lead in a prayer of thanksgiving to God for His mercy and love expressed in the salvation of the person.

Suggested Instructions for Those Who Receive Christ

1. They should be baptized. According to Romans 6:4, baptism expresses in a visible way the invisible, inward experience of turning from sin in repentance and to a life controlled by Christ. Every person who has received Christ will want to express the decision publicly in baptism. Baptism publicly identifies one as belonging to Jesus Christ. Although a person is not saved by being baptized, baptism is important. A secret disciple cannot have the fullest blessings of the Christian life.
2. The new Christian should become a part of a church which teaches the Bible. The church will contribute to his spiritual growth in several areas:
 - a. Study of the Bible for the purpose of understanding more fully the will of God;
 - b. Worship as an expression of gratitude to God;
 - c. Fellowship and encouragement which are essential in the struggle against the temptations of Satan;
 - d. Service to Christ.

Those who make professions of faith have less chance of growing as Christians and becoming active in the service of Christ apart from a church than those who are related to a church. The church gives stability and direction to the life of the new Christian. Even though the church has many weaknesses, it was established by our Lord and is successful whenever Christ is permitted to rule.

Conclusion

The task of presenting the gospel is not completed until the new disciple has been brought into the church and "taught to observe all things." The teaching of the new converts is as important in fulfilling the Great Commission as the making of disciples. Since disciple means learner, disciples are made by teaching the gospel of Christ to those who do not know Him.

A person's prayer for salvation should include:

1. C_____ of sin
2. R_____ for forgiveness
3. I_____ to Christ to enter and control his life
4. T_____ to Christ for forgiving him and coming into his life.

(Confession, Request, Invitation, Thanks)

True or False

_____ Baptism is not important because it does not save a person.

_____ Baptism is important because it publicly identifies one as belonging to Jesus Christ.

(False, True)

The new convert should be instructed concerning baptism and _____

(church membership)

Home Study Exercise

Basic activity (Levels 1, 2, and 3). After reading the study guide, do the following exercises.

1. List three Scriptures which imply that all Christians should witness. _____

2. List the principles for effective witnessing. _____

3. Give the steps a person follows in responding to the gospel. _____

4. What verses in John 4 give the account of Jesus' helping the Samaritan woman recognize her need? _____
5. Why did the Samaritan woman state that Mount Gerazim was the proper place to worship God? _____

6. List the basic points of the gospel. _____

7. List five stages through which a lost person is led by the witness. _____

8. If a person replies that he has not given much thought to being saved, how could you respond? _____

9. List five important Scriptures to know which reveal to man his condition in sin. _____

10. List three Scriptures which reveal the sinfulness of the man who claims not to have done wrong. _____

11. List five Scriptures which show Jesus is the answer. _____

12. If you had only one verse to use in explaining how to receive Christ, would you choose John 1:12; 3:16; Romans 10:9; or Acts 3:19? Give a reason for your choice. _____

13. What are the two requirements and the promise stated in Romans 10:9? _____

14. Name four elements of a prayer for salvation. _____

15. Name two areas in which a new convert should be instructed. _____

Suggested supplementary activity (Levels 2 and 3). Do the following reading assignment, make a summary or brief outline of what you read, and be prepared to share the significant points in the seminar.

Kennedy, *Evangelism Explosion*, pp. 21-55

Seminar Discussion

1. Which one of the four basic principles for developing effective witnesses seems most important?
2. What are the stages through which a lost person must be guided before the meaning of repentance and faith are explained?
3. Would a salesman begin by pointing out your need of his commodity or by explaining the benefits of it? How can Christian witnesses profit from the experience of salesmen?
4. New Testament laymen were effective witnesses, but most laymen today are not. What accounts for the difference, and what can be done about it?
5. How would you respond to a person who states that he is already a member of the church and does the best he can?
6. How does the Christian aid the work of the Holy Spirit in witnessing?
7. What does it mean for a person to make Jesus Christ Lord and Saviour of life?
8. Report on helpful points from supplementary reading.