

# **Sharing The Good News**

3rd edition

by Robert and Evelyn Bolton

AN INDEPENDENT-STUDY TEXTBOOK

Developed in Cooperation with Global University Staff

Address of the Global University office in your area:

Developed in cooperation with Global University staff

School for Evangelism and Discipleship Global University 1211 South Glenstone Springfield, MO 65804 USA

© 1981, 1997, 2012 Global University All rights reserved. First edition 1981 Third edition 2012

Unless otherwise indicated, Scripture is taken from the Holy Bible, NEW INTERNATIONAL VERSION ®. Copyright © 1973, 1978, 1984 International Bible Society. All rights reserved throughout the world. Used by permission of International Bible Society.

PN 03.12

ISBN 978-0-7617-1605-1

www.globaluniversity.edu www.globalreach.org

Printed in the United States of America

# **Table of Contents**

COURS	SE INTRODUC	TION	5
UNIT	ONE:	A WORLD TO WIN—SEE THE NEED!	
1 2 3	You Can Ev	elize? rangelize! her to Share the Good News	.34
UNIT	TWO:	A POWER TO RECEIVE— BE EQUIPPED!	
4 5 6	Rely on the	the Conversion Experience Holy Spirit	.88
UNIT	THREE:	A WORK TO DO—BE INVOLVED!	
7	Approach th	ne Unconverted	126
8	-	Way of Salvation	
9	_	ecision	
10		w Converts	
Glossary			
Answers to Self-Tests			
Appendix			
Unit Student Reports			
Answ	er Sheets		233

#### THE GU CHRISTIAN SERVICE PROGRAM

This is one of 18 courses (subjects) that make up the GU Christian Service Program. The symbol at the left is a guide for the order of study in the series, which is divided into three units of six courses each.

Sharing the Good News is Course 5 in Unit III. You will benefit greater by studying the courses in the proper order.

Study materials in the Christian Service Program have been prepared in a self-teaching format especially for Christian workers. These courses provide a student with Bible knowledge and skills needed for practical Christian service. You may study this course in order to receive credit toward a certificate, or for personal enrichment.

#### **ATTENTION**

Please read the course introduction very carefully. It is important that you follow these instructions so you can achieve the goals of the course and be prepared for the student reports.

Address all correspondence concerning the course to your GU instructor at the address stamped on the copyright page near the front of the study guide.

#### Course Introduction

In your Christian walk you are no doubt learning the meaning of faith and trust. You are happy in your new relationship as God's child and a part of His great family. But perhaps you are also realizing a hunger and a desire for something more—something that you can do for the Lord.

Because your salvation is "too good to keep," you have already shared your testimony with others. This you should do, but you also need to be able to give them the message of salvation clearly and simply. You need at your fingertips, and in instant recall through memorization, Scriptures that will enable you to answer those who ask questions or who have allowed difficulties to keep them from accepting Jesus Christ as Savior and Lord.

This study will help you put what you know into words easy for others to understand. The stories of how the Lord helped other believers from many walks of life to lead friends, neighbors, and even chance acquaintances to accept Christ will inspire you to believe Him to use you too! This is more than a course to study. It is a book you will refer to again when you encourage those you have won to win others in ongoing evangelism.

### Course Description

Sharing the Good News is a practical course on the important ministry of soul-winning. Written primarily for workers in the local church, it is a how-to study of the work of sharing the good news with the object of teaching the student how to lead people to put their trust in Jesus Christ as their Savior and Lord. It is also designed to help the student learn how to teach personal soul-winning to others. Special emphasis is given to the dynamic ministry of the Holy Spirit and the Word of God in effecting conversions.

### Course Objectives

When you finish this course, you should be able to:

- Understand evangelism as the normal outcome of the conversion experience.
- 2. Select specific types of evangelism to be involved in.
- 3. Use the Bible as a tool in evangelistic activity.
- 4. Appreciate the work of the Holy Spirit in evangelism.

#### **Textbooks**

You will use this independent-study textbook, *Sharing the Good News* by Robert and Evelyn Bolton, as both the textbook and study guide for the course. The Bible is the only other textbook required.

# Study Time

How much time you actually need to study each lesson depends in part on your knowledge of the subject and the strength of your study skills before you begin the course. The time you spend also depends on the extent to which you follow directions and develop skills necessary for independent study. Plan your study schedule so that you spend enough time to reach the objectives stated by the author of the course and your personal objectives as well.

# Lesson Organization and Study Pattern

Each lesson includes: 1) lesson title, 2) opening statement, 3) lesson outline, 4) lesson objectives, 5) learning activities, 6) key words, 7) lesson development including study questions, 8) self-test (at the end of the lesson development), 9) answers to the study questions. Answers to each self-test are at the back of your textbook before the unit student reports.

The lesson outline and objectives will give you an overview of the subject, help you to focus your attention on the most important points as you study, and tell you what you should learn.

Most of the study questions in the lesson development can be answered in spaces provided in this study guide. Longer answers should be written in a notebook. As you write the answers in your notebook, be sure to record the number and title of the lesson. This will help you in your review for the unit student report.

Do not look ahead at the answers until you have given your answer. If you give your own answers, you will remember what you study much better. After you have answered the study questions, check your answers with those given at the end of the lesson. Then correct those you did not answer correctly. The answers are not given in the usual numerical order so that you will not accidentally see the answer to the next question.

These study questions are very important. They will help you to remember the main ideas presented in the lesson and to apply the principles you have learned.

#### How to Answer Questions

There are different kinds of study questions and self-test questions in this study guide. Below are samples of several types and how to answer them. Specific instructions will be given for other types of questions that may occur.

A *MULTIPLE-CHOICE* question or item asks you to choose an answer from the ones that are given.

- **1** The Bible has a total of
- **a)** 100 books.
- **b)** 66 books.
- **c)** 27 books.

The correct answer is *b*) 66 books. In your study guide, make a circle around *b*) as shown here:

- 1 The Bible has a total of
- **a)** 100 books.
- **(b)** 66 books.
  - c) 27 books.
  - d) 2 books.

(For some multiple-choice items, more than one answer will be correct. In that case, you would circle the letter in front of each correct answer.)

A TRUE-FALSE question or item asks you to choose which of several statements are TRUE

#### Example

- **2** Which statements below are TRUE?
- a) The Bible has a total of 120 books.
- **b** The Bible is a message for believers today.
- c) All of the Bible authors wrote in the Hebrew language.
- **d** The Holy Spirit inspired the writers of the Bible.

Statements **b** and **d** are true. You would make a circle around these two letters to show your choices, as you see above

A *MATCHING* question or item asks you to match things that go together, such *as* names with descriptions, or Bible books with their authors.

#### Example

- **3** Write the number for the leader's name in front of each phrase that describes something he did.
- 1 a Received the Law at Mt. Sinai

- 1) Moses
- 2.b Led the Israelites across Jordan
- 2) Joshua

- 2 c Marched around Jericho
- . **1** . **d** Lived in Pharaoh's court

Phrases a and d refer to Moses, and phrases **b** and **c** refer to Joshua. You would write **1** beside **a** and **d**, and **2** beside **b** and **c**, as you see above.

# Ways to Study This Course

If you study this GU course by yourself, all of your work can be completed by mail. Although GU has designed this course for you to study on your own, you may also study it in a group or class. If you do this, the instructor may give you added instructions besides those in the course. If so, be sure to follow his instructions.

Possibly you are interested in using the course in a home Bible study group, in a class at church, or in a Bible school. You will find both the subject content and study methods excellent for these purposes

### **Unit Student Reports**

In the back of your study guide are located the unit student reports and answer sheets. These are to be completed according to the instructions included in the course and in the unit student reports. You should complete and send each unit answer sheet to your instructor for his grading and suggestions regarding your work. Send one when you complete each unit.

#### Certificate

Upon the successful completion of the course and the final grading of the unit answer sheets by your GU instructor, you will receive your Certificate of Award.

#### About the Authors

The authors of this course are Robert and Evelyn Bolton, both the children of missionary parents. The Boltons are the parents of two daughters. Robert was born in mainland China, the son of Ada and Leonard Bolton, who ministered for over 37 years, pioneering churches in China, Burma, Bangladesh, and Jamaica. Evelyn is the daughter of Lydia and Frederic Burke. Mr. Burke is the founder of the All Africa School of Theology, a leading correspondence school for African leaders.

The Boltons are graduates of Central Bible College, Springfield, Missouri. Robert received his MA in missions from the School of World Mission and Institute of Church Growth at Fuller Theological Seminary, in Pasadena, California. Beginning in 1955, they engaged in evangelization, church planting, and Bible training among the Minnan-speaking Chinese in the large cities of Taiwan and also among the tribespeople in the mountains.

After 39 years serving under the Division of Foreign Missions, the Boltons retired from missionary ministry overseas. In 1994, they were appointed by the Division of Home Missions to serve in Intercultural Ministries, specifically, Chinese ministries. In 1996, Robert received his Doctorate in Missiology at Trinity Evangelical Divinity School (Trinity International University), Deerfield, IL. In 1998, the couple planted a Chinese assembly that uses the annex of Highway Mission Tabernacle, the oldest A/G church in Philadelphia, for services

#### Your GU instructor

Your GU instructor will be happy to help you in any way possible. If you have any questions about the course or the unit

student reports, please feel free to ask him or her. If several people want to study this course together, ask about special arrangements for group study.

God bless you as you study *Sharing the Good News*. May it enrich your life and Christian service and help you fulfill more effectively your part in the body of Christ.



# **UNIT ONE:**

# A WORLD TO WIN— See the Need!

#### <u>Lessons</u>

- 1 Why Evangelize?
- 2 You Can Evangelize!
- 3 Work Together to Share the Good News

# Why Evangelize?

Picture a large field of ripe grain, with heavy storm clouds in the distance. Only a few workers are gathering the grain. What will happen? Much of the harvest will be lost!

"He told them, 'The harvest is plentiful, but the workers are few. Ask the Lord of the harvest, therefore, to send out workers into his harvest field. Go! I am sending you'" (Luke 10:2–3).

Jesus is calling His followers today to go into the fields of people to gather in a spiritual harvest of souls. He wants us to evangelize!

In this first lesson you will discover reasons why evangelizing, like harvesting, is so important. You will discover why it is necessary and why *you* should have a part in this work of the Lord.

#### lesson outline

The Challenge Is Great

The Lost Need Christ

He Has Chosen You to Tell Them

### lesson objectives

When you finish this lesson you should be able to:

- 1. Provide evidence showing the need for evangelism.
- 2. Give reasons from Scripture why you should tell the good news about Christ to others.
- 3. Discuss evidence from Scripture that the Lord has chosen you to share the good news.

# learning activities

- Study the lesson outline and lesson objectives. These will help you identify things you should try to learn as you study the lesson.
- 2. Find the definitions of any key words you do not understand in the glossary at the end of this study guide. Read each Scripture to which the lesson refers.
- 3. Read the lesson and complete all the questions and exercises in the lesson development. Write answers to questions in this study guide where space is provided. Write long answers in a separate notebook when you are asked to do so. Check your answers with those given at the end of the lesson.
- 4. Memorize the verses given in each section called *Fingertip*Text marked with this symbol:

These important verses concerning salvation have been especially chosen for you to learn so that you will be able to quote or refer to them when you are talking to someone

- about Jesus. You will need some small blank cards on which to write them. Directions for making and using the cards are given in the lesson.
- 5. Complete the self-test at the end of this lesson and check your answers carefully with those given at the end of this study guide. Review any items you answered incorrectly.

#### key words

Understanding the key words listed at the beginning of each lesson will help you as you study. You will find them defined in alphabetical order in the glossary that is in the back of your study guide. If you are in doubt about the meaning of any of the words on the list, you may look them up now or when you come across them in your reading.

ascend deaconess commission sovereign

### lesson development

#### THE CHALLENGE IS GREAT

**Objective 1.** Provide evidence showing the need for evangelism.

You have already read Christ's description of the harvest. It is "ripe" and "large." You learned that this is a picture of people in Christ's day and also in ours. Now let us consider this picture a little more closely.

### The World's Population Is Increasing

Perhaps you have been on a crowded bus or train. Do you remember what it was like? All the seats were taken. You may have had to stand with many others, and even the people standing were squeezed in as tightly as possible! Many countries are becoming more and more crowded. Though new buildings are going up every day, there aren't enough homes for everyone.

The more people there are, the faster the population increases. In 1930, our world had a population of 2 billion people. By 1980, the population had climbed to over 4 billion. By 2000, it had reached 6 billion. That means a gain of 2 billion people in 50 years! In the year 2011, the population surpassed 7 billion people.

What does this mean to you as a believer in Christ? You will realize right away that most people around you are not saved. You will realize, too, that there are more people living today who are not saved than in any previous generation. This means that *every believer* is needed to tell others about the Savior.

A preacher in Asia once told Christ's story about the shepherd with a hundred sheep. One became lost. Leaving the ninety-nine in a safe place, the faithful shepherd went out in search of the one that was lost. He found it at last and rescued it. How glad he was! He called his friends and neighbors to be happy with him.

"However," said the preacher, "in our country the numbers are the other way around. Only *one* sheep is in the fold and the *ninety-nine are lost*. Only a few people are saved. All the others need to be found and brought to the Savior."

# **Application**

1	ippose you were telling the story about the one				
hun	hundred sheep. The sheep who are in a safe place represent				
the	the believers in Jesus in your country. How many lost sheep				
wou	would the shepherd be searching for if the story took place in				
you	your country?				

#### People Are Lost

Have you ever been lost? If you have, you remember how helpless and alone you felt. You didn't know which way to go. You needed another person to help you find your way again.

Jesus used the word *lost* to describe the *spiritual condition* of unsaved people. This condition has nothing to do with their status. They may be well-educated, law-abiding citizens and yet be lost spiritually. Whether rich or poor, without Christ in their lives they are lost. What makes this lost condition even more pitiful is that many are lost and are not aware of it! They are lost and do not know it

A man was traveling on a train. He had his ticket and a comfortable seat. He was enjoying the bright scenery when the conductor came by. To his dismay, the man found out that he was riding in the wrong direction! Many people are like this traveler. They are headed in the wrong direction but do not know it. They may be very sincere, doing what they think is right, but this is not enough. They need to be directed to the only way of salvation. Have you tried to imagine how Jesus feels about the lost?

A mother was very busy when her two little daughters asked to go and watch a parade that was passing by one evening just two blocks from their home. She consented on the condition that they stay on the corner of their own street. Soon afterward, she had second thoughts. In the excitement, they might be pushed by the crowds, and as darkness settled, they may not recognize where they were. She needed to go to them quickly before the crowd scattered. Dropping everything, she hurried down to the corner. To her dismay, they were not there. She began pushing her way up and down the lines of people, searching and calling, but could not find them. Full of concern, she forced her way through to the front of the lines, becoming a part of the parade and thinking, *If I can't see them, at least they will see me*.

After the parade was over, the people began to scatter. In desperation, the mother climbed up on a platform where her girls would surely be able to see her. Still, there was no sign of them! Not knowing what to do, she ran back to the house, which she had left wide open. What a joy to find her children safe at home! A friend had shown them the way.

Later, the mother thought: Here I am, a timid, shy person who does not like to be seen. But when I thought my children were lost, I forgot about myself, my work, and my house. My one concern was to find them. Should I not care as much for souls that are eternally lost? Jesus must feel more for them than I do for my daughters. He died to save them, but He needs me to show them the way. I must not be too busy or too self-conscious to go out and seek them.

# **Application**

2 In your notebook, name two things the mother in the story did to find her children.

#### People Have Needs

I cannot think of a single person who is without some kind of need. Can you? Needs exist even in wealthy families. A rich man may have everything money can buy. He may have plenty of food, clothes, houses, lands, and vehicles, yet he may be very sad because his only son is ill.

People's needs vary. In the example, the needs were physical and emotional. The sick son needed healing, and his father wanted comfort. For many people, material needs are uppermost. Countless thousands lack the basic requirements of food, clothing, and shelter. Help must be extended to them!

Others are overwhelmed by psychological and mental problems; they lack joy and peace. Others crave love while still others need courage and their spirit uplifted, and millions are looking for ways to further their education or to be accepted socially.

But the greatest single need of people is *spiritual*. Someone must be aware of that need and be willing to do something about it.

# Application

- **3** Answer the following questions in your notebook.
- a Name five different kinds of needs people have.
- **b** Which is the greatest need people have?

A deaconess of a large church in Korea went to the market. There, she overheard one woman telling another about her problems at home. The deaconess quietly followed her to her house, allowed time for her to get settled, and then knocked at her door. Politely introducing herself, she explained that she had overheard the woman talking about her difficulties.

She then mentioned that friends gathered in her home to pray for people in need. Would this woman be willing to let the group pray for her? She said "Yes," and the first visit ended. A few days after the group had prayed for this need, the deaconess went again to the woman's home. This time the woman met her with a smile. God was already answering prayer. She and her husband, a professor, had been having marital problems and had considered a divorce. Now, things were beginning to change. The deaconess shared the woman's joy and then invited her to the home gathering. Before long, the woman was joyously converted and in turn won her husband to Christ.

The deaconess was alert to people's needs. Today, the professor and his wife are members of a church, and they are leading a home gathering where people are being won to Christ.

# **Application**

**4** You have learned three facts which show that the need to evangelize is great. In your notebook, list each of these and give evidence from the lesson or from your own experience to support them.

#### THE LOST NEED CHRIST

**Objective 2.** Give reasons from Scripture why you should tell the good news about Christ to others.

### Christ Is the Only Means of Salvation

The Bible states clearly that faith in Christ is the only means of salvation. Jesus said, "I am the way and the truth and the life. No one comes to the Father except through me" (John 14:6).

A man who accidentally fell into a deep pit called out for help. The first passerby stopped, but only to tell him that he would have avoided the accident had he been more careful. The second person to come by blamed him for wrongdoing. Then, a third person stopped and said kindly, "I'm so sorry you are in the pit." The man in the pit did not need wise counsel. Neither did he need disapproval or even sympathy. He needed to be rescued! A fourth man finally came and, seeing his plight, hurried to get a rope and pulled him out. He became the man's savior.

Christ came to save people out of the pit of sin and to show them the way of life. Lost men, fallen men, need this kind of a rescuer. Jesus was sent into the world, not to be its judge, "but to save the world" (John 3:17).

### **Application**

- **5** Find the following verses. Which one supports the idea that Christ is the only means of salvation?
- **a)** John 3:17
- **b)** Luke 12:8
- c) Acts 4:12

You have learned that people are spiritually lost. In Luke 15, Jesus tells some beautiful stories about people seeking their lost possessions. The story of the shepherd going out to find the one lost sheep shows us clearly how Jesus came "to seek and to save" each person lost in his sin (Luke 19:10). No one is unimportant; each one is valuable to God! He "sent his Son to be the Savior of the world" (1 John 4:14). Like the woman who lit a lamp, swept the house, and looked carefully until she found her coin, so our Savior seeks lost people.

Jesus said there is rejoicing in heaven when lost people repent of their sins (Luke 15:7, 10), for the lost is found!

### **Application**

Here is your first *Fingertip Text*. Memorize the title, reference, and text. Take one of your small blank cards. On one side, write the title and reference of the *Fingertip Text*. On the other side, write the text as you see it in the illustration below. To test yourself, look at one side of the card and say out loud what is on the other side. You can carry this card (and the others you will make) with you and use times of waiting to learn and review these texts.

Title: The Fact of Salvation	Reference: 1 Timothy 1:15		
Text: Here is a trustworthy saying that deserves full acceptance: Christ Jesus came into the world to save sinners.			
(Side 1)	(Side 2)		
The fact of salvation 1 Timothy 1:15	Here is a trustworthy saying that deserves full acceptance: Christ Jesus came into the world to save sinners.		

#### God Wants All to Be Saved

As surely as I live, declares the Sovereign LORD, I take no pleasure in the death of the wicked, but rather that they turn from their ways and live. (Ezekiel 33:11)

This is good, and pleases God our Savior, who wants all people to be saved and to come to a knowledge of the truth. (1 Timothy 2:3–4)

The Lord is not slow in keeping his promise, as some understand slowness. Instead he is patient with you, not wanting anyone to perish, but everyone to come to repentance. (2 Peter 3:9)

Ezekiel was an Old Testament prophet. Paul, who wrote 1 Timothy, and Peter, who wrote 2 Peter, were New Testament

writers. All three men were inspired by the Holy Spirit. From the words they wrote, we know that God wants *all* to be saved. He wants the lost to be found and cared for.

# **Application**

**7** Read the following Scriptures (left side). Then match each one to the statement it supports best (right side).

- ....**a** 1 Corinthians 3:11
- ....**b** 1 Timothy 2:6
- ....**c** John 3:36
- ....**d** 1 Timothy 2:3–4
- ....**e** 1 Timothy 2:5

- 1) Christ is the only means of salvation.
- 2) God wants all to be saved

#### HE HAS CHOSEN YOU TO TELL THEM

**Objective 3.** Discuss evidence from Scripture that the Lord has chosen you to share the good news.

Do you believe that *you* must share in making Christ known to others? We hope so. Jesus said, "I chose you and appointed you so that you might go and bear fruit—fruit that will last" (John 15:16). Jesus is the vine; we are the branches. He wants every branch to bear fruit—that is His reason for giving us His life and strength. The following are three reasons He chose you to tell others about Him

# Christ Has a Claim on People

He is the God-Man sent from heaven, the one who created everything (John 1:3). On one occasion, He said, "I, when I am lifted up from the earth, will draw all people to myself" (John 12:32). When soldiers lifted up a huge, rough cross with Jesus nailed to it and planted one end in the earth, this verse found fulfillment. For upon that cross, Jesus tasted death for

everyone (Hebrews 2:9). Since He died for everyone, He has a claim on all.

In addition, Christ's claim on everyone will be fulfilled completely when He is honored as Lord over all. In Philippians 2:10–11, we read that "at the name of Jesus every knee should bow, in heaven and on earth and under the earth, and every tongue acknowledge that Jesus Christ is Lord, to the glory of God the Father." Thus, Christ has a claim on both you and the person you may be seeking to win for Him.

Beside each statement given below write whether it is

# Application

	UE or FALSE, and give the reference of a verse that supports ar answer. If the statement is FALSE, rewrite it so that it
is T	TRUE.
a	It was Christ's teaching about repentance that showed He
	has a claim on all men.
b	One day everyone will say that Jesus Christ is Lord.
C	Christ died only for those who believe in Him.
9	Here is your second <i>Fingertip Text</i> . Memorize the title,
refe	erence, and text. Write it on one of your small blank cards as

Title: The Means of Salvation	Reference: Romans 10:13
Text: Everyone who calls on to be saved.	he name of the Lord will

you were instructed in question 6.

#### The Great Commission Is Still Valid

Before Jesus ascended into heaven, He gave this charge: "Go and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, and teaching them to obey everything I have commanded you. And surely I am with you always, to the very end of the age." (Matthew 28:19–20).

These words, commonly called the Great Commission, were not just for the disciples but for all of His followers. As long as there are people in the world to be made disciples, Christ's words still apply. Thus, the Great Commission is still valid and in effect; it has never been canceled.

### **Application**

- **10** The Great Commission is valid for today because
- a) it was the last thing Jesus said.
- **b)** believers today are also Jesus' followers.
- c) everyone understands what it means.

### People Need to Be Told

The Great Commission calls for obedience. As you apply Christ's words to yourself, you will realize that you must share the good news with others. The good news is that "Christ Jesus came into the world to save sinners" (1 Timothy 1:15). The Good News is also that "Everyone who calls on the name of the Lord will be saved" (Roman 10:13). We cannot keep the news to ourselves!

In Romans 10:14, Paul asks a series of questions, each related to the others. Notice how each one leads to the next:

Question 1: "How, then, can they call on the one they have not believed in?"

Question 2: "And how can they believe in the one of whom they have not heard?"

Question 3: "How can they hear without someone preaching to them?"

In other words, there must be purposeful witnessing; otherwise, people will not have an opportunity to accept Christ.

### **Application**

**11** According to Romans 10:14, there are four things that must happen in order for people to be saved. These four are stated in the sentences below (left column). Number the sentences in the order in which the events they describe take place.

a	They listen to the message.		First	
<b>b</b>	They call on Christ for help.		Second Third	
<b>C</b>	Someone tells them about Christ.	4)	Fourth	
d	They believes what they have heard.			
<b>12</b> For which of the four events given in question 11 are you most directly responsible as a Christian witness?				

Think for a moment how you first heard the message. Someone brought it to your hearing. You heard. You believed. You asked the Lord for His saving help. Then, He saved you. There was no other way. In a similar manner, you must tell others, giving them an opportunity to hear clearly, to understand fully, and then to call on the name of the Lord for His saving grace.

# **Application**

- **13** Circle the letter in front of each Scripture given below that shows that you have been personally chosen to share the Good News with others.
- a) "You did not choose me, but I chose you and appointed you so that you might go and bear fruit—fruit that will last." (John 15:16).
- **b)** "I have fought the good fight, I have finished the race, I have kept the faith" (2 Timothy 4:7).
- **c)** "Love does not delight in evil but rejoices with the truth" (1 Corinthians 13:6).
- **d)** "So in everything, do to others what you would have them do to you" (Matthew 7:12).

Why should you share the Good News? The challenge is great! The lost need Christ! The Master chooses you to witness and to win disciples for Him!

#### self-test

MULTIPLE CHOICE. Circle the letter of the correct answer for each question.

- **1** When Jesus used the word *lost* about people, He was speaking of their
- a) spiritual condition.
- **b)** social status.
- **c)** physical needs.
- **2** Which truth is best illustrated by the story from Korea about the deaconess who helped the professor's wife?
- a) All different kinds of people have needs.
- **b)** Not all people have exactly the same kinds of needs.
- c) People who have needs will often accept help.
- **3** The story from this lesson about the man who had fallen into a pit illustrates the fact that Jesus
- a) spent time teaching and praying.
- **b)** gives the kind of help fallen men need.
- **c)** gave His disciples the Great Commission.
- d) felt compassion for the lost.
- **4** Which group of statements is the best summary of all three of the major reasons why we should evangelize?
- a) People who have needs are often open to those who try to help them. It is not enough just to express sympathy for them. They should be given the kind of help they really need.
- b) There is a growing number of people who are spiritually lost. Since Christ is the only way to God, we must tell them about Him so that they can believe and be saved.
- c) The Bible shows us very clearly that Christ is the only way of salvation. Since this is true, it is not possible for people to be saved in any other way than through Him.

MATCHING. Match each statement, fact, or Scripture (left column) to the reason for evangelism (right column) that it best supports.

- .... **5** The Great Commission is valid today.
- .... **6** By the year 2000, the population had reached 6 billion people.
- .... **7** 1 Timothy 1:15
- .... **8** The world's population is increasing.
- .... **9** Jesus Christ is the only way of salvation.
- ....**10** The reason Christ came to the world was to rescue sinners.
- ....11 People must be told about Christ before they can believe in Him.

- a) The challenge is great.
- b) The lost need Christ.
- c) He has chosen you to tell them.

#### FINGERTIP TEXT.

**12** From memory, write in your notebook or quote to someone else both *Fingertip Texts*. Include the title, the reference, and the entire text of each one

#### answers to study questions

The answers to your study exercises are not given in the usual order so that you will not see the answer to your next question ahead of time. Look for the number you need, and try not to look ahead.

- 1 Your answer. Perhaps in your country more people are lost than found. If such is the case, your story would be like the one told by the preacher in Asia.
- 8 a False (John 12:32, Hebrews 2:9). It was Christ's death on the cross which showed that He has a claim on all men.
  - **b** True (Philippians 2:10–11).
  - **c** False (Hebrews 2:9). Christ died for everyone.
- 2 Your answer could say something like this: The mother left her house to look for her children, and she became part of the parade and climbed up on the platform so that her children could see her.
- **9** Without looking at your card, you should be able to quote perfectly all three parts of the *Fingertip Text*, Romans 10:13.
- **3 a** Physical (and material), emotional, mental, educational, and spiritual.
  - **b** Spiritual.
- **10 b)** believers today are also Jesus' followers.
  - 4 The three facts are these: The number of people in the world is increasing, people are lost, and people have needs. Your examples might be from the lesson, the Bible, or your own experience, but each one should help support the fact for which you have used it.
- **11 a** 2) Second.
  - **b** 4) Fourth.
  - c 1) First.
  - **d** 3) Third.

- **5 c)** Acts 4:12.
- **12 c** Someone tells them about Christ. (That is, you are the one who tells the person. The rest of the actions are things that the person himself or herself must do.)
  - **6** Without looking at your card, you should be able to quote perfectly all three parts of the *Fingertip Text*, 1 Timothy 1:15.
- **13 a)** "You did not choose me, but I chose you and appointed you so that you might go and bear fruit—fruit that will last." (John 15:16).
  - **d)** "So in everything, do to others what you would have them do to you" (Matthew 7:12).
  - **7 a** 1) Christ is the only means of salvation.
    - **b** 2) God wants all to be saved.
    - **c** 1) Christ is the only means of salvation.
    - **d** 2) God wants all to be saved.
    - **e** 1) Christ is the only means of salvation.

# You Can Evangelize!

Have you ever looked at the stars in the sky on a clear night and marveled at their beauty and great number? There they are, fixed in their positions and shining brightly!

Scripture tells us that people who lead many to righteousness and who teach many to do what is right will shine like these stars forever (see Daniel 12:3).

The task of evangelizing involves you! God wants you to lead your relatives and friends to Christ. When the Bible speaks of souls, their worth, and the rewards for winning the lost, it uses language of heavenly dimensions. What an incentive to share the good news!

In this lesson, you will learn what the task of evangelizing is. You will discover that it can be done by all kinds of people. You will be inspired to prepare yourself for this most rewarding work. Open your heart to the Holy Spirit and allow Him to challenge you to evangelize!

### lesson outline

What Evangelizing Is

Lay People Can Evangelize

Prepare Yourself to Evangelize

# lesson objectives

When you finish this lesson, you should be able to:

- 1. Describe the full scope of evangelism, from seeing a need to helping others see a need.
- 2. Explain who is responsible for sharing the good news.
- 3. Evaluate your own spiritual preparation for evangelism.

# learning activities

- 1. Study the lesson development. Find and read all the Bible verses that are mentioned.
- 2. Answer the study questions. After you have answered them, check your answers with the ones given at the end of the lesson. Review any you answered incorrectly.
- 3. Compare the illustrations given with experiences in soul-winning that you have had or have heard about.

# key words

associates evidence cult figuratively

emphasized

# lesson development

### WHAT EVANGELIZING IS

**Objective 1.** Describe the full scope of evangelism, from seeing a need to helping others see a need.

The word *evangelizing* is a modern term used to cover the four aspects of sharing the good news of salvation through faith in Jesus Christ. These four activities include 1) telling people about the Savior, 2) witnessing to them of Christ, 3) winning them to Him, 4) helping them to win others. We will look at each of these a little more closely.

Making disciples of all people	Telling the Good News
Winning people to Christ	Witnessing for Jesus
EVANGI	ELIZING

# Telling the Good News

When the apostle Paul writes about the *gospel*, he is writing about who Jesus is, why and how He came, what He did, and how He died for us and rose again (1 Corinthians 15:2–4). This is also called the good news. It is good because it tells people how to be saved from sin and its results and how they can receive eternal life. It is news because it is about actual happenings. Unfortunately, most people don't know about it. They need to be told. This is one part of evangelizing.

# Witnessing for Jesus

Witnessing is telling your own experience of salvation. It is testifying about what Jesus has done for you personally. Giving your testimony helps people see that the power of Christ is real. If they can see that it is something good, they will want what you have.

To witness is to give evidence or proof. Jesus said, "You will be my witnesses" (Acts 1:8). This part of evangelizing testifies of Christ's saving power in your life.

Witnessing requires the power of the Holy Spirit. Thank God this is available to believers today! In Acts 1:8, Jesus promised

that "you will receive power when the Holy Spirit comes on you." The Spirit's power is given primarily for witnessing.

In the early church, Peter and other apostles spoke boldly to Jewish leaders about the gospel. They gave evidence about Christ's death and resurrection. They witnessed of repentance and forgiveness of sins. They said, "We are witnesses of these things, and so is the Holy Spirit" (Acts 5:29–32). They experienced the power of the Spirit in witnessing for Jesus!

# **Application**

1	Choose from the phrases given in parentheses the one that
bes	at defines each situation, and write it in the blank.
a	You tell a person that God sent His Son to die for us.
	(Telling the Good News/Witnessing)
	V + 111 II 1 1 1 1 C
b	You tell how He saved you and delivered you from sin.
	(Telling the Good News/Witnessing)

# Winning People to Christ

It is not enough to tell others about the gospel or even to witness to what the Lord has done for you. You need to take yet another step, that of leading people actually to receive Christ Jesus as their own Savior. As the Holy Spirit guides you, help them respond to the love and claims of Christ. In other words, evangelizing must win people to Christ.

The person who wins people to the Lord may be called an evangelist, but don't let the word frighten you! If you tell others about the Savior, you are an evangelist. Paul encouraged young Timothy to "do the work of an evangelist" (2 Timothy 4:5).

Another example of an evangelist is Philip, a deacon in the early church (Acts 21:8). We shall see later on in our study how Philip evangelized.

# Making Disciples of All Peoples

New converts need to be helped to become strong in faith and to grow spiritually. They should be trained to win others to Christ. We refer again to the Great Commission: "Therefore go and make disciples of all nations" (Matthew 28:19). They, too, need to experience the joy of winning others to the Lord.

# Application

- Circle the letter in front of each TRUE statement. If a statement is false, explain why.
- Evangelizing means to tell people that Jesus came into the world.
- **b** When we have shared the good news, we have fulfilled our responsibility.
- Every believer should do the work of an evangelist.
- To be good witnesses, we ourselves must have experienced salvation.
- In your notebook, list the four steps in evangelism presented in this lesson
- Before each description (left column), write the number that represents the action described (right column).

- You give a salvation tract to a man on a 1) Telling train

  - 2) Witnessing
  - 3) Winning
  - 4) Making disciples
- After witnessing to your neighbor, you . . . .b ask him or her if he or she would like to accept Christ now—and he or she does.
- You testify how Christ took away your . . . .C bad habits
- A child asks you about heaven, and you take time to tell him or her how to be saved.
- You help a new convert learn how to witness to others

### LAY PEOPLE CAN EVANGELIZE

**Objective 2.** Explain who is responsible for sharing the good news.

We expect pastors, missionaries, and full-time evangelists to be involved in the task of evangelizing. However, they can never do it all! Evangelizing the world demands that all believers get involved in sharing the good news. You, too, can evangelize! The following stories are examples of lay people who have won souls.

# A Longtime Christian Starts Telling the Good News

A Chinese man named Mr. Lee had been a Christian for many years and attended church faithfully. When in his seventies, he became very ill. Suddenly, as Mr. Lee began to think about meeting the Lord, he became greatly distressed. *I cannot die yet*! he said, *I have no harvest sheaves to give to the Master*. He began to pray earnestly that the Lord would spare him for a few more years so that he could witness to people and see them get saved.

A miracle happened! Mr. Lee became well again. He told his friends how he had prayed and how the Lord spared his life. He began to tell the good news wherever and whenever he could. He rode many miles on his bicycle to attend a pioneer church, to visit people and win them to the Lord. The new church began to grow. Other people were inspired by his zeal. For about ten more years, Mr. Lee lived and worked for his Lord. Then, one day he died happily and peacefully, for he had become a soul winner!

# **Application**

<b>5</b> Read I Corinthians 3:12. Figuratively speaking, with what
kind of materials did Mr. Lee in the above story build during the
last ten years of his life, according to this Scripture?

# A Girl with a Disability Witnesses to Others

A missionary couple went to help in a small pioneer church. They prayed for the salvation of souls and worked with the national pastor to make the church grow. People in the area were idol worshipers. They were suspicious and afraid of the church. The missionaries wanted the church to be a place where people would not be afraid to come.

A girl with a distorted face and body attended the church. When she spoke, it was with great difficulty. Would her appearance perhaps turn people away? Then, to their surprise, the missionaries learned that many of the new converts had been brought in by this girl. She loved Jesus and had a bright smile. She cared about people who did not know the Lord. By her love and caring, she witnessed in spite of her handicap.

# **Application**

	Read Mark 14:8 and answer the following questions. What words in this verse would describe the actions of the girl in the above story?
b	Is that a high commendation?

### A New Convert Wins Her Father

A retired businessman and earnest soul-winner said, "I believe that the associates the Lord puts into my life are for a definite purpose. I take it from the Lord that I must help them. I pray for the anointing and guidance of the Holy Spirit in what to do and say to meet spiritual needs." He then told the following story:

"I was asked by a girl who didn't know the Lord to visit her father, an elderly man with a brain tumor. Because of heavy traffic during rush hour, I arrived at the hospital after visiting hours. I learned that the patient was heavily drugged and that

I could not have talked with him anyway, as he spoke another language. I cried to the Lord to open the way for me to reach him. Within a week, the Lord answered my prayer. The man was converted and went to heaven, a saved soul!"

"How did this come about?" we asked.

"Christine, the girl, was deeply concerned about her father," this man told us. "Meeting her after the fruitless hospital visit, I said to her, 'There's only one way left for me to help you and your father. I shall carefully explain to you the way to be saved. You will accept the Lord as your Savior. Then you and I will believe the promise that you will be saved and your family (see Acts 16:31). You will then tell your father what the Lord has done for you, and agree with me for your dear father's conversion. Do you consent to this plan?'

"Oh, yes indeed, Sir!' Christine replied eagerly.

"Fine. There are five steps to salvation. The first one is to acknowledge that you are a sinner, "for all have sinned and fall short of the glory of God" (Romans 3:23). Do you believe this, Christine?'

"Yes, I do."

"Now there are four steps left. The second is to recognize that God did something about your sin, "for God so loved the world that he gave his one and only Son, that whoever believes in him shall not perish but have eternal life" (John 3:16).

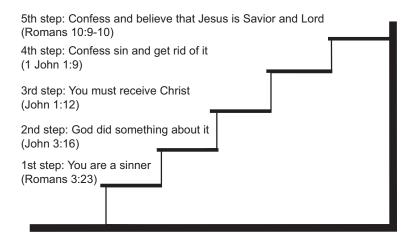
"The third step is to accept Him. You must not just admire Jesus, nor pity Him in His sufferings. To those who *receive* Him, He gives "the right to become children of God" (John 1:12).

"The fourth step is to *confess* your sin and get rid of it. God's Word says that "if we confess our sins, he is faithful and just and will forgive us our sins and purify us from all unrighteousness" (1 John 1:9).

"The last step, Christine, is to confess and believe that Jesus is your Savior and Lord. "If you declare with your mouth,

'Jesus is Lord,' and believe in your heart that God raised him from the dead, you will be saved" (Romans 10:9).

#### FIVE STEPS TO SALVATION IN CHRIST



'Do you take these steps, Christine?'

"She was willing, so I prayed for her in Afrikaans (the language closest to her own that I could use). She, in turn, prayed, and together we prayed earnestly for her father's salvation.

"The next night the telephone rang. It was Christine. With joy, she told me that when she saw her father his mind was clear. Christine told him of her salvation.

"What do you mean?' the old man asked.

"'I accepted the Lord Jesus as my Savior.'

"'Honey, that's wonderful!' exclaimed her father. 'I would love to have you tell me how I can become a Christian.'

"Christine gave him the five steps of salvation through faith in Christ. Her sick father accepted Jesus as his Savior, too. That was Wednesday. On Saturday, he went to be with the Lord."

This was a double victory in soul-winning: the girl got saved and then, as a new convert, led her aged father to the Lord!

# **Application**

- **7** Write in your notebook the five steps of salvation in Christ as given in the diagram. Be sure to include the Scripture references. Quote each one or give its meaning in your own words. Memorize these five important steps.
- **8** Answer the following questions.
- Would the story have been complete if the businessman had tried to reach only the father?
- **b** What two actions followed sharing and witnessing?
- **9** Write the following *Fingertip Text* on a small card as instructed in Lesson 1. Memorize the title, reference, and text.

Title: Everyone Has SinnedReference: Romans 3:23Text: All have sinned and fall short of the glory of God.

# A Working Man Makes Disciples

A telephone lineman in Central America had to travel great distances over the countryside on horseback, keeping the lines in repair. He would stop overnight in homes of peasants who did farm work on the large estates. This man became converted. He began witnessing to his peasant friends, telling them about the Lord's saving power in his life. He read to them from his Spanish New Testament. Bit by bit, these farm workers responded to the truth of the gospel. In one place, two or three accepted Christ; in another, a family of five or six members.

The lineman then called pastors in to further instruct and baptize these believers. Banded together in Christian fellowship, the new converts themselves shared the good news. The lineman continued to make his rounds maintaining telephone service, but in his free time he won and taught people. Today, you find churches in places where this Spirit-filled lineman stopped in his travels. He obeyed the Great Commission.

# **Application**

10 sto										ri	t-	fi	116	ed	11	in	e	m	ıa	n	in	. (	u	r	

### PREPARE YOURSELF TO EVANGELIZE

**Objective 3.** Evaluate your own spiritual preparation for evangelism.

# Show Concern for People

Long ago, Naaman, commander of the Syrian army, won victories in battle. Though a great soldier, honored by his king and his country, he suffered from an incurable disease—possibly leprosy.

A young girl captured from the nation of Israel was a servant in his household. This girl felt concern for her master and wanted to help. What could she do?

Simply expressing concern to Naaman's wife, she said, "If only my master would see the prophet who is in Samaria! He would cure him of his leprosy" (2 Kings 5:3).

Her concern led to a miracle. After Naaman heard what she said, he traveled to Samaria to see the prophet Elisha. After he followed the prophet's instructions to wash seven times in the Jordan River, his flesh became as clean and healthy as a child's. God healed Naaman completely!

When you feel concern for people and show that concern, you will find ways to help them.

# Pray for Souls

Sharing the good news of Christ's salvation with others is spiritual work. Prepare for this work by praying for specific individuals. Keep their names in mind while praying, and look for opportunities to share the good news with them.

An Englishman named David traveled on a coach from Calais, France, to Brussels, Belgium. Before taking the trip, he prayed that God would give him an opportunity to witness to someone. The only seat left for him on the coach was next to a young Belgian lady named Marie. They started to talk. David soon discovered that Marie was willing to discuss spiritual matters.

"Are you a Christian believer?" David asked.

"I'm not sure," Marie responded. She explained that she did go to church occasionally. Then, she asked David if he belonged to a cult.

"No," he replied, "I'm an evangelical Christian." David then explained the way of salvation. He was careful not to force his conversation on her, allowing time for her to express herself and to ask questions. He discovered that she had been seeking God but didn't know how to find Him!

Their conversation lasted three hours—the length of their journey. David invited Marie to a church where the full gospel message was preached. Marie learned that Jesus is the only way to God, and with joy, she accepted Him as her Savior.

When we met Marie, she told us, "My life is completely changed!"

Because David had prayed, the Spirit directed him to a hungry heart with whom he shared the good news of salvation.

# Be Filled with the Holy spirit

How important a qualification this is for soul-winning! Be filled to overflowing with the Holy Spirit and you will be filled with spiritual power to win souls to Christ. Out of your heart will pour streams of life-giving water to bless many lives! (See John 7:38.)

### Desire to Win Others to Christ

Allow the love of Christ to burn in your heart as a flame of fire! You will then want to win people to Him. The love

of Christ will rule you and compel you to go to the lost (see 2 Corinthians 5:14). We love because God first loved us and sent His Son that we (and they) might have eternal life.

# **Application**

t
•

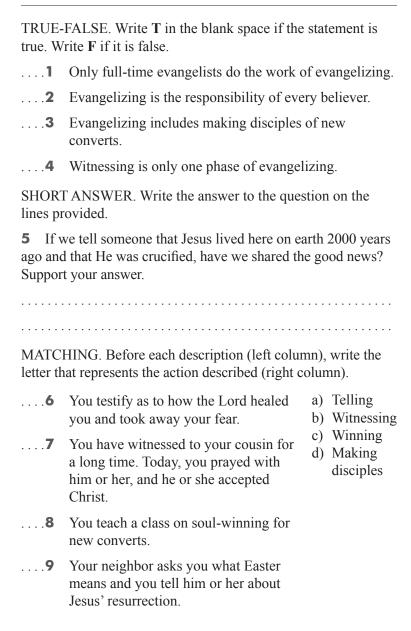
Title: God's Gift of Love Reference: John 3:16

Text: For God so loved the world that he gave his one and only Son, that whoever believes in him shall not perish but have eternal life.

- **12** Grade yourself on the following self-evaluation test. If an area needs much improvement, give yourself 1 point (for honesty). Allow 2 points for an area that needs some improvement and give yourself 3 points for each area you have prayed about and tried to do something about.
- Showing concern for people.....
- **b** Praying for souls.....

- **13** In your notebook, write the names of at least two people you want to win to Christ. Begin praying for them now and ask the Lord to give you the key to reaching them for Him.

### self-test



MULTIPLE CHOICE. Circle the letter(s) of the correct answer(s).

- **10** A Christian tells you that he or she has moved into an apartment building where there are no other believers. What should he or she do?
- **a)** Move somewhere else, in a Christian community if possible.
- **b)** Pray that the Lord will help him or her witness to unsaved neighbors.
- c) Show Christ by his or her words and actions, being a "light" to the lost (Matthew 5:16).
- **11** What truth is emphasized in the story of Naaman and the servant girl?
- **a)** The girl's concern for her master opened the way for her to help him.
- **b)** The girl's heart was still back home in the land of Israel.
- **c)** The girl had to do something because she was a servant.
- d) Naaman received help because he was a wealthy man.

#### FINGERTIP TEXT

**12** From memory write in your notebook or quote to someone else the *Fingertip Text* you learned. Include the title, reference, and text.

# answers to study questions

- **1 a** Telling the Good News.
  - **b** Witnessing.
- 8 a No.
  - **b** Winning and making disciples.
- **2** a False. Telling them that Jesus came is stating a historical fact. We must tell them *why* He came.
  - **b** False. We have further responsibility to win people to Christ and to make them disciples who can also witness for Him.
  - **c** True.
  - **d** True.
- **9** Without looking at your card, you should be able to quote all three parts of the *Fingertip Text*, Romans 3:23.
- **3** Telling the Good News, witnessing for Jesus, winning people to Him, and making disciples.
- **10** Everywhere he went he preached the message.
- 4 a 1) Telling.
  - **b** 3) Winning.
  - c 2) Witnessing.
  - **d** 1) Telling.
  - e 4) Making disciples.
- **11** Without looking at your card, you should be able to quote all three parts of the *Fingertip Text*, John 3:16.
  - **5** Gold, silver, and precious stones.
- **12** Your answer. We hope that your score was more than ten.
  - **6 a** She did what she could.
    - **b** Yes. Very high!
- 13 Not only is this your answer, but it becomes your responsibility. Very likely no one at the Global University office knows the people whose names you have written—but you do, and God does.

**7** *Step one*: You are a sinner. Romans 3:23 tells us that all have sinned and are far from God. (The other steps should be written in the same way, and all of the steps memorized.)

# Work Together to Share the Good News

Nothing is more exciting than to belong to a well-trained basketball or football team matched against an opposing team! Every team member knows that no individual can possibly win the game alone, but each must help the other toward a common goal. Everyone does his or her share. All are mutually dependent upon the support of the others.

The task of evangelizing our world calls for this same kind of team effort. No one person can do it alone. God is pleased to use a *team of workers* in enlarging His church. The apostle Paul emphasized our work together (see 2 Corinthians 6:1).

You are now studying the final lesson of Unit 1. In addition to personal soul-winning, another important dimension is cooperative evangelizing through the church. As believers are mobilized into evangelistic teams of one kind or another, soul-winning ministries multiply. Come, join a team!

### lesson outline

God's Primary Agent for Evangelism Is the Church

Evangelizing Involves Every Believer

Evangelizing Includes Follow-Up Work

# lesson objectives

When you finish this lesson you should be able to:

- 1. Identify situations requiring church-based teamwork in evangelism.
- 2. List three types of evangelism and evaluate your ability to participate in each.
- 3. Describe ways you can work in evangelism.
- 4. Recognize the importance of follow-up work in evangelism.

# learning activities

- 1. Read the lesson in this independent-study textbook and do the exercises in the lesson development. Be sure to keep working on the *Fingertip Texts*.
- 2. Take the self-test at the end of the lesson and check your answers carefully.
- 3. Review Lessons 1 through 3, then answer the questions in the unit student report for Unit 1.

# key words

alternate	martyrdom	sponsor
intersperse	prospective	supportive
linger	reluctant	

# lesson development

# God's Primary Agent for Evangelism Is The Church

During our Lord's ministry, He sent out, in teams of two, at least seventy-two men to thirty-five or more towns and cities in the province of Galilee. He delegated power to these team members for evangelizing, healing the sick, and claiming deliverance for those bound by evil spirits. The teams later returned rejoicing in their spiritual victories (Luke 10:17).

After Jesus ascended into heaven and the Holy Spirit descended upon believers on the Day of Pentecost, the young church became God's primary agent in evangelizing. Throughout the centuries, the church has continued as a vehicle for evangelizing. During certain periods of history, evangelistic efforts slowed down and nearly stopped, but at other times the Holy Spirit prompted great spiritual awakenings. As a result, multitudes have accepted Christ and have been stirred to further soul-winning.

# The Early Church Grew by Evangelizing

**Objective 1.** *Identify situations requiring church-based teamwork in evangelism.* 

The New Testament letters did not especially exhort believers to evangelize, since evangelizing was a common and natural activity engaged in by all. Reading about the early church inspires us to share the good news with others. We read that when a great persecution broke out against the church at Jerusalem, believers were scattered throughout Judea and Samaria, but "those who had been scattered preached the word wherever they went" (Acts 8:4). The word *preaching* meant telling the good news.

Another persecution connected with the martyrdom of Stephen scattered believers as far away as Phoenicia, Cyprus, and Antioch in Syria. It was in Antioch, the third largest city in the Roman Empire, that believers first began to witness to Greek-speaking Gentiles, "telling them the good news about the Lord Jesus" (Acts 11:20). These believers weren't full-time evangelists as we know them today. They were ordinary lay believers, everyday working people, businessmen, and traders who settled in Antioch and witnessed of Christ as Savior. As a result, "the Lord's hand was with them, and a great number of people believed and turned to the Lord" (Acts 11:21). The first Gentile church was thus founded in Antioch. It was here that believers, who must have been Christlike in nature, were first called *Christians* by outsiders (Acts 11:26).

# **Application**

**1** What event in the first century caused the good news to be spread outward from Jerusalem?

# The Church Today Must Continue Evangelizing

You have learned that evangelizing became a way of life among the early Christians. Today, we must return to their method of *everyone*, *everywhere*. Real growth of the church, whether in that early period or in our generation, comes with daily evangelism. People must be born again to enter the family of God; they must hear that they can believe and be saved.

We see now that evangelism includes all activities directly concerned with gaining converts for Christ. Today, a great variety of evangelizing methods are being used. When a group or team and some kind of organization is involved, we shall call it *group evangelism*. Effective group evangelism must have the help of all of us.

*City-wide evangelistic campaigns* involve many churches in a given area. These may all be churches of the same fellowship, or they may represent several different denominations in a

cooperative effort to reach people for Christ. These groups, with their leaders and congregations, team together to get the gospel out to as many people as possible in big meetings. Properly planned, led, organized, and prayed for, such efforts can have a tremendous impact on a community and result in many converts being added to churches.

On a more local level are evangelistic meetings conducted by a *single church*. Here again, believers must be enlisted to help both evangelist and pastor make the services fruitful.

Other forms of group evangelism are conducted on a more regular basis. Some examples are as follows:

- 1. *Soul-winning teams*, which hold short services in hospitals, prisons, and retirement homes or on the street or in a marketplace in the open air.
- 2. *Visitation teams*, which go from house to house to take a religious census and find those who do not attend a church. Other teams visit homes where some contact or association has been made. They use these opportunities to talk to people about the gospel and lead them to Christ.
- 3. Gospel literature distribution teams, which go into public places such as parks, plazas, and markets, giving out free gospel tracts and perhaps samples of evangelistic correspondence courses such as those produced by Global University.

All of these forms and methods of evangelism must be church-based. Inquirers of the gospel should know who is evangelizing and where they can find a local church. Every distributed gospel tract and piece of literature should be stamped with a local church address so that those who seek truth can find further help.

# **Application**

- **2** Put a **T** in front of each example of a situation requiring or involving church-based teamwork.
- .... The church plans a vacation Bible school to reach children who have never attended Sunday school.
- Your neighbor tells you that he and his wife have decided to get a divorce.
- ....c A housing facility for over 100 families has just opened near your church. The pastor suggests that each home be visited with gospel literature and an invitation to visit the church.
- ....d In a casual conversation, the postman tells you he would like to find a good church to attend.
- **3** In your notebook, list three types of evangelistic outreach that best involve a teamwork approach.

### EVANGELIZING INVOLVES EVERY BELIEVER

**Objective 2.** List three types of evangelism and evaluate your ability to participate in each.

Every believer's support is needed in some way or another in any evangelistic outreach of the church. Some of the ways in which you can assist your church are as follows:

- 1. Face-to-face evangelizing. This is talking directly with prospective converts with the goal of leading them to Christ. It is confronting them with an appeal to be converted to Christ. It is basic evangelizing as we have been learning it: telling the good news, witnessing for Jesus, winning people to Him, and making disciples. It can be in the form of a one-on-one conversation or a personal worker explaining the way of salvation to a group of inquirers after an evangelistic message.
- 2. *Friendship evangelizing*. By this we mean indirect evangelizing by making friends with prospective converts.

You might invite them to your home for a meal or a friendly chat over a cup of coffee or find a way to be helpful to them. If you show that you care for them as individuals, they will more readily listen to what you tell them. Another way is through home meetings, when neighbors and friends can be witnessed to in a relaxed, friendly atmosphere. People who are reluctant to visit a church can often be reached this way and then brought into a church.

- 3. Supportive evangelizing. It is important in any evangelistic outreach to have support in various areas, such as the following:
- Prayer. This is the privilege and responsibility of every member. Since conversions are a work of the Holy Spirit working in and through people, this ministry cannot be overemphasized.
- *Personal attendance*. By "being there" at evangelistic meetings, you show your own concern and interest and you strengthen the messenger. When prospective converts see a group of happy, loving believers who are warm and friendly to them, they will want to become a part of that group.
- *Helping financially*. Covering the necessary expenses is a practical way to promote evangelizing, and it always brings blessing to the giver.

Every believer has a place in evangelizing. The apostle Paul compares the church's relationship with the Lord to a body, the head being Jesus Christ and the rest of the body, with its many members, being the church (Colossians 1:18). Every member needs to function in order for Christ's work to be done.

# **Application**

4	Which aspect of evangelism, though helpful, could be	
clas	sified as less needful than the other aspects?	

- **5** Read the following passages of Scripture telling about Jesus' ministry (left column). Match each one to the kind of relationship it best illustrates (right column).
- ....**q** Luke 11:1–4
- ....**b** Luke 19:1–10
- ....**c** John 4:5–26

- 1) Friendship
- 2) Face-to-face
- 3) Supportive

The healthy, growing church needs two types of workers. One type is the volunteer worker who helps maintain the life and ministries of the local church. Examples of this type are ushers, church secretaries, janitors, Sunday school teachers, and choir members. The activity and vision of these workers is inward; their interests are inside the church. These are valuable people, and every church leader is grateful for them.

Others seem to have more of an outward ministry, talking to people on the street, conducting jail services, handing out gospel tracts, and reaching the unsaved who either cannot or will not go to a church. The ministries God gives, however, are never totally in one area or the other. The personal worker must be supportive of the local church and the choir member must do what he or she can to win his or her neighbor to the Lord.

# **Application**

6	Lis	st tl	ne	th	ree	ty	yp	es	s c	of	e	va	ın	ge	li	sr	n	ar	ıd	tŀ	ne	ir	Sl	ał	p	oi	'n	ts.	,		
if a	ıny.	Dra	aw	a	lir	ie	uı	nd	lei	re	a	ch	ı t	Уľ	oe	tl	ha	t y	yo	u	p	er	SO	n	al	ly	, C	a	n		
be	com	e ir	ivo	olv	ed	ii	1.																								
				٠.	• •		٠				•					•		•			•		•	•		•				•	 ٠

# Get Experience as a Helper

**Objective 3.** Describe ways you can work in evangelism.

To get a clearer picture of how evangelizing can involve every believer, let us step back in time to participate in an actual evangelistic crusade.

The scene is Taichung, a large city of 500,000 Chinese in central Taiwan. A group of volunteer workers and a missionary couple are working together. Six of the volunteer workers are Spirit-filled young people from churches in south and north Taiwan. They have given up their summer holidays to be in Taichung. Three believers assisting the team are from a local church that has recently been started.

A Spirit-filled evangelist and his wife who have been graciously used of the Lord in bringing many to Christ and in praying for the sick have been invited to come. Before their arrival, much preparation for the coming meetings has to be made.

The Chinese team and the missionary couple meet together every morning for Scripture reading, prayer, and planning. Four weeks before the evangelistic meetings start, the team carefully works on the following projects:

1. Advertising: The team prints large posters announcing the meetings. After obtaining permission from the city government, they place these posters on telephone poles and public bulletin boards around town. They arrange for spot announcements on the radio before and during the campaign. They distribute handbills advertising the meetings and giving a simple salvation message. Before the meetings begin, the missionary slowly drives a vehicle with advertising posters through the streets. The young people of the church have already prepared tapes of invitations to the meetings interspersed with music to be played as he drives along. Some of the young people riding along give handbills to people through the windows of the vehicle.

- 2. Campaign sites: The meetings begin first in an old town hall. As the response from the people grows, the crusade moves to a large tent that a crew of men put up in the city park nearby. Here, being more in the open, the meetings attract hundreds of people. Much work had gone into the preparation, such as setting up 500 backless stools to supplement the seating. The team, along with other volunteers, had arranged the electric lighting, made a temporary platform and pulpit, and erected a huge sign.
- 3. *Personnel*: As the meetings progress, all the believers help distribute tens of thousands of gospel tracts and invitation pamphlets on nearby streets and corners. Passersby are courteously urged to enter the tent area, then taken by the arm and led personally to a seat where they can see and hear all that is taking place. Three young men alternate in leading the singing and interpreting the evangelist's message into two Chinese languages.

The great campaign in Taichung could not have been planned and carried out without the help of many people. Those who were willing to help at the start inspired others to contribute their time, talent, and means in a joint effort that reached thousands with the good news of salvation through Jesus Christ!

# **Application**

<b>7</b> si							_		y	o	u	l ]	p	e	rs	SC	ı	18	ıl	ly	y	С	O	u	10	d	g	iv	76	]	he	el	p	t	0	8	ì				
																_		- 11				_	_																		

In any one of these activities you could also find an avenue of spiritual ministry. While passing out handbills, you might recognize someone whose problem you can relate to directly and, as a result, give your personal testimony.

# **Application**

- **8** If you were helping erect the tent and an unsaved man offered to help, what would you do?
- a) Tell him that there are enough Christians to do the job.
- **b)** Let him help and then give him a place as a volunteer worker.
- c) Let him help and then try to establish further friendship with him.
- **d)** Tell him he needs to get saved before he can work for God.

### Become a Personal Worker

We have suggested that you first get experience as a helper in the cause of evangelism. As you see, there is something for every believer to do in any evangelistic outreach. The second step is to become a personal worker. A challenge awaits you as you become involved in active face-to-face evangelism.

Volunteers in the Taichung crusade became good personal workers as missionaries helped them learn to talk to people politely, to be understanding of their problems, and to lead them to faith in Christ. Each night after the evangelist preached, many people came forward for spiritual help. He carefully explained the steps of salvation and then prayed for all who responded.

Now came the personal workers' turn to talk to people. It was not always possible to talk to each one individually. Usually one worker talked to several people gathered around him or her. Each personal worker explained further the steps of salvation, answered any questions, and led the inquirers in prayer. Further counseling with those who lingered was conducted on a one-on-one basis.

The inquirers were handed gospel literature and asked to sign a decision slip giving their name and address. They were assured that later contact was only in the interest of helping them spiritually.

One inquirer named Mrs. Tan later told us her story. She was sitting at home early in the evening and attentively watching a show on the television that was placed on an altar shelf alongside her idol shrine. Suddenly, the picture faded as the television went dead. Disgustedly, Mrs. Tan left her upstairs apartment and walked down the narrow flight of stairs to take a stroll in the nearby city park.

As she approached the main gate of the park, she heard joyful singing and saw a crowd of people in a tent. Then Malin, a girl in her teens, politely handed Mrs. Tan a gospel tract and asked if she would like to come into the tent and hear the "happiness news" (the Chinese expression for the gospel). Mrs. Tan was curious, as she had never heard the news before, so Ma-lin guided her into the tent and helped her be seated.

The Word of God touched Mrs. Tan's heart. She was also stirred by the singing and the happy faces of the people around her. She returned the next night. This went on for several nights. Finally, she went forward for prayer. A worker talked to her, prayed with her, and took her name and address. Later, she responded in faith for healing of a small goiter, and the Lord took it away. Mrs. Tan found peace and joy in trusting the Savior

# Application

acc	ept	Ch	ris	t.																								
															•		•		•		•		•	•	•			•
hav who 2. I	The giose f so ut the	ve nai , w	n y ne: rite	ou s y	ar	i ic	dea rot	o e	f v in	vh yo	at	yo r n	01 01	aı ı n	ng ni	el gł	is nt k	ti d	c o tl	ca to	re	ip ea no	ai cł	gr 1 t	n i	mi os Les	igl e	ht

**9** There were many people indirectly involved in Mrs. Tan's conversion. List three people directly involved in her decision to

### EVANGELIZING INCLUDES FOLLOW-UP WORK

**Objective 4.** Recognize the importance of follow-up work in evangelism.

Evangelistic campaigns are thrilling! Crowds, music, singing, anointed preaching, and people getting saved and healed! All too soon our campaign came to a close. Before the evangelist left, he said, "Now you have work to do!"

What did he mean? Hadn't everyone been working for weeks, both during and after the meetings? But evangelizing, whether done individually or as a group, must include follow-up work.

# Have a Visitation Program

Before the Taichung crusade ended, the volunteer workers and missionaries developed a thorough visitation program. Hundreds of decision slips were sorted out and studied. As the search for inquirers began, addresses were found to be misleading, . It took days of being on foot, tramping in steady rain up and down narrow streets, lanes, and courtyards or climbing up and down the stairs of huge high-rise apartment buildings.

New converts were encouraged in the Christian faith through faithful visitation, . Some of them welcomed prayer meetings and Bible studies under the leadership of a Chinese pastor or missionary.

Mrs. Tan was visited at her upstairs apartment. She was alone most of the time because her husband was away exporting curios. The volunteer workers taught her to pray. Later, she gave up her worship of idols. On an Easter Sunday morning she was joyfully baptized in water. More recently, when her only son died, she testified to the peace and comfort of the Lord, without which she said she would have lost her mind. She now attends the local assembly in Taichung.

If it had not been for a visitation program, Mrs. Tan and others would have given in to their heathen environment. "The

Son of Man came to seek and to save the lost" (Luke 19:10). Follow-up work involves persistently looking people up and wearing out your shoes doing so! Wouldn't Jesus do that and more?

# Application



Title: The Open Door Reference: Revelation 3:20

Text: Here I am! I stand at the door and knock. If anyone hears my voice and opens the door, I will come in and eat with that person, and they with me.

# Be a Spiritual Sponsor

When people accept the Lord Jesus as their Savior and receive forgiveness of sin, they are like a newborn baby. As all parents know, babies needs to be loved, fed, and cared for. As little children grow, they need the help of more mature believers—spiritual "parents"—in order to recognize that they are part of the family of God. You can be a spiritual sponsor, introducing them to other believers and including them in Christian fellowship.

# **Application**

- **12** Circle the letter in front of each TRUE statement.
- An organized evangelistic effort is over when the evangelist has moved on to another place.
- **b** An organized evangelistic effort is over when each inquirer has been contacted once.
- c It is difficult to say when an organized evangelistic effort is over because the follow-up work may continue for many months.

- **13** Write in your notebook at least two areas of evangelistic effort (either direct or supportive) in which you have never been involved and in which it is possible for you to become involved. Take a definite step toward becoming a part of those efforts.
- **14** Refer to the names you wrote in your notebook at the end of Lesson 2. Can you invite any of those you wish to win for the Lord to a church service or an evangelistic rally?

- III

### self-test

TRUE-FALSE. Write **T** in the blank space if the statement is true. Write **F** if it is false.

- ....1 Teamwork in evangelism should be church-based, and the literature that is used should be stamped with the church's name.
- ....**2** The early church grew as believers shared Christ wherever they went.
- ....**3** The apostles were responsible for establishing all the New Testament churches.
- ....4 The first gospel teams were sent out by Jesus.
- **5** Write "Teamwork" in front of each example of a situation in which several or many people work together as a team in evangelizing.
- You witness to your aunt about what Christ has done for you.
- ....**b** Several thousand handbills and tracts are handed out before a city-wide evangelistic campaign.
- ....c A church conducts evangelistic services at a prison once a week.
- ....d The Holy Spirit tells you to go immediately to your neighbor's house, as he or she needs help.

MULTIPLE CHOICE. Circle the letter(s) of the correct answer(s).

- **6** Which of the following activities are not considered active evangelizing, but are nevertheless helpful and supportive?
- a) Praying for souls
- **b)** Paying a child's way to Bible camp
- c) Witnessing at a street meeting
- **d)** Attending evangelistic meetings
- e) Talking and praying with inquirers
- f) Cleaning and setting a building or tent in order

- **7** The church grows when
- a) it organizes enough teams to reach the community.
- **b)** the right evangelist comes for a meeting.
- c) souls are saved and bodies are healed.
- **d)** everyone assumes responsibility for winning souls and doing follow-up work.

SHORT ANSWER. Write the answer to the question on the lines provided.

#### FINGERTIP TEXT

**9** From memory write in your notebook or quote to someone else the *Fingertip Text* you learned. Include the title, reference, and text.

Before you continue your study with Lesson 4, be sure to complete your unit student report for Unit 1 and return the answer sheet to your GU instructor.

# answers to study questions

- **1** Persecution.
- **8 c)** Let him help and then try to establish further friendship with him.
- 2 a T
  - c T
  - **b** and **d** are situations in which you as a soul-winner can help without the aid of group evangelism.
- **9** You could have included Ma-lin (the teen-age girl), the evangelist, interpreters, and volunteer workers.
- **3** You could have listed city-wide evangelistic meetings, local evangelistic meetings, soul-winning teams, visitation teams, or literature distribution teams.
- 10 Your answer.
  - **4** None. All are needful.
- **11** Without looking at your card, you should be able to quote all three parts of the Fingertip Text, Revelation 3:20.
  - **5 a** 3) Supportive.
    - **b** 1) Friendship.
    - c 2) Face-to-face.
- **12 a** False.
  - **b** False
  - **c** True
- **6** Face-to-face, friendship, and supportive (prayer, personal attendance, helping financially). Hopefully, you drew a line under all of these.
- **13** Your answer
  - **7** Your answer. Any of the items mentioned in the example could be included, along with others you have thought of.
- **14** Your answer



### **UNIT TWO:**

# A POWER TO RECEIVE—Be Equipped!

#### Lessons

- 4 Understand the Conversion Experience
- 5 Rely on the Holy Spirit
- 6 Depend on God's Word

### Understand the Conversion Experience

"Man is heaven-born"—so states a Chinese proverb. This bit of philosophy harmonizes with the biblical teaching of man's creation. "Heaven," explained a Chinese man once, "represents the Supreme Being."

Moses wrote that God, the Supreme Being, "created mankind in his own image, in the image of God he created them; male and female he created them" (Genesis 1:27). The Lord God created mankind in His own image for the purpose of worshipping Him, serving Him, and enjoying Him forever. Man, however, disobeyed and fell into sin. This brought separation from God, or spiritual death, and marred his image, but God had planned and provided a unique method of restoration

The Chinese proverb can be adapted to illustrate this restoration through rebirth. Sinful man has to be made alive again spiritually. By being "born spiritually" (see John 3:6), a person enters into a new life in Christ. We call this being "born again" or "born from above." We trust that this lesson will help you understand more fully the conversion experience and help you effectively explain it to others.

#### lesson outline

What Conversion Is

What Conversion Is Not

Results of Conversion

#### lesson objectives

When you finish this lesson, you should be able to:

- 1. Recognize how spiritual rebirth is similar to natural birth.
- 2. State the relationship between turning and conversion.
- 3. Relate the concept of regeneration to the conversion experience.
- 4. Describe false approaches to conversion.
- 5. List three evidences of conversion.

#### learning activities

- 1. Read the lesson in this independent-study textbook and do the exercises in the lesson development
- 2. Memorize the *Fingertip Text*.
- 3. Take the self-test at the end of the lesson and check your answers carefully.

#### key words

abstain simultaneous

accumulation vow

merit

#### lesson development

Your study so far has included the use of the words *conversion, converted to Christ*, or *converts*. As further explanation of these terms, you will study in this lesson what conversion *is*, what conversion *is not*, and some of the *results* of conversion.

#### WHAT CONVERSION IS

**Objective 1.** Recognize how spiritual rebirth is similar to natural birth.

#### A Spiritual Rebirth

At the beginning of Jesus' ministry, He visited Jerusalem during the Passover Festival. He performed miracles among the crowds, resulting in many believing in Him. The apostle John records an interview Jesus had with one of the important Jewish leaders (John 3:1–2). Following is how I picture this event.

Jesus had been busy all day ministering to people and now He was tired and about to go to sleep. Suddenly, there was a knock at His door. It was Nicodemus—a teacher in Israel, a Pharisee, and a member of the Jewish ruling council.

"Rabbi," Nicodemus said, "may I speak to you alone?"

"Very well," replied Jesus. "Suppose we go up to the flat rooftop and talk there. The night is pleasant."

In the still night, the two men talked together in private. It could be that Nicodemus came at night because he wanted an opportunity to talk without the usual interruptions of the day.

"Rabbi, we know that you are a teacher sent by God. No one could perform the miracles that you do unless God were with him."

Face-to-face, the two men studied each other—Jesus, a young teacher only 30 years old, and Nicodemus, a senior professor of the Jewish faith. Although Nicodemus was a man of high standards, Jesus did not return a compliment. Instead,

He used a shock approach of evangelizing. He respectfully startled Nicodemus by saying in essence, "Believe me, Sir, although you are an upright man, you need to start all over. You must be born again."

"What do you mean by a rebirth? How can a grown man such as I be born the second time?" he asked curiously.

Jesus challenged his intellect. "This may surprise you, Nicodemus, but no one can enter heaven unless he is born of the Holy Spirit."

The old professor questioned Jesus further. "How can this take place? I don't quite understand."

Jesus went on to explain carefully that a spiritual change as mysterious as birth itself had to take place in a man's life. He told Nicodemus that God sent His Son to be the means of eternal life. Just as Moses had at one time lifted up a bronze snake on a pole in the desert so that the dying, snake-bitten Israelites might look and live, Jesus would one day be lifted up as the symbol of God's love and mercy. Because Nicodemus knew the story (Numbers 21:9), he could relate to it.

The old man nodded his head in wonder. He had heard marvelous truths, things that he would never forget. The hour grew late. He finally had to leave. Jesus did not seem to press him for a positive decision. The time was not yet ripe . . . .

Almost three years went by. Roman soldiers crucified Jesus by nailing Him to a rough cross, which was lifted up where all could see Him. There, He bled and died for the sins of the world

Who would take care of the body? Nicodemus, until then a secret follower of Jesus, came boldly forward, ready to identify himself with the Son of Man. Together with Joseph of Arimathea, he prepared the body of Jesus for burial in a new tomb (John 19:38–42).

From the story of Nicodemus we learn that even the best of people must experience a spiritual rebirth. Good family background, education, or even a high standard of morality are not enough to merit salvation. Neither will religious zeal save a soul. Jesus said, "You must be born again" (John 3:7).

#### **Application**

- 1 Circle the letter in front of each TRUE statement.
- **a** Jesus spoke respectfully to the older man.
- **b** Jesus aroused Nicodemus' curiosity and intellect.
- **c** Jesus used unfamiliar illustrations to further confuse Nicodemus.
- **d** Jesus allowed time for the truth to work in the man's heart.
- **2** Circle the letter in front of each correct completion to the sentence: Our spiritual rebirth is like our natural birth in that
- a) it is the beginning of a new life.
- **b)** we become part of the family into which we are born.
- c) regardless of how much we know about it, it is still a mystery.
- **d)** we are forced to accept the new birth.

#### A Wholehearted Turning to Christ

**Objective 2.** *State the relationship between turning and conversion.* 

Conversion may also be described as a "turning." It is the act of turning away from "wicked ways" (Acts 3:26) in repentance, and turning to the Lord (Acts 9:35; 11:21). You might say that it is a "roundabout turn," a "180-degree turn," a "U-turn," or an "about-face." In other words, it is a wholehearted turning to Christ. Peter preached, "Repent, then, and turn to God, so that your sins may be wiped out" (Acts 3:19). This turning involves a change of heart, of motives and attitudes, and a resulting change in actions.

The experience of conversion has both negative and positive aspects. We shall list these. Please be sure that you look up the references in your New Testament.

Negative -	Positive +	Scripture
Turning from wickedness	to God	Acts 3:26
Turning from vanity of idols	to the living God	1 Thess. 1:9
Turning from darkness	to light	Acts 26:18
Turning from the power of Satan	to God	Acts 26:18
Turning from sin and self	to Jesus Christ	Acts 26:18

Conversion, therefore, is a positive turning to Christ in repentance and faith.

Repentance may be thought of as the act of turning away from sin. Faith is the act of turning to God. Both repentance and faith are needed to effect conversion.

Conversion is, of course, an individual matter, yet as the Holy Spirit moves upon many hearts, it is possible for more than one conversion to take place at the same time. Simultaneous conversions occur when perhaps two or more people in a family or circle of friends turn to the Lord. They are saved individually, yet jointly as a group, each encouraging the others

The apostle Peter went to a place called Lydda where he visited a group of believers. There he met a man named Aeneas who was paralyzed and had been in bed for eight years.

"Aeneas," Peter said to him, "Jesus Christ heals you. Get up and roll up your mat." Immediately Aeneas got up. All those who lived in Lydda and Sharon saw him and turned to the Lord (Acts 9:34–35).

Through a remarkable healing, many turned to God. Their conversions were simultaneous.

#### **Application**

3	W	ha	t c	do	es	it	n	ne	a	n	tc	) '	ʻt	uı	rn	,,	to	)	th	e	L	О	r	1?												
• • •		٠.	٠.	•			٠		•	•		٠		•	٠	•		٠		•	٠		•	٠		٠			٠		•	٠		٠	•	
4	Fi	11 i	n	th	e	co	rr	e	et	W	/0	r	ls		Ir	1 1	re	p	er	ıta	an	ıc	e	W	e	tı	ır	n	a	W	a	y	fr	O	m	
and	in																																			
turn	to																																			

#### A Regeneration

**Objective 3.** Relate the concept of regeneration to the conversion experience.

A clear understanding of conversion helps soul-winners lead people to Christ. You have learned that conversion is a spiritual rebirth and a wholehearted turning to Christ in repentance and faith. A third meaning of conversion is regeneration.

By *regeneration* we mean a spiritual renewal through the work of the precious Holy Spirit. Paul wrote to Titus, a young pastor on the island of Crete, that it was "because of his mercy. He saved us through the washing of rebirth and renewal by the Holy Spirit" (Titus 3:5).

Regeneration, then, is our "new life" in Christ. As you read your Bible, you will discover quite a few "new" features in regeneration. As a person is "joined to Christ" he or she becomes "a new being," or "a new creation" (2 Corinthians 5:17). God said to Israel, "I will give you a new heart and put a new spirit in you; I will remove from you your heart of stone and give you a heart of flesh. And I will put my Spirit in you" (Ezekiel 36:26–27).

Dr. Christian Barnard, a South African surgeon, became world famous when he and his team of doctors successfully

replaced the heart of a very ill man with a heart taken from an accident victim. The operation was considered a miracle in medical circles. A greater miracle than this occurs in our lives when God takes out the old "stubborn heart of stone" and replaces it with "an obedient heart." This is the miracle of regeneration!

#### **Application**

5 In your notebook, describe the experience of conversion as if you were talking to someone who didn't understand what it involved. In your description, explain the ideas of "spiritual rebirth," "turning to Christ," and "regeneration."

#### WHAT CONVERSION IS NOT

**Objective 4.** Describe false approaches to conversion.

In personal evangelism you will meet those who have false ideas regarding conversion. Some think that conversion is reforming oneself, building up merit, being religious, or perhaps belonging to a church. Let us examine these ideas.

#### Reforming Oneself

Self-reform is simply trying to improve by removing faults and doing good. This may be commendable in itself, but it does not solve the basic problem of sin and a fallen nature.

In spite of our best intentions, self-effort falls far short of divine standards for righteousness and holiness. The Bible says, "All of us have become like one who is unclean, and all our righteous acts are like filthy rags; we all shrivel up like a leaf, and like the wind our sins sweep us away" (Isaiah 64:6).

Reforming oneself is like tying a small green orange to an orange tree and expecting it to mature and ripen. Of course, we know that only as an orange draws life from a tree can it ripen to full size and sweetness. It is not reformation but regeneration that we need.

#### **Building up Merit**

A lady in the Far East, devout in her religious belief, had made a lifelong vow as a vegetarian to abstain from eating any meat. She was hoping to build up merit and escape punishment for her sins by accumulating good works.

Then, four of her children accepted Christ. She became very angry when they could no longer perform the rites she thought would take care of her in the place after death. Try as she did, she couldn't make them give up their new faith. Instead, they loved her and treated her better than before.

Eventually, the mother turned to the Lord and experienced the forgiveness and peace of heart that comes only through knowing Jesus. She realized that it was not because of any good deeds that she had done but because of Christ's own mercy that He saved her and gave her assurance of heaven (Titus 3:5–6).

Trying to build up merit or spiritual credit for one's salvation through making religious vows, observing holy days, going on pilgrimages, repeating prayers, or even donating money for worthy causes leaves the heart still dissatisfied. Salvation in Christ is absolutely unmerited—that is, it cannot be earned. Because Jesus paid for it, He offers it to us freely. We have only to accept it as a gift.

#### Being Religious

Being religious is a natural tendency that is easily misdirected. It has led some into deep superstition and others into the worship of images or idols. Still others show their devotion in worship in a mosque. The apostle Paul stood as an example of those whose religious fervor leads them away from the truth, but, like Paul, they can experience salvation through faith in Jesus Christ (Acts 22:1–14).

Being religious cannot in itself bring about spiritual rebirth; it must be the work of God's Spirit alone. We must pray and trust the Holy Spirit to help people realize this as we teach them the way of salvation as God's Word shows us. Giving our own personal testimony may help a person at this point.

#### Belonging to a Church

If people say that they go to church or are members of a church when you are talking to them about salvation, you should commend them for it. Don't ever downgrade any church. Point out to people as graciously as you can that they must be "born from above." They must place their trust in the Lord Jesus Christ, and not in a church or religious leader such as a priest, father, pastor, or rabbi.

#### **Application**



Title: Salvation through Christ | Reference: Acts 4:12

Text: Salvation is found in no one else, for there is no other name under heaven given to mankind by which we must be saved.

- **7** Would the *Fingertip Text* be helpful to use for someone who trusted in the name of his or her church for salvation?
- **8** In your notebook, list three false approaches to conversion and describe each.
- **9** Read each of the following Scripture passages. To which of the three false approaches to conversion might each be addressed?

#### RESULTS OF CONVERSION

Objective 5. List three evidences of conversion.

We have studied what conversion *is not*, and now we will look at some of the evidences of conversion—the results of

what conversion *is*. It is being "born of the Spirit" (John 3:8), and entering into a new life.

#### A Change Takes Place

A clock-radio suddenly snapped on. A voice spoke, "Friend of mine, where do you expect to spend eternity?" This question irked James, and he quickly switched off the radio.

James was rising rapidly in the entertainment world as a talented young dancing school instructor. He did not want his ambitions thwarted, but it was easier to switch off the radio than to forget the disturbing question, "Where do you expect to spend eternity?" James seemed to hear the voice again and again. He could not escape it.

At last, in sheer desperation, the young man called on the Lord to save him. Surrendering fully to Christ, he experienced a revolutionary change in his life. Old values weren't the same anymore. New values replaced them. No longer did a successful worldly career control him. Instead, he found joy and fulfillment in serving Christ. Today, James is a soulwinning pastor who heads a program training lay believers to evangelize.

Jesus once called a child to come and stand in front of His disciples and said, "Truly I tell you, unless you change and become like little children, you will never enter the kingdom of heaven" (Matthew 18:3).

When a person turns to Christ, a great change does take place! Jesus himself becomes the center of the believer's life. The old lifestyle is replaced with a new lifestyle that reveals the Holy Spirit's presence in that person's heart and life: "Therefore, if anyone is in Christ, the new creation has come: The old has gone, the new is here!" (2 Corinthians 5:17).

#### A Cleansing Is Effected

We referred earlier to Titus 3:5, which tells us that God saves us "through the washing of rebirth and renewal by the Holy Spirit." Salvation involves a cleansing! This is not a

reference to water baptism; here it is a picture of conversion as baptism. "For we were all baptized", Paul wrote, "by one Spirit so as to form one body" (1 Corinthians 12:13). This is the great experience of being born again, into the family of God!

A Chinese man, after turning to Christ in repentance and faith, exclaimed with joy, "I feel so clean inside!" He had experienced this washing of rebirth and renewal by the Holy Spirit.

#### **Application**

10	Read Psalm 51:7. What did the psalmist desire of the Lord?
11	Read Luke 19:1–10. What happened to Zacchaeus when us came to his house?

#### New Family Ties Are Formed

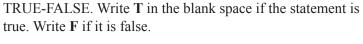
When we are born again we are born into the family of God. Fellow believers are our brothers and sisters in Christ. Though you may not have received a new name at the time of your conversion, you are recognized as a *Christian*, a follower or disciple of Christ.

#### Application

- **12** Read Matthew 1:23 and Revelation 2:17 and answer the following questions.
- **Q** What does the name Immanuel mean?....
- **b** Write the meaning of your own name, if you know its meaning.
- **c** What is the new name which you, as a born-again believer, will receive?

of						h	1	n	g	S	١	W	e	. (	C	11	1	e	X	ŗ	)(	ec	t	t	o	ľ	18	ıŗ	p	)(	en	1 7	as	S	a	r	e	S	u!	lt					
																																													,
																4					ú		i																			_	_	_	

#### self-test



- .... 1 Nicodemus, a learned teacher, said, "You must be born again."
- .... **2** Because he was an upright man, Nicodemus had no deep needs.
- .... **3** Jesus foretold His own death when He spoke of the bronze serpent in the wilderness.
- .... **4** According to John 3, everyone needs to be born again. Put the letter **S** in front of each application to our spiritual birth, and an **N** in front of each application to our natural birth.
- .... **5** We take the name of our earthly father.
- .... **6** We become part of the family of God.
- .... **7** Someone must feed us until we learn to eat by ourselves.
- .... 8 We are fed the "milk" of God's Word.
- .... **9** We are here only for a while; one day, we will die.
- ....**10** We have inherited eternal life.

#### MULTIPLE CHOICE. Circle the letter(s) of the correct answer(s).

- **11** Circle the letter in front of each correct completion to the sentence. When we are converted we
- a) turn away from our sins.
- **b)** turn around to follow the Lord.
- c) experience a change in our thoughts and desires.
- **d)** become a "new being" or a "new creation."

- **12** Being "baptized into the one body by the same Spirit" refers to
- a) being baptized in water.
- **b)** joining a church and becoming part of the local group.
- **c)** being born again and cleansed through the washing of the Spirit.

SHORT ANSWER. Write the answer to the question on the

lines provided.
<b>13</b> List at least three things that conversion is not.

**14** The unconverted may have many needs, but their greatest need is

#### FINGERTIP TEXT

**15** From memory, write in your notebook or quote to someone else the *Fingertip Text* you learned. Include the title, reference, and text.

#### answers to study questions

- 1 a True
  - **b** True.
  - **c** False.
  - **d** True.
- **8** (Any three.) Reforming oneself, building up merit, being religious, or belonging to a church. Compare your descriptions to the text.
- **2** a) it is the beginning of a new life.
  - **b)** we become part of the family into which we are born.
  - c) regardless of how much we know about it, it is still a mystery.
- **9** I would answer in the following way. Your answer may be different.
  - **q** Those who trust in their own merit.
  - **b** Those who try to reform themselves.
  - **c** Deeply religious people who don't know Christ.
- **3** It means a change in our attitudes and actions whereby we forsake sin and follow the Lord
- **10** To be cleansed.
  - 4 sin, faith, God.
- **11** You could say that a miracle or a change took place or that salvation came to his house that day.
  - **5** Your answer should include the main ideas presented in the lesson.
- **12** a God with us.
  - **b** Your answer
  - **c** We do not know what our new names will be.
  - **6** Without looking at your card, you should be able to quote all three parts of the *Fingertip Text*, Acts 4:12.
- **13** A change of values, a cleansing from sin, and the formation of new family ties.
  - **7** Yes

## Rely on the Holy Spirit

The sound as of a mighty wind swept through the house where the people were sitting. Fire appeared, dividing into separate flames that rested on the heads of those present. Then, each one started praising God in a language he or she had never learned.

Jesus had ascended into heaven. Now, 120 of His followers had met for prayer and to wait on the Lord. Among them were Jesus' brothers, the apostles, and a number of women—including Mary, Jesus' mother. They had heard the wind, they had seen the fire, and then, as they yielded themselves to the Holy Spirit, He used their tongues to speak in other languages the wonders of God. It was the Day of Pentecost (Acts 2:1).

A huge crowd gathered, amazed and confused. Some mocked Jesus' followers. Then, Peter stood up and with a loud voice preached the meaning of Pentecost to the people. Three thousand accepted his message about Christ. The church started to grow when Peter preached in the power of the Spirit.

The Pentecostal event has this message for you: you, too, may receive and rely on the Holy Spirit!

#### lesson outline

The Holy Spirit Helps You Pray Effectively
The Holy Spirit Leads You in Soul-Winning
The Holy Spirit Empowers You to Evangelize

#### lesson objectives

When you finish this lesson, you should be able to:

- 1. Recognize the need of the Holy Spirit's ministry in effective prayer.
- 2. Identify various kinds of prayer.
- 3. State how the Holy Spirit leads in soul-winning.
- 4. Name ways in which the Holy Spirit empowers and aids believers in evangelizing.

#### learning activities

- 1. Read the lesson in this independent-study textbook and do the exercises in the lesson development.
- 2. Take the self-test at the end of the lesson and check your answers carefully.

#### key words

discerning	immersion	scroll
frustrated	intercede	vigil

#### lesson development

The Holy Spirit can be called the "Great Evangelist." After the ascension of Jesus, the Spirit was sent as "another advocate," revealing the truth about God (John 14:16–17). He anoints the preaching and teaching of God's Word, opening hearts and making Christ real to them. He works in believers' lives, helping them grow to Christian maturity and to glorify the Lord.

But He needs instruments through which to do His work. He needs each one of us! When we yield ourselves to Him, He works through us to do this great task of evangelizing. We can trust the Holy Spirit to be our faithful helper. He helps us pray effectively and will lead us into adventures in soul winning.

## THE HOLY SPIRIT HELPS YOU PRAY EFFECTIVELY

#### Pray In the Spirit

**Objective 1.** Recognize the need of the Holy Spirit's ministry in effective prayer.

An elderly missionary in South Africa was seated one evening with his grandchildren enjoying a fine television program. In Pretoria, a city 70 miles away, his son Geoff lay in a hospital after undergoing major surgery. The report had been received that he was out of intensive care and doing well.

Suddenly, the missionary said, "I think we must turn off the television and pray for Geoff." After they had all prayed together, he went into his bedroom and began praying in another language given him by the Holy Spirit. He prayed until the burden for his son lifted.

Unknown to him, Geoff had developed a high fever and was delirious. He was rushed back into the intensive care unit, his hands tied down, and lifesaving equipment applied. His condition was listed as critical.

After hours of constant vigil, a nurse suddenly heard him say, "Why are my hands tied? Could you please loosen them?"

Alarmed, the nurse ran for the doctor, but Geoff was all right. A few days later his wife brought him home.

He told the family, "You know, a strange thing happened. I seemed to be out of my mind and in great pain. Then, I heard Dad's voice praying in tongues. As I listened, everything began to clear up. I realized I was still in bed, but my hands were tied, so I asked the nurse to untie my hands. When she and the doctor saw me, they were amazed that I had made such a speedy recovery! I experienced a miracle of healing from the Lord."

What if the missionary had been too absorbed in other matters to heed the Holy Spirit's prompting?

#### **Application**

- 1 Read Romans 8:26–27 and then draw a circle around each correct completion to the sentence: To pray effectively, we need the Holy Spirit's help because
- a) we are weak in ourselves.
- **b)** we do not always know how to pray as we ought.
- c) the Spirit moves in accordance with God's will.
- d) the Spirit pleads in behalf of God's people.

#### Objective 2. Identify various kinds of prayer.

The apostle Paul, in his teaching on gifts of the Spirit, wrote about two kinds of prayer. He said that sometimes he would pray with his spirit. At other times he would pray with his mind (1 Corinthians 14:15).

After you have been baptized in the Holy Spirit, you can pray in your "prayer language." Praying in the Spirit means that you surrender your own spirit to Him and He speaks through you in another language. It is the gift of tongues in one of its operations—speaking to God (1 Corinthians 14:2). In this way, the Holy Spirit can bypass the mind and use the yielded tongue

to pray according to God's will. In that way, the mind cannot hinder God's will with thoughts of doubt.

We can also pray with our understanding, and God can give us understanding as we pray. When we know of a need or realize an emergency we can call on God and know that He hears us. Often, when we are leading others in prayer, the Holy Spirit will anoint us so that we pray with confidence and authority that is not of ourselves.

#### Prayer and Fasting

Sometimes it may be necessary to fast, to abstain either completely or in part, from food. Fasting in itself doesn't make one more holy, but it helps bring the body into subjection and remind one that the kingdom of God is more important than the needs of the body. It helps a person get closer to the Lord and increases faith in His Word. God has chosen to honor this method of prayer in a way we do not fully understand, but if done in the right attitude, fasting and praying bring results.

"Why couldn't we drive the demon out?" the frustrated disciples asked Jesus one day in private. They had tried without success to bring deliverance to a boy who suffered terrible seizures. When they could do nothing, the boy's father had turned to Jesus, who immediately commanded the demon to leave, and the child was healed.

In answer to their question, Jesus told them it was because they had so little faith. He added that only by prayer and fasting could the demon be cast out (Matthew 17:20–21, King James Verson).

#### Intercede for Souls

There is a deeper kind of prayer you should learn about and experience—intercessory prayer. This is an anointed praying for others' salvation and deliverance. It is a ministry of the Holy Spirit through one who is fully yielded to Him. One may feel a great burden to pray at any time of day or night. One

may or may not know what it is for, but one stops what one is doing and cries out to God, even "through wordless groans" (Romans 8:26). It is comparable to a mother's labor pains before her child is born. The believer continues to pray until he or she feels the burden lift. This special kind of intercession has resulted in some great miracles in the kingdom of God! You can ask the Lord to give you this kind of ministry. It is not easy; it carries a heavy responsibility. But it brings forth spiritual births.

To pray alone is good; to pray with others is also necessary. Join Spirit-filled friends in prayer for the salvation of souls. Collective prayer brings results. Great things have been accomplished through the Holy Spirit when a group of people have given themselves to earnest praying together. There is greater strength and victory in numbers: "Five of you will chase a hundred, and a hundred of you will chase ten thousand, and your enemies will fall before you by the sword" (Leviticus 26:8). I look at it this way:

GOD'S PEOPLE	PROSPECTIVE CONVERTS
5 believers praying	100 converts
100 believers praying	10,000 converts
20 times more people praying-	—100 times greater the results!

#### **Application**

- **2** For the descriptions (left column), write the number that represents the type of prayer described (right column).
- ....a In tongues
- ....**b** Together with others
- ....**c** Abstaining from food
- ....**d** With knowledge of what is needed
- ....**e** Birth pangs for spiritual deliverance

- 1) Intercessory
- 2) Collective
- 3) In the Spirit
- 4) With fasting
- 5) With understanding

3	What kind of prayer was Paul referring to in Galatians 4:19?
	When Nehemiah prayed for his nation, what did he also do? ee Nehemiah 1:4–6.)
	Have you been earnestly praying for those whom you hope win to Christ? If not, start praying for them now.

## THE HOLY SPIRIT LEADS YOU IN SOUL-WINNING

**Objective 3.** State how the Holy Spirit leads in soul-winning.

As you reach up to God in prayer, the Holy Spirit will help you reach out to win souls.

#### He Gives Us an Example

Following is how I picture the story told in Acts 8:26–39.

A caravan was wending its way southward to Gaza in desert country. A richly clothed man sat in his chariot, carefully reading a scroll.

Suddenly, a man named Philip appeared. He came running alongside the chariot and listened to what the traveler was reading. Somewhat out of breath, Philip asked him, "Do you understand what you are reading?"

"How can I understand unless someone explains it to me?" replied the traveler. This man was chief treasurer to the Queen of Ethiopia. Though we don't know his name, we do know that he was hungry for spiritual reality. He had come a long way from his home country to worship God in Jerusalem. He had somehow heard of its great temple dedicated to the worship of the one true God. He had purchased an Old Testament scroll,

one that recorded the writings of Isaiah the prophet over 700 years before. Now he was reading the Scripture aloud.

Philip, one of the seven helpers in the church at Jerusalem, had been in one of the principal cities of Samaria. There, he had preached Jesus Christ the Messiah to the people. Many Samaritans were converted, and others were healed by the power of God. Evil spirits were cast out. There was great rejoicing in the city (Acts 8:5–8).

The Holy Spirit, however, knew the need of one lone man. An angel sent by the Lord visited Philip and said, "Get ready and go south to the road that goes from Jerusalem to Gaza." It was a direction to the *right place*. Philip obeyed. Coming into the area, he saw a chariot in the distance—he was there at the *right time*.

Then, the Holy Spirit said to him, "Go over to that chariot and stay close to it!"

When the Ethiopian invited Philip to climb up and sit in the chariot with him, Philip knew that all this was arranged by the Lord. And when the official questioned further, "Tell me, of whom is the prophet saying this? Of himself or of someone else?", Philip knew beyond all doubt that the Holy Spirit was directing everything. It was easy then for him to introduce Jesus, the suffering Savior and Messiah, to the traveler.

Philip explained the whole story, beginning with the words of Isaiah. He did what every soul-winner should do—he told the good news about Jesus. The man listened intently. His heart was ready, and he received the message immediately.

They journeyed until they came to a pond. "Here is water," the official said. "What is to keep me from being baptized?"

"You may be baptized if you believe with all your heart," Philip replied.

"I do," said the official eagerly. "I believe that Jesus Christ is the Son of God."

The caravan stopped. Philip the Jew and the dark-skinned Ethiopian went down into the water. It was baptism by immersion—an outward sign of an inner change. The Bible tells us then that the Spirit of the Lord took Philip away and the official did not see him again, but he "went on his way rejoicing."

Not only was Philip in the right place at the right time, but the Holy Spirit gave him the *right words*. He led the official from what he knew (prophecies of Isaiah) to what he did not know.

<b>Appli</b>	cation
--------------	--------

6	V	VI	18	ıt	ν	V	as	5 j	it	tl	h	at	t	h	e	C	f	fi	c	ia	ıl	Ċ	li	d	r	10	t	ŀ	cr	10	V	vʻ	?							

#### He Provides Opportunities

After a busy day's work, a man in Australia was walking home. The Holy Spirit whispered to him to stop at a certain house. Here he was, tired and hungry. Why should he stop now?

But he obeyed the Spirit's leading and knocked at the door. There was no immediate answer. He knocked again. Finally, a man opened it. The lay Christian asked, "May I help you in some way? The Holy Spirit whispered to me to come to your house."

"Ah," said the man with a sigh of relief, "you have come just in time! We're at our wit's end." In his hand he held a barber's razor. He then explained how depressed and frustrated with life he and his wife were. In terrible desperation, he was about to take his wife's life and then his own.

The lay Christian, seizing these tremendous moments of opportunity, quietly explained the way of salvation. He prayed with the elderly couple and won them to the Lord. Instead of gruesome suicide, they found living hope through faith in Christ. The Holy Spirit knew their need and provided opportunity for a yielded servant of the Lord to lead them to the Savior.

#### **Application**

7	List three "right" things you can depend upon when being
led	by the Holy Spirit.
	Besides giving us examples of witnessing, the Lord will e us both
	to witness for Him.
9	The Holy Spirit does not lead in the same way every
tim	e, nor does He give us the same words every time. In your

10 Fingertip Text

Title: Power to Be Witnesses | Reference: Acts 1:8

notebook, write what you feel to be the reason for this.

Text: You will receive power when the Holy Spirit comes on you; and you will be my witnesses in Jerusalem, and in all Judea and Samaria, and to the ends of the earth.

## THE HOLY SPIRIT EMPOWERS YOU TO EVANGELIZE

**Objective 4.** Name ways in which the Holy Spirit empowers and aids believers in evangelizing.

You must be filled with the Holy Spirit before you can fully experience His power in your life and work. Jesus meant this when He said that His followers were to be witnesses. He encouraged them by saying, "I am going to send you what my Father has promised" (Luke 24:49).

You will realize more and more that the dynamic power for effective evangelizing is in the person of the Holy Spirit. He is the Spirit of power, and the purpose of His power is to make us witnesses of the living Christ. The last words of our Lord before He ascended into heaven were that "you will receive power when the Holy Spirit comes on you; and you will be my witnesses in Jerusalem, and in all Judea and Samaria, and to the ends of the earth." (Acts 1:8). He told His followers to wait in Jerusalem for the Holy Spirit.

Jesus' followers obeyed Him. They waited in prayer and worship, then the Holy Spirit came. Power from above descended upon them. They were filled to overflowing and gladly spoke of God's wonders as the Holy Spirit gave them languages to speak (Acts 2).

#### He Gives Boldness and Love

Every time you read in the book of Acts of a group of individuals being filled with the Holy Spirit, you also read about an outreach. Believers evangelized, and people were converted.

The Holy Spirit gives boldness. A lame man at the Beautiful Gate of the temple was marvelously healed. When Peter and John preached to the crowd that gathered, temple guards arrested them. Later, when Peter, full of the Holy Spirit, gave his defense before the Jewish leaders, they were amazed to see how bold the apostles were (Acts 4:13). You, too, can receive boldness from the Holy Spirit.

The Holy Spirit also imparts love. Through Him, the Spirit of love, comes the fruit of love (Romans 15:30; Galatians 5:22). Through Him, God pours His love into our hearts (Romans 5:5).

It is not in the human heart to care about strangers in the same way that we care about our own family members. Remember the story of the mother who thought her little girls were lost? (See Lesson 1.) She realized she cared more about her children's safety than she did about lost souls, so she asked God to fill her heart with more love for the souls for whom Christ died. She remembered this when praying for two young people who were kneeling at the altar at church. As she knelt and laid her hands on them, she silently asked the Lord to help her let her whole heart go out to them just as it would to her own daughters. The young people began to weep. They testified later that they felt something warm going though them that drew them close to the Lord. It was more than a mother's love—it was God's love.

#### He Convicts of Sin

In the great work of sharing the good news, the Holy Spirit goes before us. He moves upon the heart of the prospective convert, making the person uneasy and uncomfortable until he or she repents of his or her wrongdoing and yields to the Lord.

A policeman in Jamaica gave this testimony: "I arrest people who disobey the laws of the land. One day the Holy Spirit came to me, tapped me on the shoulder, and said, 'Sir, you are under arrest!'

"What for?' I asked. 'What have I done?'

"He said, 'You have failed to keep God's holy laws. You have been rebellious. Your heart is not right with the Lord!' And with that He arrested me. I was frightened. Then I realized that Jesus had paid the penalty for my sins and I could be free! Praise God! Now I am a Christian policeman serving my Lord."

The Holy Spirit does convict of sin. He shows nonbelievers what is wrong in their lives. He makes them uneasy about rejecting Jesus, who is the only means of salvation (John 16:8–9).

#### He Gives Gifts to Aid in Evangelizing

The Holy Spirit gives gifts, beautiful gifts, for the work of evangelizing the unconverted and for edifying the local congregation.

The gifts of the word of knowledge, the word of wisdom, the discerning of spirits, and faith are greatly needed in

sharing the good news with others. You can read about these in 1 Corinthians 12:1–11

The word of knowledge is a little bit of divine knowledge, information about someone or something that the Spirit gives you. You wouldn't know it otherwise. In the same way, the word of wisdom is divine wisdom to say or do the right thing in the right way. It is far more than natural wisdom because it is given by the Holy Spirit.

The gift of *discerning of spirits* is special ability given by the Spirit to help us recognize spirits of the unseen world—the Spirit of God, the spirit of man, and even evil spirits—when this is needful for your protection or for someone's deliverance. The *gift of faith* is supernatural faith in God to meet a certain need or situation.

The story of Saul and Ananias in Acts 9:1–18 illustrates how the Holy Spirit gives gifts to aid in evangelizing. Saul (later known as Paul) was a terrible persecutor of the church until the Lord "arrested" him. While Paul was experiencing a marvelous conversion, Ananias, a believer, was praying alone.

The Lord revealed facts about Saul to Ananias in a vision. Through the word of knowledge, Ananias knew:

- 1. Where Saul was staying and the name of the street (v. 11).
- 2. That he was praying (v. 11).
- 3. That he too had seen a vision of Ananias himself (v. 12).
- 4. That Saul was chosen of God to serve Him and suffer for Him (vv. 15–16).

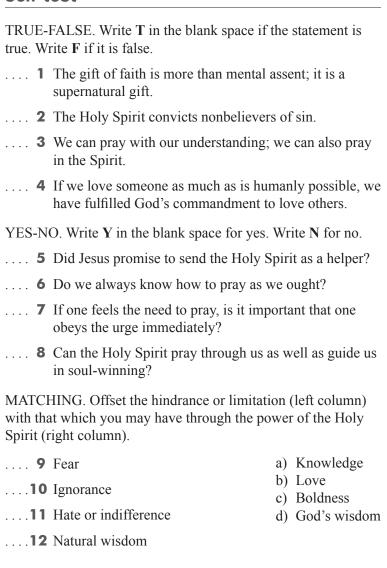
Ananias wouldn't have known these details if the Lord had not revealed them to him. The Lord not only gave Ananias knowledge but instruction as well. In obedience, Ananias went to see Saul, prayed for him, and encouraged him. Saul recovered from his blindness and was filled with the Holy Spirit.

Paul said later that he was the worst of sinners (1 Timothy 1:15). But the power of the Holy Spirit transformed him into a great evangelist, church-planter, and teacher.

App	lica	tion
-----	------	------

Al	рисации
11	In what ways did the Holy Spirit help Ananias assist Saul?
beli	What two words did Ananias use to let Saul know that he leved in his conversion and accepted him with love? (See is 9:17.)
13	Circle the letter in front of each TRUE statement.
a	The Holy Spirit gives us both love and boldness.
b	We are also given power to convict people of their sins.
C	The gift of discerning of spirits is given for our protection
	or to help someone.
d	God's love is stronger than human love.

#### self-test



SHORT ANSWER. Write the answer to the question on the lines provided.
<b>13</b> According to Leviticus 26:8, five will be able to defeat a hundred and a hundred will be able to defeat
14 When the Holy Spirit told Philip to go south, he found himself in the
<b>15</b> Jesus said that when the Holy Spirit comes upon us we would be
FINGERTIP TEXT.

From memory, write in your notebook or quote to someone else the *Fingertip Text* you learned. Include the title, reference, and text.

#### answers to study questions

- 1 You should have circled all of them because all are correct.
- **8** opportunities, power
- **2 a** 3) In the Spirit.
  - **b** 2) Collective.
  - c 4) With fasting.
  - **d** 5) With the understanding.
  - **e** 1) Intercessory.
- **9** Your own answer. One reason is that each situation is unique and no two needs are exactly alike.
- **3** Intercessory prayer.
- **10** Without looking at your card, you should be able to quote all three parts of the *Fingertip Text*, Acts 1:8.
  - **4** He fasted.
- **11** He convicted Saul of sin, then He gave Ananias love and boldness and a word of knowledge and used him in the area of faith
  - **5** Your answer
- **12** Brother Saul
  - **6** He did not know about Jesus, who came to fulfill the prophecies given in Isaiah.
- 13 a True.
  - **b** False. To convict of sin is the work of the Holy Spirit.
  - **c** True.
  - **d** True
  - **7** Right time, place, and words.

## Depend on God's Word

"I will forget the Lord and no longer speak in his name," said the Old Testament prophet Jeremiah. In a time of discouragement, he poured out his heart to God in complaint, "Everyone makes fun of me. Lord, I am ridiculed and scorned all the time because I proclaim your message."

But something happened to Jeremiah. God's message burned like fire inside him! He said, "If I say, 'I will not mention him or speak any more in his name,' his word is in my heart like a fire, a fire shut up in my bones. I am weary of holding it in; indeed, I cannot" (Jeremiah 20:7–9). He experienced the quickening power of God's Word and then could say, "'Is not my word like fire,' declares the LORD, 'and like a hammer that breaks a rock in pieces?'" (Jeremiah 23:29).

As you share the good news, remember that God's Word is like a *fire*. Fire burns things up; God's Word convicts of sin and destroys evil. Fire radiates warmth. God's Word is truth; it warms the heart. God's Word is also like a *hammer*. A hammer crushes. Have you seen workmen with sledgehammers pounding large rocks into small pieces? God's Word, like a hammer, has power to break down hard hearts, but remember that His Word is the hammer—not you! Learn to depend on God's Word.

#### lesson outline

God's Word Is Your Authority for Soul-Winning

God's Word Possesses Great Power

God's Word and the Holy Spirit Work Together

God's Word Must Become a Vital Part of Your Life

# lesson objectives

When you finish this lesson you should be able to:

- 1. Support the fact that God's Word is your authority in soul-winning.
- 2. List five ways God's Word functions in soul-winning.
- 3. Recognize how God's Word is the Holy Spirit's tool in bringing conversion.
- 4. Discuss how you can make God's Word a vital part of your life.

# learning activities

- 1. Read the lesson in this independent-study textbook and do the exercises in the lesson development. Memorize the *Fingertip Text*.
- 2. Take the self-test at the end of the lesson and check your answers carefully.
- 3. Review Lessons 4–6, then complete the unit student report for Unit 2 and send it to your instructor.

# key words

agnostic	indisputable	reinforce
atheist	occult	
fragment	penetrate	

# lesson development

# God's Word Is Your Authority for Soul-Winning

**Objective 1.** Support the fact that God's Word is your authority in soul-winning.

Of its writers, the Bible says, "Prophecy never had its origin in the human will, but prophets, though human, spoke from God as they were carried along by the Holy Spirit" (2 Peter 1:21). Of course, their styles of writing often differed one from the other. Isaiah the prophet wrote in grand poetic style; Mark the evangelist wrote in a direct, vigorous manner. But the overall theme of the Bible, despite its many authors, flows together in unity. "All Scripture", the apostle Paul wrote, "is God-breathed and is useful for teaching, rebuking, correcting and training in righteousness" (2 Timothy 3:16).

Since the Scriptures are God-breathed, their authority stands at the highest level. No higher authority exists in the world. The psalmist said of the Lord, "You have exalted above all things your name and your word." (Psalm 138:2, English Standard Version).

Some people ask questions such as, What right have you to convert a person from one faith to another? Or, Upon what authority do you evangelize? Many governments are opposed to evangelism. What, then, is the answer?

Perhaps we can use this illustration. If you were driving a car and came to a red light, you would know that you were supposed to stop. If, however, a policeman stood in the intersection directing traffic, and he told you to go ahead in spite of what the light said, you would do it. You would regard the higher authority.

Jesus spent house teaching when He was here on earth. We read that "the people were amazed at his teaching, because he taught them as one who had authority, not as the teachers of the law" (Mark 1:22).

The right to persuade people to turn to Christ in repentance and faith springs from the teachings of God's Word. The Bible is our indisputable authority to evangelize. We are told to spread the good news of salvation:

In the presence of God and of Christ Jesus, who will judge the living and the dead, and in view of his appearing and his kingdom, I give you this charge: Preach the Word; be prepared in season and out of season; correct, rebuke and encourage—with great patience and careful instruction. (2 Timothy 4:1–2).

# **Application**

1	Read Acts 5:15–30. Whom did Peter and the other apostle	S
rec	ognize as highest in authority?	

Not only does the Bible *give* us authority to proclaim its message, but the Bible *is* the authority, for it is the revelation of God himself. For that reason, it stands unique, superior to all other religious books. The Bible records the good news of salvation through faith in Jesus Christ. It is the "word of his grace, which can build you up and give you an inheritance among all those who are sanctified" (Acts 20:32).

The whole message of Scripture may be summarized by these words: "The law was given through Moses; grace and truth came through Jesus Christ" (John 1:17). The Old Testament reveals God's righteous law. The New Testament fulfills the Law, radiating grace and truth through Jesus Christ.

# **Application**

# 2 Fingertip Text

Title: God's Love Revealed | Reference: John 1:18

Text: No one has ever seen God, but the one and only Son, who is himself God and is in closest relationship with the Father, has made him known.

The laws God gave are based upon ten major laws that we call the Ten Commandments, and these commandments have influenced the basic laws of many countries for centuries. The purpose of the Law is to make people realize what *wrongdoing* is (Galatians 3:19). It reveals sin, man's failure, and the penalty for sin.

Grace, which came through Jesus Christ, presents the solution to the sin question. It is the person and work of Jesus. He stands foremost in history as the world's only Savior: "Out of his fullness we have all received grace in place of grace already given" (John 1:16).

When you evangelize, you are communicating both bad news and good news. The bad news relates to the Law: every person has failed at some point to keep God's righteous and just Law. A terrible punishment awaits all who have sinned against God. The good news relates to salvation in Christ, who bore the full penalty of the Law in our stead. We can be saved by God's mercy, love, and grace, which are in His Son, Jesus (Ephesians 2:4–5). Evangelizing by preaching, teaching, and telling the good news helps people "know the truth," and the truth will set them free (John 8:32). The truth has a ring of authority about it!

# Application

**3** The purpose of the Law was to make people realize their

**4** Old and New Testament teachings overlap in some areas, with God showing His love long before Christ. We see in Christ the full revelation of that love. Nevertheless, the Law kept people "locked up" as prisoners (Galatians 3:23). Put a **G** by the words that apply to living *under grace*, and an **L** by those that apply to living *under law*.

Wrongdoing	 Mercy	
Life	 Sin	
Freedom	 Truth	
Penalty	 Bondage	

5 In your notebook, give two reasons supporting the fact that the Bible is our authority in soul-winning.

#### God's Word Possesses Great Power

**Objective 2.** List five ways God's Word functions in soul-winning.

#### The Word Reveals Sin

Years ago, a man in mainland China was reading aloud the first chapter of Romans. A group of men sat in a circle listening attentively, nodding their heads in agreement. Then, they began to lower their heads in shame as he continued and read, "They have become filled with every kind of wickedness, evil, greed and depravity. They are full of envy, murder, strife, deceit and malice. They are gossips, slanderers, God-haters, insolent, arrogant and boastful; they invent ways of doing evil" (Romans 1:29–30). Obviously, these men were convicted by God's Word, but if they had read further, they would have come to these words, "All are justified freely by his grace through the redemption that came by Christ Jesus" (Romans 3:24).

The story shows clearly why the devil does not want people to hear God's Word. When one is truly convicted of one's sin, one will look for a solution, and God's Word has that, too.

#### The Word Penetrates the Heart

The Word of God is alive and active, sharper than any double-edged sword. It cuts all the way through, to where soul and spirit meet, to where joints and marrow come together. It judges the desires and thoughts of the human heart (Hebrews 4:12).

Ephesians 6:17 tells us to accept "the sword of the Spirit, which is the word of God." We can fight spiritual battles with God's Word because Scripture is more than the words of man—it is divinely inspired. God's Word is the *sword of the Spirit*.

The following story illustrates the penetrating power of God's Word. An atheist went to a large church to hear a famous organist who had come to his city. Many people attended the service, but the atheist planned to listen only to the organ music. When the pastor preached, read Scripture, or prayed, the atheist would put a finger in each ear to block out the sound.

Then, a housefly landed on his nose! When he unplugged his right ear to use his hand to shoo the fly away, the word of Scripture being read just then was, "Believe in the Lord Jesus, and you will be saved" (Acts 16:31). Quickly, the man put his finger back in his ear, but he couldn't erase what he had heard. The words kept repeating themselves in his mind. The Holy Spirit used this fragment of the good news to speak to his heart, and he was later converted!

#### The Word Tells of Salvation

Not only does the Bible's message reveal sin and penetrate the heart; it also tells us of salvation. We are not left in despair, knowing just the dark side. Thank God for the Book of hope that gives us the bright side as well!

The Bible contains all the facts necessary for man's salvation. Its joyful message isn't found in other literary works. Other writings may exhort the reader to try to reform and thus do a bit of good, but their messages are limited. In contrast, the Scripture tells of a Savior, Jesus, who alone has the words of

eternal life. Like Peter said, to whom else could we go for such words (John 6:68)? Who else could say, "I have come that they may have life, and have it to the full" (John 10:10)?

The great theme of Scripture therefore centers around Jesus Christ. "These...Scriptures," said Jesus, "testify about me" (John 5:39). The *core* of the Bible's teaching on salvation is the gospel of Christ. Paul condensed the "greatest story ever told" into these words:

For what I received I passed on to you as of first importance: that Christ died for our sins according to the Scriptures, that he was buried, that he was raised on the third day according to the Scriptures, and that he appeared to Peter, and then to the Twelve. (1 Corinthians 15:3–5)

The gospel, then, is God's story of Jesus; the good news is about His love-gift to the world (John 3:16). No wonder Paul exclaimed, "I am not ashamed of the gospel, because it is the power of God that brings salvation to everyone who believes" (Romans 1:16).

#### The Word Generates Faith

There lies in every person a hunger for God. Even those who claim to be agnostic experience this longing. The Lord has given His Word to create the faith we need—faith in Jesus Christ. The Bible says, "These [miracles] are written that you may believe that Jesus is the Messiah, the Son of God, and that by believing you may have life in his name" (John 20:31).

God's message must come through the ear into the heart, and then on to the lips.

But what does it say? "The word is near you; it is in your mouth and in your heart," that is, the message concerning faith that we proclaim: If you declare with your mouth, "Jesus is Lord," and believe in your heart that God raised him from the dead, you will be saved. For it is with your heart that you believe and are justified,

and it is with your mouth that you profess your faith and are saved. (Romans 10:8–10).

Would you like to share your faith with others? You can do it by giving them God's Word. Romans 10:17 says, "Faith comes from hearing the message, and the message is heard through the word about Christ." Others need to hear God's message just as you heard it so that it has a chance to enter their hearts and that they might have faith to believe and confess that Jesus Christ is Lord

# **Application**

6	Write in correct order the "route" that God's Word takes in
gen	erating faith.

#### The Word Produces Conversion

Palma was just 14 years old when her Sunday school teacher, who herself did not know what salvation was, told her pupils to start reading their Bibles.

"I started in Matthew's Gospel," said Palma. "When I had read as far as the Sermon on the Mount, a deep conviction of sin gripped my soul. I went to the pastor and told him about it, but his only answer was, 'What does a good girl like you know about sin? Go home and play with your dolls!' I found no one who could help me find Jesus as my Savior."

Palma didn't know how to receive Christ and His forgiveness. For five years, she carried this burden of wanting to know the Lord and to be assured that she would get to heaven when she left this world, but she didn't know how to find Him. Then, one day she went to a church in another city, where she heard the pastor preach on repentance and the need to be born again. Palma was shown from God's Word how to be saved, and through God's Word, she received spiritual life.

"How happy I was to experience real conversion!" she exclaimed. She received the baptism of the Holy Spirit—another radiant experience in her life. She later went to mainland China, Ceylon, and Taiwan as a missionary and spent many fruitful years leading others into the same experiences she enjoyed.

Scripture carries out the principle that only life can produce life. The apostle Peter wrote that "you have been born again, not of perishable seed, but of imperishable, through the living and enduring word of God" (1 Peter 1:23). This "word of God," he explains further, "is the word that was preached to you" (v. 25). The apostle James confirmed this truth when he wrote that God "chose to give us birth through the word of truth" (James 1:18).

The living Word of God produces spiritual life through the new birth

# **Application**

- **7** Match the description of the person (left column) with what the Word of God can do in his or her life (right column).
- ....**a** Susan thinks she is good enough.
- ....**b** Daniel needs a message of hope.
- ....**c** Jacob lacks faith to believe.
- ....**d** Mary tries to close out spiritual things.
- **e** Paul wants to be saved

- 1) Produce conversion
- 2) Reveal sin
- 3) Penetrate heart
- 4) Tell of salvation
- 5) Generate faith

**8** Review the five ways God's Word functions in soulwinning, then write them in your notebook from memory.

# GOD'S WORD AND THE HOLY SPIRIT WORK TOGETHER

**Objective 3.** Recognize how God's Word is the Holy Spirit's tool in bringing conversion.

"Take the helmet of salvation and the sword of the Spirit, which is the word of God" (Ephesians 6:17). In this age of the Holy Spirit's ministry, His weapon is the Word of God. Remember that it "penetrates" to a man's conscience and to his heart (Hebrews 4:12). The Word is the Spirit's sword. What a formidable combination this is to enemies of the Lord!

Paul wrote, "The weapons we fight with are not the weapons of the world. On the contrary, they have divine power to demolish strongholds" (2 Corinthians 10:4). What are some of God's powerful weapons? Praying in the Holy Spirit, using the Word of God, calling upon the name of Jesus, and trusting in the merits of His shed blood. These are weapons with which "we demolish arguments and every pretension that sets itself up against the knowledge of God, and we take captive every thought to make it obedient to Christ" (2 Corinthians 10:5).

When involved in soul-winning, you are engaged in a great spiritual battle. Demons, occult forces, and other powers of darkness hold people with a steellike grip, and Satan opposes those who would help set them free. But the Lord in whom you trust is the victor! "Then Jesus came to them and said, 'All authority in heaven and on earth has been given to me. Therefore go and make disciples of all nations" (Matthew 28:18–19).

In all soul winning work, you must rely on the Holy Spirit and allow Him to quicken the Word to your heart so that you speak the right words at the right time and in the right place. Speak under His authority. Remember, your job is to proclaim the truth of the gospel; it is the Spirit's responsibility to convict men of this truth and draw them to repentance. You cannot do His work, and He does not do yours. This is the great

partnership between the Spirit and us, which God has ordained as the means through which His work is to be accomplished.

On the Day of Pentecost, Peter, filled with the Holy Spirit, preached the Word with great power to thousands of people gathered in the streets of Jerusalem (Acts 2:14–40). He quoted Scripture after Scripture from the Old Testament. From these texts, he preached Christ—the one crucified, risen again, and enthroned in glory, giver of the blessed Holy Spirit. That day, the Word became like a sledgehammer in Peter's hands! He gave the Word and the Holy Spirit used it to convict people's hearts. "What shall we do?" they cried out.

Peter appealed to them with "many other words" to turn away from their sins and to accept Christ's provision of salvation. So powerful was the message and appeal that many believed and were baptized. At least 3000 were added to the group of believers (Acts 2:41). Later, as the preaching of the Word continued, the number grew to 5000 (Acts 4:4). God's Word, released in power, produces conversions just as it did in Bible times. We must trust the Holy Spirit to work in the hearts of those with whom we share the good news.

# **Application**

als	11 o th	Bil	ole	2 18	s c	al.	le	d i	a s	SV	VC	rc	1,	b	ut	11	. 1	S1	1	t (	O1	nI	У	0	ui	r	SV	V	or	a.	. 1	t	IS
<b>10</b> Wo					-											W	tl	he	<b>e</b> ]	Н	0	ly	S	Sp	ir	it	a	n	d	th	ne		
		 	٠.			٠.	٠			•							•			٠			•			•		•	٠		•		
											_	_			_	_																	

# God's Word Must Become a Vital Part Of Your Life

**Objective 4.** Discuss how you can make God's Word a vital part of your life.

The apostle Paul urged believers to "let the message of Christ dwell among you richly" (Colossians 3:16). The Word must become a part of your life and witness. This means reading the Bible daily and meditating upon it. Follow your time in the Word with prayer. In this manner, God speaks to you through His Word, then you speak to God in worship and prayer. Speak to Him also about the many people who need salvation, praying for them by name. Keep praying for people and not so much for things. Witnessing to people then becomes as natural as breathing.

Nothing takes the place of having God's Word fixed in your heart and mind. As you have seen, each lesson in this textbook gives you a verse or two to memorize; we have labeled these sections *Fingertip Texts*. You will recognize the following verse as one that has been used as part of the text in previous lessons, but you will be able to use it more effectively if you commit it to memory.

# **Application**

# 11 Fingertip Text

Title: Saved by His Mercy | Reference: Titus 3:5

Text: He saved us, not because of righteous things we had done, but because of his mercy. He saved us through the washing of rebirth and renewal by the Holy Spirit.

When you begin to share the good news with someone, talk naturally about subjects that interest the prospective convert. Then, as the Holy Spirit leads, steer the course of conversation to spiritual matters. Reinforce what you are saying with a verse of Scripture. A well-chosen verse anointed by the Spirit

adds authority to your own words, but do not quote numerous passages of Scripture to someone who knows little of the Christian faith. When Jesus did personal work, He rarely quoted Scripture to people who were not interested in spiritual matters. Instead, He captured their attention by meeting them on their own terms or by approaching them with something they were interested in, then He led them into spiritual truth.

He reached the chief tax collector in the city of Jericho this way. Zacchaeus was a short man who wanted to see Jesus, but he couldn't press through the crowd. So, he climbed into a tree where he could get a good view of the Master as He passed by. Imagine his surprise when Jesus looked up and said, "Zacchaeus, come down immediately. I must stay at your house today."

Zacchaeus scrambled down the tree as fast as he could. This was more than he could have hoped for! Picture this little man as he joyfully welcomes the great Savior to his home! His willingness to entertain Jesus led to Christ's words: "Today salvation has come to this house." After first showing friendliness to Zacchaeus, Jesus won him over as a devoted follower (Luke 19:1–10).

# **Application**

- **12** Circle the letter in front of each correct completion to the sentence. We can help make God's Word a vital part of our lives if we
- a) read it prayerfully.
- **b)** take time to think and meditate on what we have read.
- c) commit Scripture to memory.
- **d)** carry a Bible with us to church.
- **13** In your notebook, write which areas—prayer, study, reading, or memorizing—you feel need strengthening in your life. Ask the Lord to help you with them and then try to reschedule your days to allow more time for spiritual things.

In this second unit, you have looked into the supernatural power of God in the experience of conversion, the ministry of the Holy Spirit, and the Word of God. He has provided for His people so that they may be equipped to carry out the work He has for them to do.

#### self-test

TRUE-FALSE. Write **T** in the blank space if the statement is true. Write **F** if it is false.

- ....**1** Jesus' teaching was different because He taught with authority.
- ....2 Grace and truth came through Jesus Christ
- ....**3** God's Word both convicts of sin and offers hope.
- ....4 The Law came by Moses and faith comes by keeping the Law.

MATCHING. In front of each action given (left column) write the letter of the quality or thing it relates to (right column).

....**5** Given by God's Word

a) Friendliness

....**6** Shows our wrongdoing

b) Authority

....**7** Produces life

c) Scripture

8 Jesus showed Zacchaeus

d) Law

....**9** We should memorize

e) Grace

MULTIPLE CHOICE. Circle the letter(s) of the correct answer(s).

- **10** Select three things from the list below that describe God's Word.
- a) Living
- **b)** Changeable
- c) Limited
- d) True
- e) Immortal
- **11** Circle the letter in front of each correct completion to the sentence. It is the responsibility of every Christian to
- a) read and meditate on God's Word.
- **b)** share the good news with others.
- c) convict people of sin.
- **d)** confess Jesus as Savior and Lord.

SHORT ANSWER. Write the answer to the question on the lines provided.
<b>12</b> In this lesson we have studied three things to which God's Word is compared. What are these three things?
<b>13</b> What "route" does God's Word take in us to build up active faith?

#### FINGERTIP TEXT.

**14** From memory, write in your notebook or quote to someone else the *Fingertip Texts* you learned. Include the title, reference, and text.

Before you continue your study with Lesson 7, complete your student report for Unit 2 and return Answer Sheet 2 to your GU instructor.

## answers to study questions

- 1 God
- **8** God's Word reveals sin, penetrates the heart, tells of salvation, generates faith, and produces conversion.
- **2** Without looking at your card, you should be able to quote all three parts of the *Fingertip Text*, John 1:18.
- **9** Sword of the Spirit.
- **3** wrongdoing (or sin).
- **10** Your answer. I would say that the Word contains the message that the Holy Spirit makes real to the heart.
- **4** *Under Law*: Wrongdoing, Sin, Penalty, Bondage. *Under Grace*: Truth, Life, Mercy, Freedom.
- **11** Without looking at your card, you should be able to quote all three parts of the *Fingertip Text*, Titus 3:5.
  - **5** Your answer. I would say this: The Bible is inspired by God and so represents the highest authority, and the Bible tells the message of salvation.
- **12 a)** read it prayerfully.
  - **b)** take time to think and meditate on what we have read.
  - c) commit Scriptures to memory.

(Not **d**) carry a Bible . . . we can develop a habit of carrying a Bible without ever taking time for personal Bible study.)

- **6** Ears, heart, lips (or mouth).
- **13** Your answer.
  - 7 a 2) Reveal sin.
    - **b** 4) Tell of salvation.
    - **c** 5) Generate faith.
    - **d** 3) Penetrate heart.
    - **e** 1) Produce conversion.



# **UNIT THREE**

# A WORK TO DO—Be Involved!

#### <u>Lessons</u>

- 7 Approach the Unconverted
- 8 Explain the Way of Salvation
- 9 Bring to a Decision
- 10 Disciple New Converts

# 7 Approach the Unconverted

"See how I blow!" the wind boasted. "Tree branches tumble to the ground, clouds race across the sky, and great ships sail across the ocean. As for you, sun, you do nothing but shine. You can't make things happen."

"Well," replied the sun, "let's put our forces to a test. See that traveler walking along the road? Whoever can make him take off his overcoat will be the winner."

"Fair enough!" responded the wind confidently. "I'll just blow that man's coat off!" The wind started to blow on the man, who promptly buttoned up his overcoat. The harder the wind blew, the tighter the man held on to his coat. Finally, the wind gave up.

"Now it's my turn," said the sun shining brightly. Soon the traveler unbuttoned his coat. As the sun continued to send down warm, friendly rays, the man took off his coat and carried it.

Though just a fable, the little story carries a truth. Where force fails, the warmth of love and friendliness wins. Showing the love of Christ becomes a guiding principle in soul-winning.

#### lesson outline

Make Friends with the Prospective Convert

Use Good Common Sense

Show a Warm Attitude

Use the Right Approach

# lesson objectives

When you finish this lesson you should be able to:

- 1. Provide reasons for making friends with nonbelievers.
- 2. State some good common-sense rules in soul-winning.......
- 3. Name ways to show or reflect a warm attitude.
- 4. Explain various ways to approach people with the gospel.

# learning activities

- 1. Read the lesson in this independent-study textbook, and do the exercises in the lesson development.
- 2. Take the self-test at the end of the lesson, and check your answers carefully
- 3. Make practical applications of one or two of the soul-winning approaches given in this lesson.

## key words

commendation propriety

hostile rigid

outcasts tactfulness

## lesson development

A man who had been hostile to the gospel message was converted to Christ. Joyful in his newfound faith, he obtained a copy of the Bible and began to read it. Each time he came to a passage that spoke to his heart, he would rush into the road near his home and stop anyone walking by. After reading the verse his finger pointed to, he would then ask the passerby, "Have you ever heard about this?" Though his zeal is to be commended, his approach might not always be the most effective

In this lesson, you will study several ways of approaching the unconverted. Seek the Lord for guidance, and use the approaches you find most helpful.

# Make Friends with the Prospective Convert

**Objective 1.** Provide reasons for making friends with nonbelievers.

Though there are no rigid rules about how to approach people with the good news, making friends with the unconverted seems basic. The Lord Jesus did this. He was called "a friend of tax collectors and sinners" (Luke 7:34). He deliberately associated with those whom religious leaders of His day despised. They grumbled, "This man welcomes sinners and eats with them" (Luke 15:2). Jesus made a point of contacting people with spiritual needs. He willingly sat down to eat and fellowship with them. We must follow His example and make friends with the unsaved whenever possible.

The more contact one has with nonbelievers, the more potential there is for people to be converted. This is because the message of the gospel and the love of God flow through contacts or associations made between the saved and the unsaved. Where contacts are few, fewer people are converted.

Sometimes new believers seems to outdo long-standing Christians in bringing people to the Lord. It is true that the freshness of their enthusiasm is a factor, but another factor is that they still have a circle of unconverted friends and relatives while the Christian's friends, relatives, and associates over the years are mostly other believers.

Long-standing believers, therefore, should not only maintain freshness in their enthusiasm for the Lord, but they should also cultivate friendships among the unconverted for the purpose of bringing them to the Lord.

One way is to invite unsaved people to your home for a meal or for refreshments. Such invitations often open the way to friendships that can result in winning them for Christ. Another way is to seek out someone in need and do something helpful. We will study more about this later in the lesson.

# **Application**

1			C	ì1	V	e	t	W	0	) ]	re	28	lS	C	11	S	,	W	/l	יַנ	y	ľ	16	15	W	(	C	0	n	V	e	r	S	1	n	a	y	ł	18	l	/e	) ]	m	lC	r	e	S	u	C	c	e	SS	3
ťł	ıa	n	1	O	n	σ	ti	n	16	2	(	1	าเ	ri	SÍ	ti	ล	n	ıs	i	in	ı	16	2	าเ	di	ir	19	)	n	e	c	n	1	e	t	n	ť	h	e	Ī	c	r	d									
	10		•			0	-				`				٠.	-		_				•	•	•	•		_	-2	>	٢	•		T	_	•	٠	_	•		•	_	•	-	·	•								
•		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•			•		•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•			•	•	•	•	•	
																							•																														

- **2** If you see yourself as one who has few contacts for Christ, write in your notebook suggestions of what you might do to show yourself more friendly.
- **3** Circle the letter in front of each correct completion to the sentence: It is important that we make friends with the unsaved because
- **a)** Jesus, our perfect example, was a friend to sinners.
- **b)** it opens the way for us to talk to them about Christ.

- c) we can have closer fellowship with them than with Christians.
- **d)** the love of Christ can flow through us to them.

#### USE GOOD COMMON SENSE

**Objective 2.** State some good common-sense rules in soul-winning.

Approaching a prospective convert requires good common sense. The following suggestions will help you be more effective in soul-winning. Paul's guiding principle is to "make the teaching about God our Savior attractive" in all that you do (Titus 2:10).

## Consider Your Appearance

What you are on the *inside* is far more important than how you look on the outside, but your *outward appearance* is the first thing that people see. It can make the difference as to whether people will want to listen to you or not. We aren't talking about the physical features you were born with, nor whether you have expensive clothes. These are of minor importance. There are, however, some basic rules worth your attention.

Clothing should be modest and proper, as you want to draw attention to Christ rather than yourself. You can adorn the gospel by looking your best, wearing something fresh and clean. Personal cleanliness is also a factor. Body odor not noticeable to yourself can be offensive to others. Bad breath is the biggest culprit, so keep a supply of breath-fresheners with you.

# **Application**

4	V	V	hy	y	is	a	ι (	Cl	hr	is	ti	a	n	'S	5 (	οι	ıt	W	12	ır	d	a	p	p	e	a	ra	ın	C	e	iı	n	p	O	rt	a	n	ť	?			

#### Consider Your Manner

"Be wise in the way you act toward outsiders; make the most of every opportunity" (Colossians 4:5). Here are some guidelines on how to act wisely:

Be natural. You can learn to talk naturally about spiritual matters and to build them into your everyday conversation. Evangelizing should become as natural to you as breathing. When your heart is full of joy and love for Christ, you will say like Peter and John, "We cannot help speaking about what we have seen and heard" (Acts 4:20). Use everyday language. Don't try to impress people. Let them know you are just a "sinner saved by grace."

Be natural in your tone of voice. If you really care about people, they will sense your concern. If you are joyful in your Christian experience, they will be aware of that, too. Jesus said, "A good man brings good things out of the good stored up in his heart...For the mouth speaks what the heart is full of" (Luke 6:45).

Be courteous. It's a basic virtue all over the world! Your conversation with the unbeliever, including your approach, should be courteous and considerate, even if he or she is discourteous to you. Never argue or raise your voice; this accomplishes nothing. Instead, "Let your conversation be always full of grace, seasoned with salt, so that you may know how to answer everyone." (Colossians 4:6). Salt flavors and purifies. "A gentle answer turns away wrath" (Proverbs 15:1). Our Lord spoke with gracious words, and this attracted the common people, who heard him gladly (Mark 12:37, KJV).

Be tactful. Learn and observe local customs of propriety, avoiding situations that may appear questionable. Whenever possible, women should deal with women and men with men. Otherwise, have a third party present. "Do not let what you know is good be spoken of as evil" (Romans 14:16). Don't force yourself on people. Where they do receive you, be careful about overstaying your welcome or imposing on their time. Be considerate of their schedule

# **Application**

- **5** List at least three common-sense guidelines for an effective approach in soul winning.
- **6** Write *Yes* after each of the following statements that you feel is an example of using common sense in approaching the unconverted.
- **a** A woman calls her neighbor at supper time and talks for half an hour, then invites her to church.
- **b** A man helps his elderly neighbor weed the garden, then shares Christ as they sit in the shade to rest.
- A student memorizes short "speeches" to use when talking with the unconverted.
- **d** A student memorizes Bible verses and then studies so that he can also give the meaning in his own words.
- Martha bakes a pie for neighbors who are just moving in. She doesn't stay to visit but says she wants to get acquainted after they are settled.

#### SHOW A WARM ATTITUDE

**Objective 3.** Name ways to show or reflect a warm attitude.

One's attitude toward people also reflects what is in the heart. Let Christ's love in your heart radiate a warm attitude toward unsaved relatives, friends, and associates.

## Listen to Prospective Converts

Sometimes we are in too much of a hurry when we evangelize; we neglect to stop and listen to people. By taking time to really listen to people who open up their hearts and talk with you, you show them you care, and this helps you gain their confidence. It gives you the opportunity to learn many things about them that will guide you in how to talk to them.

# **Application**

<b>7</b> ar											26	ej	p	S	υ	15	3	fi	r	)1	m	1	g	a	iı	ni	ir	12	5								

# Be Sympathetic to Their Problems

As you listen attentively to people, you soon learn about their particular problems and difficulties. Sympathize with them. Show genuine concern and love. By allowing them to share their problems and difficulties with you, you will then be better able to share Jesus with them as the Savior and Helper. Paul wrote that we should "comfort those in any trouble" (2 Corinthians 1:4).

# **Application**

8 Fingertip Text

Title: Jesus Gives Rest Refer 29	rence: Matthew 11:28–
----------------------------------	-----------------------

Text: Come to me, all you who are weary and burdened, and I will give you rest. Take my yoke upon you and learn from me, for I am gentle and humble in heart, and you will find rest for your souls.

# Let the Fruit of the Spirit Attract!

A fruit stand of beautiful ripe peaches, pears, oranges, apples, and other fruits tastefully arranged makes a person long to have some! So it is with the fruit of the Spirit in a person's life. Look up Galatians 5:22–23. Let the precious Holy Spirit produce fruit of love, joy, peace, patience, kindness, goodness,

faithfulness, humility, and self-control in your life; this will draw people, making it easier to win them for Christ.

# **Application**

- **9** Select the best ways to manifest a warm attitude.
- a) Insist that people confide in you so you can help them.
- **b)** Take time to listen when others speak, even if they aren't sharing confidences.
- c) Ask the Lord to give you a deeper love for others.
- **d)** Listen to people's problems with your heart and not just with your mind; sincerely sympathize with them.

#### USE THE RIGHT APPROACH

**Objective 4.** Explain various ways to approach people with the gospel.

From the various accounts of soul-winning recorded in the New Testament we are able to glean helpful points on approaching the unconverted. We soon notice the *variety* of approaches. Types of approaches vary because people vary. Each person is unique and different. We will now consider some common ways to approach the unsaved.

## The Direct Approach

Jesus used the direct approach when Nicodemus came to see Him. Since Nicodemus was a religious leader, Jesus brought up the point of conversion by rebirth, saying that everyone must be born again (John 3:3, 5). Review what you studied in Lesson 4. Do you remember how Jesus used what we called the "shock approach"? Jesus startled the older man by emphasizing that he needed to start all over again, to be born from above, of the Holy Spirit. Though Nicodemus was a man with prestige, learning, and perhaps wealth as well, life at its best was not good enough. He needed to be saved. This direct approach led to his conversion.

A well-known soul-winner, John Vassar, often used the direct approach. In a courteous manner, he would ask a stranger a question such as the following: Is your soul right with God? Are you saved? Are you ready to meet the Lord? Do you know that your sins are forgiven? Where will you be in eternity? Because of the kind of man that John Vassar himself was, and because of his manner of asking, no one was known to rebuff him.

# The Indirect Approach

Sometimes the direct approach is not the best and you can reach someone more effectively by an indirect approach. You wait for an opening in your conversation to turn it smoothly to spiritual topics. Jesus used the indirect method in His dealings with Zacchaeus. Review what you studied in Lesson 6 about this account.

# The Question Approach

With this approach, a prospective convert is asked a question. Led by the Holy Spirit to the Ethiopian official just at the right time, Philip's opening words were: "Do you understand what you are reading?" (Acts 8:30). Philip had heard the official reading from his scroll, and he used the question approach. Review what you learned about Philip and his methods of soul-winning in Lesson 5.

There are two kinds of questions. Direct questions bring you and your prospect straight to the subject of salvation. Indirect questions lead a person gradually, or in a roundabout way, to the subject. Some examples of indirect questions are as follows: Have you given much thought to spiritual things? Are you interested in spiritual matters? Have you thought about becoming a Christian? What do you believe about Jesus Christ?

Sometimes you will find that a person will respond in a way that seems to shut off further discussion or lead it astray. Responses such as *I'm an atheist, I don't believe the Bible is the Word of God, I think all religions are just as good, How do you* 

know there's a God?, can lead a soul-winner far from the simple explanation of the gospel. But remember that you don't have to defend the Word but only use it and allow the Holy Spirit to do the convincing. You don't actually have to answer these kinds of questions in order to give a witness. You can often steer the conversation back to the basics through another question such as Yes, but would you be interested in hearing what Christians believe? or Has anyone ever explained to you just what Christians believe about that? or Well, perhaps I could tell you what happened to me when I became a believer.

The important thing is for you to try to get a hearing for the gospel's basic message. The steps in explaining the way of salvation will be given in the next lesson.

# **Application**

<b>10</b> Think back to the last time you talked with an unsaved person about spiritual things. What approach did you use?	

# The "Ask a Favor" Approach

As He journeyed with His disciples northward to Galilee, Jesus deliberately chose a route through Samaria.

In John 4:5–30, we read about His interview with a Samaritan woman in the town of Sychar. Tired from the long walk over mountainous country, He stopped to rest at Jacob's well while the disciples went into a nearby town to buy food.

Because of the heat at midday, few came at that time to draw water. But in God's timing one Samaritan woman came. Jesus surprised her by asking her a favor. After the long walk, He was thirsty. He asked her, "Will you give me a drink?"

His request for water from the woman was very unusual. At that time, Jews and Samaritans were not on friendly terms. Jews would not even use the same cups and bowls that Samaritans used; they looked down on the Samaritans because they were a mixed people. Long ago, their ancestors were Jews who had married Assyrians, an enemy people (2 Kings 17:24–41). Therefore, the woman answered the Lord, "You are a Jew and I am a Samaritan woman. How can you ask me for a drink?"

But the Master overcame racial and religious barriers by answering, "If you knew the gift of God and who it is that asks you for a drink, you would have asked him and he would have given you living water."

By arousing her curiosity, Jesus led her from a common topic—water— into the spiritual subject of life-giving water. At first, the woman didn't understand what He meant. "Sir," she said respectfully, "you have nothing to draw with and the well is deep. Where can you get this living water?"

The woman asked the Lord a question, but without waiting for His answer, she went on to talk about their common ancestor, Jacob. "Are you greater than our father Jacob, who gave us the well and drank from it himself, as did also his sons and his livestock?"

Jesus answered her earlier question and kept to his subject of life-giving water. What marvelous words came from his lips!

Jesus answered, "Everyone who drinks this water will be thirsty again, but whoever drinks the water I give them will never thirst. Indeed, the water I give them will become in them a spring of water welling up to eternal life (John 4:13–14).

The Samaritan woman could only give natural well water to the Savior to temporarily quench His thirst. Jesus, instead, would give her life-giving water that would fully satisfy her forever. In addition, the Lord's gift to her would be a spring, the *source* of life-giving water within her.

"Sir," the woman cried out with earnest desire, "give me this water so that I won't get thirsty and have to keep coming here

to draw water." She was still confused in her thinking about natural water and this life-giving water that Jesus was offering to her. Whatever it was, she wanted it!

Then the Lord aroused within her a hunger for righteousness by saying, "Go, call your husband and come back."

"'I have no husband,' she replied.

"Jesus said to her, 'You are right when you say you have no husband. The fact is, you have had five husbands, and the man you now have is not your husband. What you have just said is quite true."

Jesus knew her wretched life. She probably never had a happy marriage—husbands came and went. She had lost her virtue. Yet in her heart there was a longing for something better. But she still sought to avoid the painful topic of her misery and sin by discussing a religious subject.

"I see that you are a prophet," she said. "Our ancestors worshiped on this mountain, but you Jews claim that the place where we must worship is in Jerusalem." It almost sounded as if she were provoking an argument. The Lord settled this by teaching her that true worship of God is a spiritual matter. The time and place do not matter all that much: "God is spirit, and his worshipers must worship in the Spirit and in truth."

Again, the woman turned the conversation in another direction: "I know that Messiah" (called Christ) "is coming. When he comes, he will explain everything to us."

Jesus surprised her by answering, "I, the one speaking to you—I am he."

Startled by His answer and seeing the disciples returning, the woman left her water jar and hurried back to town. There she announced to the people openly, "Come, see a man who told me everything I ever did. Could this be the Messiah?"

Many Samaritans from that town believed in Him because of the woman's testimony, "He told me everything I ever did." So when the Samaritans came to him, they urged him to stay

with them, and he stayed two days. Because of his words, many more became believers.

They said to the woman, "We no longer believe just because of what you said; now we have heard for ourselves, and we know that this man really is the Savior of the world" (John 4:42).

We have dealt at length with this case study of soul-winning because it contains many helpful points on approaching the unconverted. Jesus recognized the woman of Samaria as a person. A rabbi of that day would sometimes not even speak to a woman, much less a Samaritan woman! Jesus didn't let social and cultural barriers stand in the way. We, too, must see value in people and find ways to reach them.

# **Application**

<b>11</b> Jesus observed the rules of propriety; He talked with	
Nicodemus by	
and the woman by	

Jesus led her from the known to the unknown, from an ancestor's well to a spiritual spring of life-giving water, from limited worship of God to worship of God the Father in the power of the Spirit, and from her knowledge of Him as a prophet to further knowledge of Him as the Messiah and the Savior of the world.

Through asking a favor, Jesus not only won a convert but also a welcome into a Samaritan town where many came to believe on Him. The right approach can result in many accepting Jesus as Lord.

# Application

What d subject	esus	s do	w	hei	n tl	he	wc	ma	an 1	trie	ed 1	to (	cha	ang	ge			

# The Helping Hand Approach

Some people have seized opportunities to give others a helping hand. This has created openings for spiritual contact. Acts of practical kindness open doors for evangelizing.

A lay Christian leader in the great city of London visited a very distressed family. The father was sick; four children played with broken pieces of furniture; and the mother had lost heart in keeping up the place, which left it dirty and rundown.

The worker tried his best to cheer up the family, but he knew in his heart that mere words were not enough. Then, he made a suggestion to the mother: "If I bring you some wallpaper, will you put it on the walls to brighten the rooms?"

"Oh, yes!" she said, "I'll gladly do that."

After he had delivered the wallpaper, the worker visited the family again. What a happy surprise awaited him! Fresh wallpaper adorned the cleaned and tidied rooms. The sick father had even mended the furniture. How thankful they were to this Christian who had helped them. It was easy then for him to lead them to a saving knowledge of Jesus Christ.

# **Application**

<b>13</b> Read James 2:14–17 and fill in the blanks. Even as faith
without actions, or works, is
so witnessing without
can also be

# The Interest Approach

Jesus created interest in the mind of the Samaritan woman when He started to talk about life-giving water. Talking about subjects of mutual interest pave the way for discussing spiritual issues.

We read in Matthew 4:18–20 that one day, as Jesus was walking along the shore of Lake Galilee, He saw two brothers

who were fishermen: Simon Peter and Andrew. Both were catching fish in the lake with a net. Jesus called out to them, "Come, follow me . . . and I will send you out to fish for people." He talked their language—the language of fishing, which was of keen interest to them.

"At once they left their nets and followed him." People today are still leaving their nets, figuratively speaking, because He talks to them in words they can understand and relate to.

# Commendation Approach

Sometimes we can honestly commend a person for some character trait or act. This can be an effective approach. We read that when Peter started to follow Christ, "Jesus looked at him and said, 'You are Simon son of John. You will be called Cephas' (which, when translated, is Peter)" (John 1:42). Peter responded in turn. The Lord had won his heart!

# **Application**

- **14** For each story in our lesson (left column) write the number that represents the approach used (right column).
- ....a Jesus and Nicodemus
- ....**b** Philip and the Ethiopian
- ....**c** Jesus and the Samaritan woman
- **d** Jesus and Zacchaeus
- ....**e** Worker and the wallpaper
- ....**f** Calling the fishermen
- ....**g** Cephas, the rock

- 1) Interest
- 2) Helping hand
- 3) Direct
- 4) Question
- 5) Indirect
- 6) Favor
- 7) Commendation

15 After each of the following situations name the approach

	Tittel each of the following situations, name the approach
tha	t would be the most appropriate. (More than one approach
mig	ght apply to some situations.)
a	You meet a young man who has left his home and needs to
	find employment.
	• •
	XX 2 1 1 1 1 1 1 1 1
b	You're in a strange town and need someone to help you
	find a store where you can buy food.
C	Your child's teacher at school has taken extra time to help
	him or her.

At the end of Lesson 2 you wrote the names of people you want to win for Christ. You have been praying for the key to reaching them for Him. We trust that over the weeks you have also been looking for opportunities to present the gospel in an appropriate way.

If opportunities have not yet arisen, perhaps you need to take more time to get better acquainted with those individuals or to gain their confidence. This, too, can be a definite matter of prayer and concern as you continue to be alert to their needs.

#### self-test

TRUE-FALSE. Write **T** in the blank space if the statement is true. Write **F** if it is false.

- ....1 Our friendliness can make a way for us to talk to the unconverted about Christ.
- ....**2** Jesus was careful not to be seen with sinners.
- ....**3** Our outward appearance is what people usually see first.
- ....4 A Christian should be courteous even when others seem to be discourteous.

YES-NO. Write **Y** in the blank space for yes if the phrase is a common-sense guideline to an effective approach in soul-winning. Write **N** for no.

- ....**5** Consider your appearance.
- ....**6** Be natural in your voice and actions.
- ....**7** Copy successful soul winners word for word.
- ....**8** Be tactful and courteous.
- ....**9** Be defensive of your own rights.

MULTIPLE CHOICE. Circle the letter(s) of the correct answer(s).

- **10** Circle the letter in front of each correct completion of the sentence. You can show or reflect a warm attitude by
- a) listening to prospective converts when they talk.
- **b)** letting people know their problems aren't so great.
- c) telling people not to talk but to think positively.
- **d)** praying and letting the love of God shine through you.
- **11** As a master soul winner, Jesus sometimes
- a) surprised or startled people.
- **b)** aroused a person's curiosity.
- c) tried to embarrass people.
- **d)** condemned the one who had sinned.

SENTENCE COMPLETION. Complete the following sentences on the lines provided.	
<b>12</b> Types of approaches vary because people	
<b>13</b> Sometimes our witnessing without good works is	
<b>14</b> Jesus asked the Samaritan woman for a	
<b>15</b> Jesus Peter when He called him a rock	k
FINGERTIP TEXT.	

From memory, write in your notebook or quote to someone else the *Fingertip Text* you learned. Include the title, reference, and text.

#### answers to study questions

- 1 New converts are sometimes more enthusiastic, and they often have a larger circle of unsaved friends.
- **9 b)** Take time to listen when others speak, even if they aren't sharing confidences.
  - c) Ask the Lord to give you a deeper love for others.
  - **d)** Listen to people's problems with your heart and not just with your mind; sincerely sympathize with them.
- 2 Your answer.
- **10** Your answer.
  - **3** a) Jesus, our perfect example, was a friend to sinners.
    - **b)** it opens the way for us to talk to them about Christ.
    - **d)** the love of Christ can flow through us to them.
- 11 night, day.
- **4** Because it affects the way people respond to him or her.
- **12** He stayed with the subject.
  - **5** Any three: Choosing modest apparel; being clean in person; being natural, tactful, and courteous.
- 13 dead, actions (or works), dead.
  - **6 b** Yes.
    - d Yes.
    - e Yes.
- **14 a** 3) Direct
  - **b** 4) Question
  - **c** 6) Favor
  - d 5) Indirect
  - e 2) Helping hand
  - **f** 1) Interest
  - **g** 7) Commendation
  - **7** We are in too much of a hurry; we don't take time to listen.

- **15** I would use the following approaches:
  - **a** Helping hand
  - **b** Favor
  - **c** Commendation
  - **8** Without looking at your card, you should be able to quote all three parts of the *Fingertip Text*, Matthew 11:28–29.

# Explain the Way of Salvation

Over 300 years ago, John Bunyan, a lay preacher and mender of kitchen pots and pans, wrote the book, *Pilgrim's Progress*. It is the story of a man called Pilgrim who is burdened by a heavy load on his back. His sins trouble him. As Pilgrim begins to read a Book that has come into his hands, he learns that the city he lives in is doomed for destruction. He cries out, "What must I do to be saved?"

Though family and friends try to help him, his condition worsens. Then, a man named Evangelist appears, and he asks Pilgrim why he is so miserable. After he explains, Evangelist says, "If this is your condition, why are you standing still?"

Pilgrim replies, "I do not know where to go."

Evangelist tells Pilgrim how to escape the city, directing him to a narrow gate with a shining light off in the distance. Pilgrim starts to walk toward the gate. (See Matthew 7:13–14.)

We, too, meet people who need someone to show them the way to eternal life. In this lesson, you will learn how to present the important steps to salvation and give your own personal testimony. Included are points on overcoming difficulties.

#### lesson outline

Present the Steps of Salvation

Share Your Testimony

Overcome Difficulties

#### lesson objectives

When you finish this lesson, you should he able to:

- 1. List and explain the steps of salvation in Christ along with related Scripture passages.
- 2. Recognize the value of an effective personal testimony.
- 3. Apply scriptural methods and answers when helping those who have difficulty accepting the message of salvation.

#### learning activities

- 1. Read the lesson in this independent-study textbook and do the exercises in the lesson development.
- 2. Memorize the five steps to salvation and the Scripture verses that accompany them.
- 3. Take the self-test at the end of the lesson and check your answers carefully.

#### key words

appendix	confronted	naive
colleague	fallacies	renounce
confirm	illustrious	

#### lesson development

#### PRESENT THE STEPS OF SALVATION

**Objective 1.** List and explain the steps of salvation in Christ along with related Scripture passages.

It was midnight in a jail at Philippi in the district of Macedonia 1900 years ago when some strange things took place. The jailer had thrown two missionaries from the church of Antioch, Syria, into an inner prison cell. He treated them as if they were convicts of the worst type, fastening their feet between heavy blocks of wood. We read what happened in Acts 16:19–34.

These two prisoners had been terribly mistreated, insulted, and severely beaten. Now without enough clothes to cover their bleeding bodies, Paul and Silas were suffering too much pain to sleep. They started to pray. Victory entered their souls! They began singing hymns and worshipping God while other prisoners listened with wonder.

"Suddenly," wrote Luke, who was in Philippi at the time, "there was such a violent earthquake that the foundations of the prison were shaken. At once all the prison doors flew open, and everyone's chains came loose." The jailer had been sound asleep. Startled by the strong earthquake and seeing its effects, he immediately thought that all the prisoners had escaped. He knew that as a Roman jailer he carried full responsibility for his prisoners and would have to pay with his life. Pulling out his sword, he was about to commit suicide.

Someone shouted to him to stop! It was Paul. "Don't harm yourself!" he called. "We are all here!"

Picture the scene! The jailer quickly calls for blazing torches. He rushes in and falls in fear at the feet of Paul and Silas, crying, "Sirs, what must I do to be saved?" This was the question 2000 years ago and it is the question of men and women today who recognize their need of the Savior.

In this lesson, we will summarize the steps of salvation so that we may be able to give them clearly to others who do not know how to he saved.

#### Application

Do you remember the story of Christine (Lesson 2) who	
accepted Jesus as her Savior and relayed the message to her	
dying father? You wrote the five steps of salvation through	
Christ in your notebook. The first step referred to Romans 3:23,	
which is also one of your Fingertip Texts. Without looking at	
your card, write the verse from memory.	

## Step 1: Acknowledge That You Are a Sinner—Romans 3:23

The answer Paul and Silas gave the jailer who asked how to be saved was, "Believe in the Lord Jesus, and you will be saved—you and your household." (Acts 16:31). To reinforce this simply-worded answer, "they spoke the word of the Lord to him and to all the others in his house." (Acts 16:32).

The jailer's question tells us that he knew he was lost. He knew he needed to be saved. As we already studied in Lesson 5, the Holy Spirit convicts of sin. Those who are convicted can stifle the dealing of the Holy Spirit and continue to trust in their own good works, but if they do so, they will not be saved. Romans 3:23 says plainly that "all have sinned and fall short of the glory of God."

In Luke 18:9–14, Jesus gives an interesting parable of two men praying. The tax collector only cried out, "God, have mercy on me, a sinner" while the Pharisee recited his own good works. Jesus summed up the parable by saying, "I tell you that this man [the tax collector], rather than the other, went home justified before God."

## Step 2: Recognize That God Did Something About It—John 3:16

Why did God do something about it? Man could have gone on in his sin and been eternally lost, but God did something about it. His reason was love: "For God so loved the world that he gave his one and only Son, that whoever believes in him shall not perish but have eternal life" (John 3:16).

By becoming a member of the human race, He identified himself with us. He suffered and died on the cross for the specific purpose of taking away the sin of the world (John 1:29). The gospel that we preach, teach, and talk about must center on these words of Paul: "Christ died for our sins" (1 Corinthians 15:3).

#### **Application**

**2** List in your notebook the first two steps of salvation and write out the Scripture verses that go with them. Do this from memory.

#### Step 3: Receive Christ as Your Savior— Romans 6:23

It isn't enough to mentally recognize the fact that Christ died to save sinners. The Bible says that "the wages of sin is death, but the gift of God is eternal life in Christ Jesus our Lord" (Romans 6:23). A gift must be received and accepted by the one to whom it is offered.

Incredible as it may seem, history has recorded more than once the story of a man on death row who refused a pardon. Doesn't it seem almost unbelievable that a man would turn his head and purposely ignore a messenger who came with a paper declaring forgiveness from the governor or king? Yet it has happened, and the prisoner was executed because he wouldn't accept the gift of life.

Incredible as it may seem, people today refuse the offer of life God gives. We must each receive Jesus Christ as Savior, accepting the gift—God's only Son. Thank God that "to all who did receive him, to those who believed in his name, he gave the right to become children of God" (John 1:12).

#### **Application**

**3** Now list the three steps you have been given and the Scripture references for them. Do this from memory.

## Step 4: Confess Sin and Get Rid of It—1 John 1:9

Sin is like a great burden, as Pilgrim described in the beginning of this lesson, but hiding it won't help us get rid of it. We must confess our sin—admit that we have sinned—and renounce it. Sometimes we use the word *repentance*—making a complete turnabout from serving ourselves, the world, and the devil to serving the Lord.

What would you think of a prisoner condemned for murder who said he would accept his pardon from the governor, but he intended to go out and kill someone else? No doubt his pardon would be withdrawn immediately. If you were the man condemned and pardoned, your gratitude and thankfulness would help you turn from your wicked ways—especially if your release came through someone else's death! Ours came through the death of Jesus Christ, and so complete is that forgiveness that the Bible says, "If we confess our sins, he is faithful and just and will forgive us our sins and purify us from all unrighteousness" (1 John 1:9).

#### **Application**

**4** List Steps 1 to 4 with their Scripture references from memory.

## Step 5: Confess and Believe That Jesus Is Savior and Lord—Romans 10:9–10

If you declare with your mouth, "Jesus is Lord," and believe in your heart that God raised him from the dead, you will be saved. For it is with your heart that you believe and are justified, and it is with your mouth that you profess your faith and are saved. (Romans 10:9–10).

If salvation were only getting rid of the past, we would be left without direction to our lives, but we confess and believe; by faith we take Jesus as our Savior and *claim* Him as Lord of our lives. Jesus said, "Whoever acknowledges me before others, I will also acknowledge before my Father in heaven" (Matthew 10:32). We aren't ashamed of being part of God's family. Giving Jesus His rightful place as Lord of our lives means also that we can rest completely in His saving grace and His power to keep us.

This true incident may serve as a helpful illustration: A tribesman with a heavy load of wood on his back trudged wearily along a mountain road in Taiwan many years ago. Along came a lumber truck. The driver stopped and offered the old man a ride. As he had never ridden in a vehicle before, the man was a bit reluctant. The driver, however, assured him of a safe ride to his village, so the old man climbed on to the back of the truck. After driving some kilometers over the bumpy road, the driver heard a loud pounding on the top of the cab. The man was shouting wildly for him to stop. "Tong be-tiâu! (Unbearable!)" he cried.

The driver then discovered that the old man was still carrying the load on his back, and the bumpy road was causing it to press down more heavily on him. He did not understand that he could lay his burden down and that the truck would carry his load as well as himself!

You may smile at this story and think how naive the old man was! Yet a person may be doing the same thing regarding the step of putting his or her trust in the Lord Jesus. In his letter to the believers, Jude closed with these words of praise: "To him who is able to keep you from stumbling and to present you before his glorious presence without fault and with great joy" (Jude 24). Jesus Christ is Lord!

#### **Application**

- **5** Now that you have studied all five steps, write them down from memory along with the references until you can do so twice without error.
- **6** To get still further practice with this important part of our lesson, find a friend and ask him or her to listen while you explain these five steps. Use the Bible as you point out the Scriptures. Do this several times until you feel comfortable with the steps and the Scriptures.

#### SHARE YOUR TESTIMONY

**Objective 2.** Recognize the value of an effective personal testimony.

So far, we have studied mainly how to present salvation through steps given in God's Word. This is of primary importance, for we read that Jesus and the apostles declared the truth of Scripture. Jesus did, however, include stories and incidents of undying human interest.

You have a story that you can tell with an accuracy and assurance with which no one else can tell it—the story of your own conversion. Your personal witness shares what Christ has done in your life, and as you give it, you can assure listeners that the Lord will do the same for them. It will also help them realize that you don't think of yourself as being better than they, for you, too, needed to be saved through faith in Jesus Christ and continue to need His strength and help every day.

#### **Application**

7 In your notebook write a list of things the Lord has done for you and what He means to you, for recall in sharing with others later.

8	Read Psalm 66:16 and Psalm 7/:10–11. What two things did
the	psalmists purpose to do?

Brief testimonies of your own spiritual experiences with the Lord will confirm what the Word of God says. "We are witnesses of these things, and so is the Holy Spirit," declared Peter and the other apostles (Acts 5:32).

The three-way witness—what the Word of God says about salvation, what the Holy Spirit confirms, and what you give in personal testimony—will strengthen your work of sharing the good news.

The following testimony in soul-winning may help you:

Esther, a bashful girl in her teens, was taking her first trip alone on a train and felt very nervous about it. Her father helped her to her compartment and placed her suitcase on the rack above. As the train pulled out, they waved a fond good-bye.

Feeling self-conscious and insecure, Esther settled down in the seat, noticing that her companion, only a little older than she, looked hardened in the ways of the world. Esther wanted to relax and read her book, but she felt guilty because here was an opportunity to witness for her Lord and share her salvation experience. However, she was afraid that the girl would laugh at her, and she didn't know how to begin.

Then, the girl herself opened the conversation. "Who was the man who saw you off at the station? Is he your father?"

"Yes!" replied Esther. She didn't know what to say next, and she prayed desperately for the Lord to help her.

However, her companion spoke again, "It must be nice to have a father"

"Oh, yes!" said Esther, still feeling shy and tongue-tied.

"I wish I had a father to take care of me," continued the girl.

That did it! Realizing that God had provided the opening, Esther gained courage to proceed. "Oh, but you *do*!" she said warmly.

"No, my father died long ago," said the girl, whose name was Hettie

"I'm so sorry!" said Esther. She paused, then went on, "But you *do* have a father! There is a heavenly Father who loves you and cares for you more than any human father could!"

Sensing her companion's interest, Esther went on to explain how God loved us enough to send His Son to die in our stead and how, through accepting His sacrifice for us, we can be born into the family of God. "All you need to do is believe on Him and receive Him as your Savior. Would you like to do this?" she asked.

"Oh yes, I would like to! I want to have God as my Father so I can go to heaven, but I still don't understand what to do. I don't feel sure about it"

Esther wondered how to proceed. Then, the Holy Spirit brought something to her mind. "Hettie," she said, "when I got on this train I had to have a ticket. I didn't pay for it myself—my father paid for it. I just took it. Jesus is like this ticket. All you do is take Him and accept Him as your ticket to heaven, provided for you by your heavenly Father. Let's pray together so that you can do it now!"

No longer self-conscious and shy, Esther led Hettie in a prayer for salvation, then encouraged her to pray, talking to God just as she would to a father. The rest of the trip they joyfully discussed salvation and what it means to be part of God's family.

The girls exchanged addresses before Hettie left the train at her town so that they could keep in touch and Esther could send her further encouragement and teaching. Esther traveled on, rejoicing!

#### **Application**

- **9** An effective personal testimony
- a) confirms what God's Word says about salvation.
- **b)** helps others see that salvation is for us today.
- c) strengthens your work of sharing the good news.
- d) can take the place of God's Word.

#### OVERCOME DIFFICULTIES

**Objective 3.** Apply scriptural methods and answers when helping those who have difficulty accepting the message of salvation.

In sharing the good news with people, try to be sensitive to their difficulties in accepting the message of salvation. Learn their viewpoints concerning the issues you discuss, taking time to listen to them. They may have serious objections, lame excuses, or perplexing questions. They may even want to argue, but of course you won't do it. Instead, you will try to understand them. Then, from your knowledge of Scripture and your personal experiences, give answers to the points they raise. Always look for ways to steer the conversation back to the five steps of salvation or a similar presentation of the basic plan of salvation.

The appendix in the back of the book gives further help on some specific difficulties. Armed with the authority of God's Word and the power of the Holy Spirit, you can overcome these and other difficulties in sharing the good news.

#### **Application**

Review the appendix and then answer questions 10 and 11. Write the answers in your notebook.

- **10** An unsaved man tells you not to worry about him—he will make it to heaven somehow; after all, he's been a good neighbor.
- **a** How would you respond to him?
- **b** Under which of the nine types listed in the appendix did you find Scriptures to support your responses?
- **11** A woman tells you that this life offers too much—she can't give up what she believes to be an illustrious future.
- **a** How would you respond to her?
- **b** Under which of the nine types listed in the appendix did you find Scriptures to support your response?

The following is an outstanding illustration of difficulties that have been overcome. Dr. Maynard Ketcham tells of an experience during his early ministry in India in which an argument was lost but eight men were won.

He and a national colleague, Abdul, were confronted by a demon-possessed woman. They prayed fervently and in the name of Jesus cast the demons out of her. She was delivered by the power of God! The Lord further confirmed the ministry of this national-missionary team by additional miracles of healing, and people were converted.

Opposition to these victories mounted, however. Pagan religious leaders in the area organized a public debate and invited an expert, skilled in argument, to come and challenge Abdul and Ketcham. Villagers excitedly gathered together to witness this confrontation. The pagan debater did what he could to discredit Jesus Christ and the Scriptures. Hour after hour, he ranted on in blasphemy.

Then, Abdul had his chance to speak. He jumped to his feet ready to point out the fallacies of his opponent's religion and defend the Bible, but the missionary held him back and whispered, "Don't argue. It will be of no use, for these people's minds are closed. Simply give your testimony of what Jesus means to you."

Abdul shared his testimony with the crowd: "I, a son of a priest, grew up among you . . . proud, anti-Christian . . . and hating the name of Jesus. But then one day He came and changed me. Instead of hate, His love now fills my heart. You, too, can have His love and His peace."

Maynard Ketcham then gave his testimony of how he came from America to India to share the good news of Jesus. "Abdul and I are brothers in Christ . . . our sins are forgiven . . . . If you confess your sins and receive Jesus as Savior and Lord, you, too, can be forgiven . . . and we all can be brothers . . . ." The two men then bowed low and left the gathering.

The mob shouted after them and mocked them: "You two have lost the argument. You are in no way a match for the debater!"

That evening, Abdul and Ketcham ate their meal disheartedly. They had lost. They prayed. Could the Lord still give them victory?

About midnight, a visitor came to see them. "I must talk to you. My heart is on fire! I must find peace or I cannot live out the night!"

It was Mukhtar, the pagan debater! The Holy Spirit had so convicted him of the hate in his heart that he had to go to Abdul and Ketcham. The two men gladly explained to him the way of salvation in Jesus. His heart was open to their message; he received Christ as Savior and was gloriously converted. One by one, seven other men, also convicted by the Spirit, crept through the night shadows to join them as they sat on a coconut log. They, too, heard the message and trusted in Jesus as their Savior.

Later, on the exact site of the debate, believers built a Pentecostal church. Mukhtar, the former pagan debater, became their pastor after his training at a Bible institute. Yes, by resisting the temptation to fight back, Abdul and Ketcham had lost an argument—but they had won a glorious spiritual victory!

#### **Application**

The following verses are for the benefit of the soul-winner who wants to be fully equipped to do God's work:



Title: God's Inspired Word

Reference: 2 Timothy
3:16–17

Text: All Scripture is God-breathed and is useful for teaching, rebuking, correcting and training in righteousness, so that the servant of God may be thoroughly equipped for every good work.

13 Read 2 Timothy 2:23–26. Would you say that Abdul and Ketcham in the story you just read followed these instructions?14 What might have been the outcome if they had succeeded in "winning" the debate?

15 We trust that by now you have been able to give your witness to those whose names you wrote in your notebook after Lesson 2. If some have responded by expressing their difficulties in believing or accepting the salvation message, find their types in the appendix and learn the Scriptures that help them. Pray for the right opening or for the wisdom to make an opening for further discussion on spiritual things.

#### self-test

	Trite out the five steps of salvation and the Scripture verses to with them in your notebook.
	E-FALSE. Write <b>T</b> in the blank space if the statement is Write <b>F</b> if it is false.
2	To be saved one must first recognize that one is lost.
3	God gave His Son for this world because He loved the world.
<b>4</b>	God's payment to those who believe is eternal life.
5	If we are to have God's gift, we must accept it.
senten	TENCE COMPLETION. Complete the following aces on the lines provided. For 6 through 9, choose the inswer of each two given in parentheses and write it in ank.
6 W	Thenever possible, give
	he psalmist purposed to
	We should quote freely from
<b>9</b> A	ll Scripture is inspired by (Prophets/God)

SHORT ANSWER. Write the answer to the question on the lines provided.
<b>11</b> Give the "three-way witness" of personal evangelism.
<b>12</b> Some people have difficulties or problems that stand between them and their accepting Christ. What would you suggest they do?

#### FINGERTIP TEXT.

**13** From memory, write in your notebook or quote to someone else the *Fingertip Text* you learned. Include the title, reference, and text.

#### answers to study questions

- 1 All have sinned and fall short of the glory of God.
- **9** a) confirms what God's Word says about salvation.
  - **b)** helps others to see that salvation is for us today.
  - c) strengthens your work of sharing the Good News.
  - **2** Compare your answers to the steps given in the lesson.
  - **3** Compare your answer to the steps given in the lesson.
- **10 a** Your answer. You might tell him that we are not saved by our own efforts but by God's grace (Ephesians 2:8–9).
  - **b** Type 6.
  - **4** Compare your answer to the steps given in the lesson.
- 11 a Your answer. You might ask her what the riches and fame of this world are worth in comparison to eternity without Christ (Mark 8:36).
  - **b** Type 3.
  - **5** Compare your answer to the steps given in the lesson.
- **12** Without looking at your card, you should be able to quote all three parts of the *Fingertip Text*, 2 Timothy 3:16–17.
- **13** Yes
  - **6** No answer needed.
- **14** Your answer. I would say that their opponent would probably have been embarrassed and angry and would not come for salvation
  - **7** Your answer.
- **15** No answer needed
  - 8 Remember (recall) and tell (declare).

# 9 Bring to a Decision

One day, as Jesus walked along the shore of Lake Galilee, He saw two brothers, Simon Peter and Andrew, catching fish. Jesus had met the men before. He called to them: "'Come, follow me,' Jesus said, 'and I will make you fishers of men'" (Matthew 4:19). They responded at once. As Jesus went on farther He came to two other brothers with their father, Zebedee, a well-known veteran fisherman in the area. The men were getting their nets ready to go out for a catch of fish. When Jesus called to them, they left their father, the hired men, and the boat. They, too, went with Jesus (Mark 1:19–20).

After His resurrection, Jesus again walked along the seashore. As the sun was coming up, He called to weary fishermen who had toiled all night without getting a thing. He told them what to do. "Throw your net on the right side of the boat and you will find some," He said (John 21:6).

Following the directions given in His Word and being guided by the Holy Spirit, we can also "catch some." This lesson deals with the subject of bringing people to a decision, which is likened to "landing the fish."

#### lesson outline

Expect a Response

Give the Right Kind of Persuasion

Ask for a Commitment

Pray Together

#### lesson objectives

When you finish this lesson, you should he able to:

- 1. State the basis for expecting to win souls.
- 2. Put into use the five stages of persuasion.
- 3. Apply the principles of signing a contract to making a commitment to the Lord.
- 4. Pray with prospective converts for salvation and help them pray.

#### learning activities

- 1. Read the lesson in this independent-study textbook and do the exercises in the lesson development.
- 2. Take the self-test at the end of the lesson and check your answers carefully.

#### key words

ardent	furtively	intimately
astute	gesture	provisions
familiarize	indications	

#### lesson development

#### **EXPECT A RESPONSE**

**Objective 1.** *State the basis for expecting to win souls.* 

In evangelizing, one should not jump directly from the first contact with a person to an immediate appeal for a decision except, perhaps, in unusual circumstances. As we have seen, it is important first to get acquainted with the prospect and give a clear picture of salvation. Then, you can take further steps such as those presented in this lesson. Make sure your attitude is one of faith.

A young man, aware that he should be witnessing for the Lord, was doing his best but with no success. He kept praying, "Lord, please help me!" Yet the people he tried to talk to would either laugh or pay no attention. The few who did stop to hear would listen politely, thank him, and then just go their way. He was becoming very discouraged, wondering why the Lord did not answer his earnest prayer. One day, he confided to his pastor that he was just not the right type to be a soul-winner.

"Son," said the kindly pastor, "Did you really think that people would accept the Lord when you witnessed to them?"

"No," admitted the young man.

"Well, that's exactly why they didn't," said the pastor. "You must believe for it, *expect* it, to make it happen!"

Our basis for expecting it to happen is one of faith that comes as a result of obedience to Christ's commands.

It had been a long hard night for the seasoned fishermen. Their best techniques and know-how had been unsuccessful. While washing their nets, they saw a great crowd pressing to get close to Jesus, forcing Him toward the water's edge. Jesus stepped into Peter's boat and asked him to push out a little from the shore. From there, all the people could hear Him as He taught.

When He had finished speaking to the people, He said to Peter, "Put out into deep water, and let down the nets for a catch" (Luke 5:4).

Why should they do that? If the experienced fishermen had caught nothing all night when the conditions were right, there certainly would be no hope of catching any fish now! But because it is Jesus who gives the word, Peter obeys. The result is a truly miraculous catch of fish! Peter is astonished! Becoming aware of his own unworthiness, he falls on his knees before Jesus, confessing his sinfulness and acknowledging Jesus as Lord

Jesus reassures Peter, "Don't be afraid." Then He gives a promise that is appropriate for all who seek to win souls, "From now on you will fish for people" (Luke 5:10). As Peter followed Jesus, he truly became a "fisher of men." On the Day of Pentecost, 3000 were "caught" by Peter's message and turned to the Lord. Another truly miraculous catch!

The task of winning souls is like fishing. We not only go where the fish are, but we act in faith and in obedience to Christ's commands. A principle of faith is that when we expect results, we will have them. You can expect the Lord to bring you in contact with needy hearts, and then as you obey His Word to evangelize you can expect conversions. God is faithful and always keeps His promises. He can make you a fisher of men!

#### **Application**

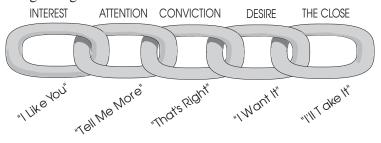
- 1 We can expect souls to be saved when we have faith as a result of to Christ's commands.
- 2 Jesus said to Peter that He will teach him to catch

#### GIVE THE RIGHT KIND OF PERSUASION

**Objective 2.** Put into use the five stages of persuasion.

A friend of ours who is both an astute businessman and an ardent soul-winner suggested that helpful points on soul-winning can be learned from the world of business. The following chart illustrates what he calls "The Five Stages of Persuading People." Each stage is like a link in a chain. Each link is important and equally strong.

These basic guidelines that salesmen follow in selling their products or services can be applied very well to the task of evangelizing.



1. *Interest*. You must capture the interest of prospects in such a way that they feel favorable toward you. You have to "earn your right to be heard." A pleasant smile; natural, warm friendliness; and a genuine interest in the people themselves go a long way. If they like and respect you, they will be more willing to listen to you.

A Papua tribesboy was converted to Christ. Burdened for his own people, he returned to his home village on the island of New Guinea. Instead of beginning at once to witness to his people, he quietly worked at any kind of manual work he could find to improve conditions in the village. After a while, he gained the respect and appreciation of the village elders. Only then, when they were ready to hear what he had to say, did he start to evangelize. It wasn't long until the village was won to the Lord!

2. Attention. Soul-winner must familiarize themselves with the truths of the gospel, just as salespeople must know their products thoroughly. Effective soul-winners are able to draw from their resources of knowledge, Scriptures, and their personal experience.

One of the truths of the gospel is that Jesus gives joy and peace. Another truth is that Christ did not promise His followers an easy road. He told them, "Anyone who does not carry his cross and follow me cannot be my disciple," (Luke 14:27).

Do your prospective converts have serious problems? Have they recently faced financial losses or a death in the family? Don't promise that they will have no more losses or disappointments. You can't even promise that their worldly friends will understand their decision to follow Christ. But you can assure them, both from Scripture and from your own experience, that the Lord will be with them. They'll never walk alone, for the Savior walks beside them; and the joy He gives outweighs anything else. That's a strong "selling point"!

Be alert to indications of interest and attention. When a prospective convert indicates a "tell-me-more" attitude, the Holy Spirit is right there too. He will give you the wisdom to come out with the right words at the right time.

3. Conviction. When the sales talk of a salesperson or the testimony of a believer "rings true" to prospects, they will be willing to admit that what you say is right. In the case of the soul-winner, you can then lead prospective converts on to realize that they are in need of what you are offering them—the Savior.

Here, the Holy Spirit adds His witness to the truthfulness of what you are saying. He, as your ally and helper, works in prospects' hearts causes them to recognize the truth of the gospel. The Spirit will also convict people of sin. They will become conscious of their guilt. Jesus said that when the Holy Spirit comes, "he will prove the world to be in the wrong about sin and righteousness and judgment" (John 16:8).

4. *Desire*. When curiosity is aroused in people, it may lead to a desire for what they are being offered. Keen salespeople are alert for indications that the customer might want to have the product. For example, a salesman shows a lady a set of dishes. The color is white. She asks him if he has the set in yellow. This indicates that she would like a set of dishes. It is what salespeople call a "buying signal." Good salespeople will be aware of this and suggest everything they can to make a sale.

As a soul-winner talks in glowing terms of Jesus Christ and how He fulfills spiritual needs, desire for Him is created in the prospect's heart. We who evangelize should alert ourselves for clues that might indicate such an inward desire. Prospective converts may be *saying* they are not interested, yet you notice a slight hesitation or the expression in their eyes—some little gesture that may be a clue that they will yield if you encourage them the right way. One must be careful, however, not to overpersuade or try to force prospects to a decision before they are ready.

5. *The close*. This is the fifth and last stage of persuading people to a definite decision. Salespeople must "close the deal" with customers, otherwise there is no sale. Until they say, "I'll take it," the foregoing efforts of persuading people haven't reached the goal or completion.

This also has its application for the soul-winner. Until people makes a positive decision to place their trust in Jesus Christ as their Savior and Lord, they are not yet saved. Your work is not yet complete. "Closing the deal" is then an essential part of evangelizing.

#### **Application**

me	If a person tells you he or she is not interested in the ssage of salvation, how should you interpret his or remark?
5	Who is responsible to convict people of sin?

6	I	i	st	t	h	9	fi	ī	76	)	S	ta	ą	9	e	S	(	)	f	p	e	r	S	u	la	ıc	li	ir	18	3	p	) <del>(</del>	20	)]	)]	le									
																					_	_	_		_	_			_	_															

#### ASK FOR A COMMITMENT

**Objective 3.** Apply the principles of signing a contract to making a commitment to the Lord.

Making a commitment is like signing a contract. A business contract containing provisions and terms involves two parties, and both must sign it. It's called "closing the deal." In the "salvation contract," God offers forgiveness of sins and eternal life in Jesus Christ His Son. The unconverted must understand these wonderful provisions of the contract. They must also know its terms, or conditions.

God has already performed His part and "signed" the contract. Now it remains for the second party—prospective converts—to "sign" it, or *make a commitment*. The soul-winner must ask them to do this at the appropriate time.

#### **Application**

7	Most of us would not sign a contract that did not offer us
equ	al or more than what we give. How would you evaluate the
salv	vation contract?

In Joshua, chapter 24, we read that Joshua, one of the Old Testament judges, asked the people of Israel for a commitment. In those days it was called a covenant. God had provided His side of the "contract" or covenant with the following terms already carried out:

- 1. He called Abraham as the ancestor of a new people.
- 2. He delivered these people from slavery.

- 3. He brought them through a terrible wilderness to a rich and fertile land, a land of milk and honey.
- 4. He raised up Moses and then Joshua to lead His people.

Now Joshua appealed to the people to decide whether they would keep their side of the covenant: "Choose for yourselves this day whom you will serve" (Joshua 24:15).

#### **Application**

8 con	Read Joshua 24:14. What are three of the terms or additions the Israelites were to agree to?
hou pec	Then, as an example, Joshua said, "As for me and my usehold, we will serve the LORD" (Joshua 24:15). The ople agreed to these terms, promising to serve the Lord as ir only God. Knowing their weakness, however, Joshua

emphasized again the importance of their decision and warned them what would happen if they failed to keep the covenant.

### **Application**

9	<b>9</b> What does Joshua's example say to soul-winners?																																				
																			_	-3			×	_	5-												

The people reaffirmed their decision to serve the Lord. Joshua then erected a stone monument as a witness to the covenant made that day by the people. Their great decision to serve the Lord is similar to that which a prospective convert must make. Soul-winners, like Joshua, must clearly explain the provisions and terms of the covenant. They must challenge prospects to trust the Lord and serve Him forever.

#### **Application**

**10** In your notebook, write from memory the items on the salvation contract

#### PRAY TOGETHER

**Objective 4.** Pray with prospective converts for salvation and help them pray.

When is the appropriate time for a commitment? It varies. First, you present the gospel message adequately and simply. Though there is much more that you could tell prospects, and they seem interested, don't get carried away with explaining too much for too long. Be alert to their reaction and sensitive to the Holy Spirit's leading to know the right moment. Prospective converts may express a desire to have what you are talking about, but more likely they will wait until you *ask* them.

You will not have to be in soul-winning work very long before you realize that it is at this point (bringing someone to a decision) that the enemy (Satan) will try to bring some kind of distraction or interruption. Recognize this for what it is. Silently take authority over it in the Spirit's power and in the name of Jesus. Do not be distracted by it yourself, but wait patiently and then bring the person back gently to the point.

For example: You are talking to a mother in her home. Just at the point when she is about to accept Christ as Savior, her child comes running in crying because a playmate has knocked him down! You have to wait while she comforts him and settles the dispute. If you allow her time to do this without losing your purpose, you can help her return to the subject quickly and easily.

Or perhaps you are with a student in his room or in a corner of the campus. A friend of his comes along, slams down his books, and makes some remark about a teacher or about school life. You can introduce yourself to the friend and then say

something like, "We were just talking about how to receive forgiveness for sins and how to know we can go to heaven." That may cause him to excuse himself and leave, but if he is interested he may linger and join in. You can include him, explaining to him what you have been talking about. Then, you can quickly come back to the matter of praying a prayer of salvation

How do you know the right time? You will sense it through the Holy Spirit within you. You may also notice the person furtively brush away a tear. Do not embarrass him or her. Ask questions such as these: Do you understand what I have been saying? Have I explained it clearly enough? Wouldn't you like to receive the Lord Jesus as your Savior right now? You may say, He is present here with us and invites you to come.

When prospects indicate a willingness to trust in Christ, then say, "Let's just close our eyes and bow our heads together. We'll talk to God the Father."

Then you pray a short prayer for them, talking to the Lord naturally and intimately. This will help them believe the Lord is present, even though they cannot see Him. Then say, "Now I will lead you in a prayer. Please repeat these words after me." As they follow you phrase by phrase, pray a simple prayer for salvation, such as the following:

Dear Father in heaven, thank you for loving me. Thank you for sending Your Son, Jesus, to die for my sins. I accept Him now as my Savior. Please cleanse my heart and take away all my sins. May your Holy Spirit come into my life. Give me assurance that I have eternal life in you. I thank you that I have received it now. In Jesus' name I pray. Amen.

When you have finished, wait quietly a moment and watch for their reactions. They may feel elated, or they may still be in doubt. Let them express themselves. Rejoice with them. People don't need to understand all about God and the Bible before they can be saved. All people, whether educated or not, must come to the Lord in this simple way!

This is the miracle of conversion. You and I didn't do it. The Holy Spirit did! We merely act on God's Word by faith. Now, you can explain to them that, through the merits of Jesus' shed blood, their hearts are washed clean and the burden of sin lifted from them. They will probably begin to understand truths they did not understand before because the things of the Spirit are understood in the Spirit.

You must encourage new converts that now, since they are "newborn babies" in God's family—and your brothers and sisters—they need milk or food to stay alive and grow. They must be fed by the Word of God. They must associate with other believers to become strong.

They also must tell about what has happened to them as soon as possible because as they give witness to it with their mouths, it is confirmed in their hearts and lives. They must be cautioned that even though they may feel something strongly at the moment, they must not depend on their feelings to know they are saved. They must depend upon what God's Word says. This is equally important for people who does not have immediate feelings of joy or peace. They must believe that what God's Word says is true. If new converts have kept their part of the contract, they can rest assured that God, who does not lie, has kept His part.

New converts are due for many happy surprises when they begin to realize the change that has taken place in their lives. Even some of their old habits will fall off immediately, for they have become new persons.

#### Application

### 11 Fingertip Text

Title: The New Life Reference: 2 Corinthians 5:17

Text: Therefore, if anyone is in Christ, the new creation has come: The old has gone, the new is here!

- **12** In your notebook, write a short, clearly understandable prayer for salvation.
- 13 You have no doubt already begun to realize that the five stages of persuading people do not follow the same time pattern, especially in soul-winning. After the names you wrote in your notebook (Lesson 2), write what stage you feel each one is now in. We hope that, for at least one person, you have already reached "the close"—leading him or her to accept Christ. Your instructor would be happy to hear about it.

#### self-test

	-FALSE. Write <b>T</b> in the blank space if the statement is Vrite <b>F</b> if it is false.							
1	One cannot obtain salvation on God's provisions alone; each person has commitments to make as well.							
2	A soul winner must speak very plainly to people in sin and do what he can to convict them of that sin.							
3	The enemy (Satan) will try to interrupt or distract when it is time for a person to make a decision for Christ.							
<b>4</b>	A person doesn't need to understand all about God and the Bible before he can be saved.							
	TIPLE CHOICE. Circle the letter in front of each correct etion to the sentence.							
<ul><li>a) be</li><li>b) if</li><li>c) wh</li></ul>	We can expect to win souls because we can trust the work of the Holy Spirit. if we learn all the rules and how to use them. when we obey the Lord and act in faith.							
<ul><li>a) tel</li><li>b) try</li></ul>	If new converts say they doesn't "feel saved," you should tell them that maybe they has lost out with the Lord. try to joke with them and get them to feel happy again.							
	ENCE COMPLETION. Complete the following ces on the lines provided.							
	fore we can talk to people about the Lord, we sometimes be earn their							
	shua made a covenant with the Lord and said, "As for my and me,"							

lines provided.									
<b>10</b> List the five stages of persuading people.									

SHORT ANSWER. Write the answer to the question on the

#### FINGERTIP TEXT.

**11** From memory, write in your notebook or quote to someone else the *Fingertip Text* you learned. Include the title, reference, and text.

# answers to study questions

- 1 obedience.
- **8** You might have said to honor the Lord, serve Him, get rid of their idols, or to serve no other gods.
- people.
- **9** Soul-winners must be fully committed to serving God before they can ask others to serve Him.
- faith.
- **10** Compare your answer with the items given in the lesson.
  - He or she may be interested but chooses not to admit it.
- Without looking at your card, you should be able to quote all three parts of the *Fingertip Text*, 2 Corinthians 5:17.
  - The Holy Spirit.
- Your answer.
  - Interest, attention, conviction, desire, the close.
- Your answer.
  - God gives much more than we do!

# 10 Disciple New Converts

Jesus described John the Baptist as being "a lamp that burned and gave light" (John 5:35). He pointed people to "the Lamb of God, who takes away the sin of the world." He faithfully warned people of judgment to come and preached repentance (John 1:29). He told people about Jesus and prepared them for His coming. Everything He said about Jesus was true (John 10:41). What an example he is to us in evangelizing!

Have you ever thought about the wonder of one flame? One lamp is able to light hundreds of lamps! John's lamp, burning and shining as it was, lit the life of a disciple named Andrew (John 1:35–40). Andrew's lamp lit the life of his brother, Peter. At Pentecost, Peter's burning and shining lamp lit the lives of 3000 who believed and were added to the church. And on and on it has been over the centuries to this present day.

Become a soul-winner and disciple your converts. Let the lamp of your life light many others! Teach them to pass their lights on to others. This is the challenge of your final lesson in this course, *Sharing the Good News*.

#### lesson outline

A Convert Becomes a Disciple

Care for New Converts

Train New Converts

Each One Win Two!

# lesson objectives

When you finish this lesson, you should he able to:

- 1. Explain the growth that can occur in new converts' lives if they are given proper guidance.
- 2. List ways to care for new converts and help them grow spiritually.
- 3. Suggest ways to train new converts and help them evangelize.
- 4. List reasons why each believer should win at least two people to the Lord. learning activities

# learning activities

- 1. Read the lesson in this independent-study textbook and write the answers to the study and self-test questions.
- 2. Review Lessons 7–10, answer the questions in Unit Student Report 3, then submit your answer sheet to your GU instructor.
- 3. Consider ordering another course in this Christian Service series if you have not already done so.

#### key words

crucial	mandate	reliable
formula	nourishment	
indispensable	nurture	

# lesson development

#### A CONVERT BECOMES A DISCIPLE

**Objective 1.** Explain the growth that can occur in new converts' lives if they are given proper guidance.

Something about Menase attracted one's attention. Perhaps it was the way he seemed to forget himself entirely as he evangelized. No matter whom he met, before long out would come his little Indonesian New Testament, and he would be sharing the good news with them.

Lack of funds for proper clothing did not deter him. The pockets of his trousers were always bulging with gospel tracts that he gave to people he witnessed to of Jesus and His love, and his manner was such that he offended no one.

Menase first heard the gospel during an evangelistic crusade held in his hometown. The congregation's joyful singing attracted him, and he stopped to listen. Then, the fervent preaching gripped his attention. Moved by the gospel message, Menase lingered after the meeting. The pastor and the evangelist talked with him and saw that his heart was open to receive Christ. That night, he was born from above; he became a believer! He adopted the name Menase, Indonesian for Manasseh, the first son of Joseph (Genesis 41:51).

Menase's father, a moneychanger and a teacher, became angry when Menase told him about his conversion. His mother, a Muslim, was also greatly displeased. This made it hard for Menase, who felt torn between respect for his parents and love for his Lord. Then, he received the baptism of the Holy Spirit and with it a new love for souls and power to take his stand for his Savior. This started him witnessing to others of the change in his life

Older Christians encouraged and assisted Menase in getting further Bible training. Menase's father refused to help his son, which meant that he had to work hard earning whatever he could to stay in school. Evangelizing became as normal as breathing to Menase. By nature a shy fellow, his rare gift in approaching people amazed those who knew him. He witnessed to members of the military personnel stationed nearby. Once, a man with both hands blown off while fishing with explosives at sea was brought to the hospital. Hearing of his plight, Menase went to talk to him about his spiritual need, and the man gratefully accepted Jesus as his Savior.

During one Christmas vacation he felt strongly that the Lord wanted him to evangelize on the island of Seram. He had no money, but he started out. Just before he was to board the boat at the dock, someone handed him enough money for the boat fare! After landing in Seram, he met a soldier and chatted with him about the Lord. The soldier said, "Oh, I've heard about the Bible Institute at Kate-Kate. Here, take this," and he placed some money in Menase's hand. Menase walked on, praising the Lord for supplying his financial needs.

On down the road, he befriended a family who invited him to stay with them. After Menase carefully explained the way of salvation to them, the whole family of eight accepted the Lord! Menase now knew why the Lord had led him to Seram.

Menase is a good example of how encouragement and training can help new converts become more effective in service to the Lord. He continued his studies at the Bible Institute. He was the class speaker at the graduation service. He married a fine Christian girl and became a pastor; he later became a district leader in his area of Indonesia. Evangelizing became a way of life for him, and this is what our Lord wants it to be!

# **Application**

1 In your notebook, explain how evangelizing became a way of life for Menase.

#### CARE FOR NEW CONVERTS

**Objective 2.** List ways to care for new converts and help them grow spiritually.

Already in your studies you have learned that conversion is like the birth of a child. A convert is a born-again person, one who is born of the Holy Spirit from above (John 3:3–6).

The first week of a newborn baby's life is a crucial time. Newborn babies need constant vigil to make sure that their little bodies function normally and that they learn to take nourishment and begin to gain weight and grow. Some babies are born strong and healthy; they immediately start feeding and growing. Others may have problems that require special attention. When these problems are taken care of, the babies will grow.

What a tragic thing is an abandoned baby, perhaps left on someone's doorstep! Yet equally disturbing is the neglect of a new convert. Spiritually newborn babies need to be watched over lovingly to help them gain a good hold on spiritual life. Some may be filled with joy immediately. Others may need extra counseling to gain assurance of their salvation. (See Appendix—Type 2.) But they all need help to feed on God's Word and grow.

Paul wrote to his converts at Corinth, "I became your father through the gospel" (1 Corinthians 4:15). Like the parent of a new baby, soul-winners have both the joy and the responsibility of seeing that new converts receive the help they should have. The next section gives ways in which you can do this.

# **Application**

2	Why do new converts need help?

# Keep in Touch With Converts

Find out where converts lives and *visit them*. As you learn more about them—what they do, their families are, their backgrounds—you will then understand better how to help them, or find help for them.

The apostle Paul never forgot that when he was a new convert in Christ, Ananias came to visit and to encourage him (see Acts 22:12–16). Paul, in turn, faithfully visited his new converts. During his first missionary journey, he and Barnabas returned to cities where they had been "strengthening the disciples and encouraging them to remain true to the faith" (Acts 14:22). His second missionary journey was prompted by the desire to visit converts, as he said, "Let us go back and visit the believers in all the towns where we preached the word of the Lord and see how they are doing" (Acts 15:36).

In some cases, such as where strong opposition to the Christian faith exists, a visit to the convert's home may not be possible or wise. In this case, you can invite the new convert to your own home or to a friend's home to keep in touch.

When Paul was unable to visit his converts personally, such as during his imprisonment, he *sent a reliable person in his place*. To converts at Philippi, Paul sent young Timothy in his stead as one who shared his feelings for them and who really cared about them. (See Philippians 2:19–20.)

You can also keep in touch through *correspondence* and *prayer*. Paul encouraged his converts by writing to them and praying for them. To converts at Philippi, the first church he and Silas planted in Europe, he wrote:

I thank my God every time I remember you. In all my prayers for all of you, I always pray with joy because of your partnership in the gospel from the first day until now, being confident of this, that he who began a good work in you will carry it on to completion until the day of Christ Jesus. It is right for me to feel

this way about all of you, since I have you in my heart. (Philippians 1:3–7)

To new converts at Thessalonica, the capital city of Macedonia, Paul wrote:

How can we thank God enough for you in return for all the joy we have in the presence of our God because of you? Night and day we pray most earnestly that we may see you again and supply what is lacking in your faith. (1 Thessalonians 3:9–10)

A great strength of the apostle Paul's ministry was his unceasing prayer for the believers. You can follow his example further by *attending gatherings* with new converts. They can get acquainted with other Christians at prayer meetings and Bible studies. It might also be possible for you to keep in touch with them by telephone or e-mail.

# **Application**

3	Suggest four ways of keeping in touch with new converts if
you	cannot visit them.
_	
4	Who helped Paul when he came to Christ?

# Help Them Grow In Grace

You must help new converts begin doing things right away that are needed for them to grow in grace. We will talk about *three essential habits* for him to develop.

The first is the habit of *daily prayer*. Prayer is communion with the Lord—worshipping Him, loving Him, and talking with Him. Encourage new converts to start a life of prayer by setting apart some time each day to pray. If possible, be an example

yourself in times of prayer and worship *with* new believers. Pray for them in your own regular times of prayer.

The second is the *daily reading and study of God's Word*. Help converts set a time to read the Word every day. They might begin by reading the Gospel of Mark and then the Gospel of John. You could also encourage them to start with one of the Global University courses in a home Bible study group. *Your New Life* is a most helpful course for a new convert.

Also, encourage new converts to seek and receive the infilling of the Holy Spirit. God's promise concerning the gift of the Spirit is to every believer (Acts 2:39). The baptism of the Holy Spirit is a gateway to a life of spiritual fullness. It makes prayer and Bible study become more than a duty—it's a fulfillment, a joy! The Holy Spirit coming upon believers in power helps them grow in grace (John 14:17; Luke 24:49).

The third good habit for new converts and longtime Christians alike is to *attend church services regularly*. One's own spiritual life is strengthened by gathering together with others in the name of the Lord Jesus for worship and hearing the Word preached. Also, fellowship with other believers helps the growing process.

And let us consider how we may spur one another on toward love and good deeds, not giving up meeting together, as some are in the habit of doing, but encouraging one another—and all the more as you see the Day approaching. (Hebrews 10:24–25)

# **Application**

5		What three essential habits should you encourage new																																						
c	converts to develop?																																							
	•	•	•	•		•	•	•			•	•	٠	•	•	 •	•	٠	•	•	 •	•	•	•	•	 •	•	 •	•	•	 •	•	•	•		•	•	•	•	•

**6** How would you counsel new converts who tell you that they no longer feels as if they are saved? Write your answer along with Scriptures of reassurance in your notebook.

# 7 Fingertip Text

Title: Life in the Son Reference: 1 John 5:11–12

Text: And this is the testimony: God has given us eternal life, and this life is in his Son. Whoever has the Son has life; whoever does not have the Son of God does not have life.

#### TRAIN NEW CONVERTS

**Objective 3.** Suggest ways to train new converts and help them evangelize.

#### Make Them Disciples

We must take the gospel to all people of the world and lead them to a salvation experience through faith in Jesus Christ. We must also lead them into the fellowship of His church and train them to become responsible and fruitful disciples. Disciples are learners of biblical truth, followers of the Lord Jesus Christ

Merely sharing the good news or even winning people to Christ is not enough. Evangelizing must lead to nurturing or discipling. Converts must be *trained*. Invite new believers to a training class for young Christians. Perhaps your church has a special class for this during the Sunday school hour or at some other time. If not, ask your pastor if something can be arranged.

Major doctrines of the Christian faith can be introduced to new converts in this class. The Global University Christian Life course, *We Believe*, will be good for this. Other courses may also be studied, and discussions on how to live the Christian life are profitable for everyone. As you and new converts take these courses together, you will gain spiritual knowledge that is useful in the Lord's work anywhere.

An added program can preparate new converts for the step of water baptism. They need to understand that baptism is a public act of confessing the Lord as Savior. This will make their experience meaningful. Special classes can be held for this purpose.

It is also important to have a class that prepares converts to become members of a local church. In this class, they learn what the church is and how they can take part in its activities. The Global University Christian Life course, *What Churches Do*, can be used effectively in such a class.

# Show Them How to Evangelize

Challenge new converts to share the good news right away. They can start by telling others what Christ has done for them, and you can help them by using what you have learned in this course. By developing the art of soul-winning early in their Christian lives, they will bring blessings to themselves as well as others. As they learn to give of what they have received of God's great grace, more grace will come to them as well. Jesus said, "Give, and it will be given to you. . . . For with the measure you use, it will be measured to you" (Luke 6:38).

Encourage converts to begin just where they are, in their homes and surroundings. In Mark 5:1–20, we read about a man possessed by evil spirits. He was living a wretched life when Jesus came and marvelously delivered him. The man begged to go with Jesus in His travels and ministry. Instead, the Master told him to "go home to your own people and tell them how much the Lord has done for you, and he has had mercy on you."

The man obeyed. Mark records that he "went away and began to tell in the Decapolis how much Jesus had done for him. And all the people were amazed." This man evangelized in his surroundings where people knew about his former life. This is a good example for new converts to follow. Teach them to evangelize where the Lord has placed them. Their friends and associates all need to hear the gospel through them!

Appeal to converts to win members of their own families. The promise in Acts 16:31 can be claimed for this. Noah, his wife, and their three sons and their wives all went into the boat they had made to escape the flood of judgment. The large boat was God's provision for Noah's entire family, and God is still interested in families. It is often through connections with one's relatives that the good news can be spread.

Another effective way to evangelize is by teaming up with new converts. A mature Christian and a new believer going out in visitation evangelism have a distinct advantage as they visit the unconverted with whom they have had some association. The mature believer is familiar with the Bible and the Christian life; the new convert, on the other hand, probably has more contacts and ties with the unconverted. They can combine their strengths to reach the lost.

#### Help Them Become Lay Leaders

A great need of the church is to have more trained lay leaders. In Lesson 3, you studied about two kinds of lay workers. One helps primarily with internal church activities, and the other seeks to reach out and evangelize nonbelievers. Both are needed in Christian work all over the world.

When you win people to Christ, you should think of them first as new converts who need to be taught the Word of God. Then, you should think of them as workers in the church. They will enjoy working for the Lord just as you do. Therefore, it is a good idea to encourage new believers to enroll in classes. Global University courses are available for training in Bible and in Christian work. They may be taken in personal study or in a class with others.

When involving the convert and yourself in training, do remember that your pastor is the head of your local church. One of the most important roles of a pastor and his assistants is to "equip his [God's] people for works of service" (Ephesians 4:12). The pastor, however, cannot nor would he or she want to try to do everything. A growing church needs many trained lay workers applying their energies and abilities to ongoing

evangelism and nurturing of new converts. Voluntary, unpaid workers are invaluable and indispensable in every department of the church and as leaders of prayer and Bible study groups.

# **Application**

- Write *Yes* after each suggestion that would be helpful in training new converts.

  Encourage them to enroll in classes for new converts
- **a** Encourage them to enroll in classes for new converts. . . . .
- **c** Take them with you as part of a visitation team. . . . . . . .

- **9** Circle the letter in front of each correct completion to the sentence: New converts should be encouraged to
- a) witness to their own families and friends.
- **b)** look forward to further work for the Lord.
- c) not join a church until they find a perfect one.
- d) work with a local church.

#### EACH ONE WIN TWO!

**Objective 4.** List reasons why each believer should win at least two people to the Lord.

Ancient Chinese emperors claimed that they ruled by a mandate from heaven. The Bible tells us of two real mandates from heaven

The populating mandate was given to human beings at the time of creation. It was God's purpose that the earth should be populated according to its resources. People must exercise wisdom in their control over the earth because its resources are not limitless. God expects people and their governments to maintain proper stewardship in the earth.

Born-again believers have an additional mandate, received from Jesus himself. This is the evangelizing mandate, or the Great Commission. Review what you learned about the Great Commission in Lesson 1. It is a sad fact that many Christians have never fully obeyed this great mandate.

Jesus Christ holds the church responsible for obedience to this command. We as believers and church leaders are to be stewards of our time, abilities, funds, and other resources in relation to this evangelizing mandate. We are responsible for reaching our generation. The only way is for believers and leaders to be yielded to the Holy Spirit and involved in ongoing evangelism and church planting.

# **Application**

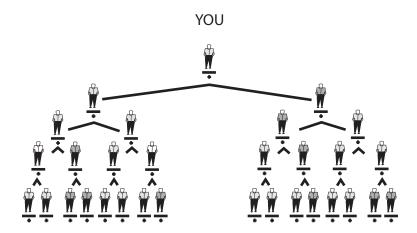
10	What is another	er name for the ev	vangelizing mar	ndate?

Is it really possible to fulfill the Great Commission? Yes it is! If each believer would win two people to the Lord in his or her lifetime and each future convert in turn wins two more, fulfilling this evangelizing mandate is possible.

"Why do you suggest two converts for each believer?" you may ask.

Our answer is as follows: If each believer wins only one non-believer during his or her lifetime and if each convert, in turn, wins one other, the total number of converts gained would be simple addition. If you win A and A wins B, B wins C and C wins D, only four people besides you would be converts won to Christ in four stages.

If; however, you and each new convert win two others, converts would double in number during each stage of soul-winning. In four stages, not only four converts but *thirty* would be gained!



= 30 won Each One Win Two

From the diagram, you can see the great possibilities of multitudes being won to Christ.

Winning and training two is a figure within the reach of everyone. If each convert would win at least two converts in unbroken succession, over 4 billion people could be won in your lifetime in less than 40 stages of soul-winning. Fulfilling the Great Commission is possibile if we obey its terms and are empowered by the Holy Spirit.

The task is great. What variety is in our world of over 210 countries and over 4000 tribes! Yet the truth of the Word of God applies to all people. We share a universal gospel that can meet the needs of everyone everywhere.

The Holy Spirit understands each individual's heart. He wants to use you and those you win in an ongoing sharing of the good news. He will confirm the Word as you give it out.

Then the disciples went out and preached everywhere, and the Lord worked with them and confirmed his word by the signs that accompanied it. (Mark 16:20)

How shall we escape if we ignore so great a salvation? This salvation, which was first announced by the Lord, was confirmed to us by those who heard him. God also testified to it by signs, wonders and various miracles, and by gifts of the Holy Spirit distributed according to his will. (Hebrews 2:3–4)

# **Application**

11	If I win	one soul in	a lifetime,	I will	have r	eplaced r	nyself in
the	church.	If I win two	souls, I w	ill			. myself.

- **12** The word used in this lesson to describe "each-one-wintwo" evangelism is
- a) increasing.
- b) replacing.
- c) ongoing.

#### self-test

evangelism.

	TRUE-FALSE. Write <b>T</b> in the blank space if the statement is true. Write <b>F</b> if it is false.									
	.1	Each believer should have as his or her goal the winning of one soul so that he or she can replace himself or herself in the church.								
	.2	New converts and mature believers can work together in reaching the lost for Christ.								
	.3	The church needs both those who work primarily within the church and those with a definite outreach ministry.								
	.4	All believers should think of themselves as stewards of God-given time, abilities, funds, and other resources.								
		PLE CHOICE. Circle the letter in front of the correct tion to the sentence.								
5 a) b) c) d)	After you have led a person to Christ, you have fulfilled your Christian responsibility. should hope he or she finds a good church somewhere. take steps to see that he or she continues to grow in Christ.									
		ENCE COMPLETION. Complete the following es on the lines provided.								
6 and		e Bible describes John the Baptist as being like a bright ning								
7	Pau	al said to the converts at Corinth that he had become their								
8 can		winning the lost and teaching them so that they in turn others, we become involved in what has been called								

.....

SHORT ANSWER. Write the answer to the question on the

lines provided.
<b>9</b> What three habits will help the new believer grow in grace?
<b>10</b> What three classes would be most beneficial to a new convert's Christian growth?
<b>11</b> Jesus gave an "evangelizing mandate." What is it commonly called?
FINGERTIP TEXT

**12** From memory, write in your notebook or quote to someone else the Fingertip Text you learned. Include the title, reference, and text.

Be sure to complete your unit student report for Unit 3 and return Answer Sheet 3 to your GU instructor.

#### answers to study questions

- 1 He witnessed wherever he went and followed the Lord's direction in his life
- **7** Without looking at your card, you should be able to quote all three parts of the *Fingertip Text*, 1 John 5:11–12.
- **2** Your answer. I would say they need encouragement and help to grow in their new spiritual life.
- 8 a Yes.
  - c Yes.
  - d Yes.
- **3** Your list may include prayer, correspondence, telephone, attending meetings together, and sending a reliable person in your place.
- **9** a) witness to their own families and friends.
  - **b)** look forward to further work for the Lord.
  - d) work with a local church.
- 4 Ananias (see Acts 22:12–16).
- **10** The Great Commission.
  - **5** Daily prayer, daily reading (and study) of God's Word, and regular church attendance.
- **11** double
  - **6** Your answer. Type 2 in the Appendix lists helpful Scriptures (John 5:24, 1 John 5:11–13, and others).
- 12 c) ongoing.

# Glossary

The right-hand column lists the lesson in the study guide in which the word is first used.

	Le	sson
abstain	— to purposely hold back	4
accumulation	<ul> <li>The process of increasing by adding on</li> </ul>	4
agnostic	<ul> <li>person who doubts the existence or knowability of God</li> </ul>	6
alternate	— to perform by turns or in succession	3
appendix	— material added, usually at the end	8
ascend	— to go up	1
associates	— fellow workers; partners	2
ardent	— eagerly supporting; "on fire"	9
astute	<ul> <li>knowing; having sharp discernment or understanding</li> </ul>	9
atheist	<ul> <li>person who denies the existence of God</li> </ul>	6
colleague	<ul> <li>associate or partner (as in a business or profession)</li> </ul>	8
commendation	- recommendation; compliment	7
commission	— a task to carry out; a trust given	1
confirm	— to give approval; strengthen	8
confronted	— brought face-to-face; challenged	8
crucial	— marked by importance; decisive	10

cult	<ul> <li>great devotion to a person, idea, object, or movement</li> </ul>	2
deaconess	— woman helper in a church	1
discerning	— revealing insight and understanding	5
emphasized	— given special importance; stressed	2
evidence	— something that furnishes proof	2
fallacies	— false ideas	8
familiarize	— to make known; get well acquainted	9
figuratively	— using a figure or picture of speech	2
formula	— set form for doing something; recipe	10
fragment	— a part broken off	6
frustrated	<ul> <li>feeling deep insecurity; overwhelmed with disappointment</li> </ul>	5
furtively	— as if to hide something	9
gesture	— motion	9
hostile	— unfriendly; antagonistic	7
illustrious	<ul> <li>filled with promise; bright and shining</li> </ul>	8
immersion	<ul> <li>baptism by complete submersion under water</li> </ul>	5
indications	— signs; signals	9
indispensable	<ul> <li>absolutely necessary; cannot be set aside</li> </ul>	10
indisputable	— unquestionable	6
intercede	<ul> <li>intervene; act as a go-between; plead another's cause</li> </ul>	5
intersperse	— to place or insert at intervals; space	3

intimately	— suggesting closeness and warmth	9
linger	— to be slow in parting	3
mandate	— an authorization to act	10
martyrdom	<ul> <li>suffering death on account of adherence to a cause, especially religious faith</li> </ul>	3
merit	— reward; praise	4
naive	— lacking in worldly knowledge	8
nourishment	— food; nutriment	10
nurture	— supply with nourishment; educate	10
occult	matters involving ungodly supernatural influences	6
outcasts	— those cast out from society	7
penetrate	— pierce; affect deeply	6
propriety	<ul> <li>socially acceptable; good manners within a given culture</li> </ul>	7
prospective	— likely to come about	3
provisions	— stipulations or conditions; terms	9
reinforce	— make stronger	6
reliable	— dependable	10
reluctant	— unwilling; holding back	3
renounce	— to give up; disown	8
rigid	<ul><li>strictly observed; unbending</li></ul>	7
scroll	— a roll of paper, papyrus, leather, or other material on which a message is written	5
simultaneous	— taking place at the same time	4

sovereign	<ul> <li>possessing complete power</li> </ul>	
sponsor	<ul> <li>a person who assumes responsibility for another person or thing</li> </ul>	3
supportive	— furnishing support; upholding	3
tactfulness	— keeping good relations; showing tact	7
vigil	— careful and continuous watching	5
vow	<ul> <li>to promise; to bind oneself to an act or a duty</li> </ul>	4

# Answers to Self-Tests

#### Lesson 1

- 1 a) spiritual condition.
- **2 c)** People who have needs will often accept help.
- **3 b)** gives the kind of help fallen men need.
- **4 b)** There is a growing number of people who are spiritually lost. Since Christ is the only way to God, we must tell them about Him so that they can believe and be saved. (Was it difficult to decide? All the statements are true, but choice b) is the only one that mentions all three of the major reasons: many people are spiritually lost, the lost need Christ, and we have been chosen to tell them about Christ.)
- **5 c)** He has chosen you to tell them.
- **6** a) The challenge is great.
- **7 b)** The lost need Christ.
- **8** a) The challenge is great.
- **9 b)** The lost need Christ.
- **10 b)** The lost need Christ.
- 11 c) He has chosen you to tell them.
- **12** You should have been able to quote perfectly all three parts of both *Fingertip Texts*. If you missed any part, keep practicing until you know them.

- **1** F
- **2** T
- **3** T
- **4** T

- **5** No. That is stating a historical fact. We need to tell him or her why Jesus died and that He can save from sin.
- 6 b) Witnessing.
- 7 c) Winning.
- 8 d) Making disciples.
- **9** a) Telling.
- **10 b)** Pray that the Lord will help him or her witness to unsaved neighbors.
  - c) Show Christ by his or her words and actions, being a "light" to the lost (Matthew 5:16).
- **11 a)** The girl's concern for her master opened the way for her to help him.
- **12** You should have been able to quote perfectly all three parts of the *Fingertip Text*. If not, keep reviewing it until you can.

- 1 T
- **2** T
- **3** F
- **4** T
- **5 b** Teamwork.
  - c Teamwork.
- **6 a)** Praying for souls
  - **b)** Paying a child's way to Bible camp
  - d) Attending evangelistic meetings
  - f) Cleaning and setting a building or tent in order
- **7 d)** everyone assumes responsibility for winning souls and for follow-up work.

- **8** You could have said that he or she needs love, food, care, teaching, or a family.
- **9** You should have been able to quote perfectly all three parts of the *Fingertip Text*.

#### Lesson 4

- F
- F
- T
- T
- N
- S
- N
- S
- 9 N
- S
- You should have circled all the letters, for all the sentence completions are true.
- being born again and cleansed through the washing of the Spirit.
- **13** You could have listed any three of the following: reforming ourselves, building up merit, belonging to a church, and being religious.
- spiritual.
- **15** You should have been able to quote perfectly all three parts of the *Fingertip Text*.

- T
- T

**3** T 4 F (Our human love is limited, but we can ask the Holy Spirit to fill us with God's love.) **5** Y 6 N **7** Y 8 Y 9 c) Boldness. 10 a) Knowledge. **11** b) Love. 12 d) God's wisdom. 13 ten thousand. 14 right, right, right **15** filled with power (to be witnesses). 16 You should have been able to quote perfectly all three parts of the Fingertip Text. Lesson 6 **1** T 2 T **3** T **4** F **5** b) Authority.

6 d) Law.7 e) Grace.

**8** a) Friendliness.

9 c) Scripture.

- 10 a) Living. d) True. e) Immortal. 11 a) read and meditate on God's Word. **b)** share the Good News with others. d) confess Jesus as Savior and Lord. **12** Fire, hammer, sword. **13** Ears, heart, lips (or mouth). **14** You should have been able to quote perfectly all three parts of the Fingertip Texts. Lesson 7 1 T **2** F **3** T **4** T **5** Y 6 Y **7** N 8 Y 9 N **10 a)** listening to prospective converts when they talk. **d)** praying and letting the love of God shine through you. **11 a)** surprised or startled people.
  - **12** vary.
  - **13** dead.
  - 14 favor.
  - **15** commended.

**b)** aroused a person's curiosity.

**16** You should have been able to quote perfectly all three parts of the *Fingertip Text*.

#### Lesson 8

- **1** See the steps given in the lesson.
- **2** T
- **3** T
- **4** F. Salvation is a gift, not a payment.
- **5** T
- 6 your own
- 7 remember
- 8 Scripture
- **9** God.
- 10 keep us.
- **11** God's Word, the Holy Spirit, and your personal testimony.
- **12** Your answer. I would suggest that they do not wait but come to Christ and find the answer
- **13** You should have been able to quote perfectly all three parts of the *Fingertip Text*.

- 1 a) because we can trust the work of the Holy Spirit.
  - c) when we obey the Lord and act in faith.
- **2** Interest, attention, conviction, desire, the close.
- **3** respect (or confidence).
- **4** we will serve the Lord.
- **5** a True.
  - **b** False. Only the Holy Spirit convicts of sin.
  - **c** True.
  - **d** True.

- You should have been able to quote perfectly all three parts of the *Fingertip Text*.
- landing the fish.
- **8 c)** tell him to depend on what God's Word says.

- F
- T
- T
- T
- **5 c)** take steps to see that he or she continues to grow in Christ.
- 6 lamp.
- father.
- 8 ongoing
- Prayer, Bible reading, church attendance.
- New converts, church membership, and soul winning.
- The Great Commission.
- **12** You should have been able to quote perfectly all three parts of the *Fingertip Text*.

# **Appendix**

#### OVERCOME DIFFICULTIES

Difficulties upon the part of the prospective convert reveal themselves in the form of questions, excuses, objections, and arguments. The following selected types of difficulties are representative. Learn to overcome them! Be sure to study the scriptural references.

# Type 1: Self-Righteous

"I'm trying to be a good religious person."

"I'm doing my best."

"I'm as good as anyone else."

These expressions come from someone who trusts in his own righteousness. Review the account of Nicodemus in Lesson 4. Remember "Life at its best is not good enough" in Lesson 7.

Observations	Scripture References
In the sight of God, our best actions	Isaiah 64:6
are inferior and fall short of His	Luke 18:9–14
holy standards.	Romans 3:10, 12
Our good deeds cannot save	Titus 3:5
our souls.	
We are not saved by trying, but by	Isaiah 12:2
trusting in Jesus Christ the Savior.	Acts 16:31
Jesus Christ alone is the Savior.	Acts 4:12
	Hebrews 7:25
We all must be born again.	John 3:3, 5
We must trust in what Jesus has done	Romans 3:22–26
to put us right with God.	
Salvation is a gift to be received	Romans 6:23
by faith.	

# Type 2: Uncertain About Salvation

"How can I know that I am saved?" "I don't feel any different."

People may need help to gain assurance of salvation. Tell them that our salvation is *not dependent upon feelings*, but upon *fact*. Feelings change; God's Word is the changeless eternal truth. The fact is that God has provided the means of salvation through Christ the Savior. He has told us what we must do and what *He* will do.

Read together with them these Scriptures: John 3:16; 5:24; 6:37; 11:25; Romans 10:13; 1 John 5:11–13; Revelation 3:20.

Ask them to express again what they have done: confessed themselves a sinner, asked for forgiveness, and accepted Christ as their Savior. Now, since they have done their part, they can be assured that God has done His part—forgiven them, cleansed them, and given them eternal life. God does not lie. They must accept that as *fact*, thank God for it, and begin to live as children of God. Feelings of joy and peace will follow.

Type 3: Can't Live the Christian Life

"The Christian life is too difficult."
"There is too much to give up."

Observations	Scripture References
The Christian life is too difficult for	Matthew 11:28–30
us to live, unless we are born from	Mark 8:36
above. Through conversion, Christ gives the desire and the power to live	John 1:12
the Christian life.	Romans 1:16
Nothing is too much to give up when	Romans 6:23
it means the salvation of your soul from eternal damnation.	Romans 15:13
It is not giving up so much as	Philippians 3:9
receiving a Person and a wonderful	
life! Christianity is Christ!	

# Type 4: Too Busy

"I'm too busy; I don't have time."
"I will believe some other time."

Life is too uncertain. You may not have another opportunity to be converted. God's time of salvation is today. It seems that "tomorrow" is Satan's time.

Observations	Scripture References
Decide today whom you will serve.	Joshua 24:15
You do not know what tomorrow	Proverbs 27:1
will bring.	
Today is the day of salvation.	Isaiah 55:6–7
	2 Corinthians 6:2
	Hebrews 2:3; 3:7–8

# Type 5: All Religions Are the Same

"We are all headed for heaven, although along different roads."

"One religion is as good as another; all tell you to do good."

"It doesn't matter what you believe as long as you are sincere."

Though this is popular thinking, it is contrary to divine revelation. Sincerity does not guarantee salvation. One can be sincerely wrong.

Observations	Scripture References
What you think is a right road may lead to death.	Proverbs 14:12; 16:25
Jesus declares, "I am the gate I am the way."	John 10:7–9; 14:6
We must acknowledge Jesus as God	John 8:24
and Savior.	Acts 4:12
"There is one God and one mediator the man Christ Jesus."	1 Timothy 2:5

#### Type 6: Dependence on Self

"I depend upon myself; why should I trust another?"

Remind the individual: man's strength will pass away; only God's Word will stand forever (Isaiah 40:6–8), and the Lord God alone is completely trustworthy (Proverbs 3:5).

Observations	Scripture References				
No one can save himself or herself;	Acts 4:12				
only Jesus Christ the Savior	Romans 5:6				
can save.					
We are all sinners. How can sinners	Romans 5:8–10				
save themselves?					
We must trust in what Jesus has done	Romans 3:22–26				
to put us right with God.					
The way to righteousness is not	Romans 4:3–5				
by our own works, but by faith in	Ephesians 2:8–9				
Christ alone.	1				

#### Type 7: Christians Are Hypocrites

"I don't believe all this religious teaching. Besides, Christians are so inconsistent."

Observations	Scripture References
Thoughtful people acknowledge the	Psalm 14:1
existence of a Supreme Being we call God.	John 17:3
One cannot use the inconsistency of	Matthew 7:17–18
Christians as an excuse. Counterfeit money does not nullify genuine good money. A tree is known by its fruit. A good tree bears good fruit.	Matthew 12:33
The just God in heaven has His	Romans 2:1–11
standards of judgment.	Romans 10:3
Everyone is accountable to God.	Romans 14:12

#### Type 8: Which Religion Is Right?

"How can I know which religious group is right?"

"I am confused about so many kinds of religions."

Talk understandingly with the person concerned. The standard of faith and practice is Holy Scripture, the Bible (1 John 4:1). Here are some guidelines to give him or her for testing any religious group.

Observations	Scripture References				
Does the group affirm that God the Father sent His Son to be the Savior of the world and that Jesus is God's Son, divine in His nature?	Matthew 16:16 Acts 4:12 1 John 4:14–15				
Does the group confess that Jesus Christ became incarnate, that is, God in human flesh and that Jesus rose in bodily form from the dead and ascended into heaven?	John 1:14 1 Corinthians 15:12– 20 1 Timothy 3:16 1 John 4:2				
Does the group agree with the authority of Christ and of the apostles, such as John, Peter, and Paul?	1 John 4:4–6				
Does the group give evidence to the love of God? Or, is there cold legalism?	1 John 4:7–8				
Does the group believe in the reality and sinfulness of sin?	Romans 5:12, 18, 21				
Does the group accept the merits of Christ's shed blood for cleansing and forgiveness of sins?	Matthew 26:28 1 John 1:7				
Does the group believe in the gift of the Holy Spirit and that He can be within and upon the believer?	Romans 8:16 Galatians 4:6 1 John 4:13				

We must be considerate in our approach to seekers after truth whose religious beliefs do not conform to those just mentioned. Only a living, radiant Jesus presented in love can win their hearts! See John 10:10 and 1 John 5:11–12.

#### Type 9: Family Loyalty

"I don't want to be disloyal to my family and ancestors; therefore, I don't want to change my traditional religion."

Observations	Scripture References				
The one true living God has been	1 Thessalonians 2:13				
pleased to reveal himself through the Holy Scriptures.	Hebrews 1:1–2				
God has also revealed Himself in His	John 1:18				
incarnate Son, the Lord Jesus Christ.	2 Timothy 3:15				
Though there are many religious	Acts 4:12				
leaders in history, there is only one Savior.	1 Timothy 2:5–6				
God will honor those who honor Him.	1 Samuel 2:30				
Believers, too, must respect their	Exodus 20:12				
parents and their elders.	Leviticus 19:32				
They must still be loyal to family	Hebrews 12:2–3				
and ancestors but above all to the Lord Jesus.	Hebrews 1:3–7				
Believers must, by the power of the	Exodus 20:5–6				
Holy Spirit, worship only God—not	John 4:23–24				
angels, saints, mediators, images, ancestors, or idols!	Revelation 22:8–9				

Fingertip Texts						
The fact of salvation	1 Timothy 1:15					
The means of salvation	Romans 10:13					
Everyone has sinned	Romans 3:23					
God's gift of love	John 3:16					
The open door	Revelation 3:20					
Salvation through Christ	Acts 4:12					
Power to be witnesses	Acts 1:8					
God's love revealed	John 1:18					
Saved by His mercy	Titus 3:5					
Jesus gives rest	Matthew 11:28–29					
God's inspired Word	2 Timothy 3:16–17					
The new life	2 Corinthians 5:17					
Life in the Son	1 John 5:11–12					

# Sharing the Good News

# UNIT STUDENT REPORTS AND ANSWER SHEETS

#### **DIRECTIONS**

When you have completed your study of each unit, fill out the unit student report answer sheet for that unit. The following are directions how to indicate your answer to each question. There are two kinds of questions: TRUE-FALSE and MULTIPLE-CHOICE.

#### TRUE-FALSE QUESTION EXAMPLE

The following statement is either true or false. If the statement is

TRUE, blacken space A.

FALSE, blacken space B.

**1** The Bible is God's message for us.

The above statement, *The Bible is God's message for us,* is TRUE, so you would blacken space A like this:

1 B C D

#### MULTIPLE CHOICE QUESTION EXAMPLE

There is one best answer for the following question. Blacken the space for the answer you have chosen.

- 2 To be born again means to
  - a) be young in age.
  - **b)** accept Jesus as Savior.
  - c) start a new year.
  - **d)** find a different church.

The correct answer is b) *accept Jesus as Savior*, so you would blacken space B like this:



#### STUDENT REPORT FOR UNIT ONE

Answer all questions on Answer Sheet for Unit One. See the examples on the DIRECTIONS page, which show you how to mark your answers.

#### PART 1—TRUE-FALSE QUESTIONS

The following statements are either true or false. If the statement is

TRUE, blacken space a space A.

FALSE, blacken space B.

- 1 I have carefully read all of the lessons in Unit One.
- **2** Jesus used the word *lost* to describe the condition of unsaved people.
- **3** Social and material needs are greater than spiritual needs.
- **4** Witnessing for Christ is telling your own salvation experience.
- **5** Successful witnessing requires the power of the Holy Spirit.
- **6** To be saved, one must confess one's sin and need for Christ.
- **7** Evangelizing does not include follow-up work and discipling.
- 8 Churches, not individuals, must reach the lost for Christ.

#### PART 2—MULTIPLE-CHOICE QUESTIONS

There is one best answer for each of the following questions. Blacken the space on your answer sheet for the answer you have chosen.

- **9** People's needs vary, but the one need they all have is
- a) material.
- **b)** mental.
- c) spiritual.

- **10** More than anything else, those who are lost need
- a) our understanding and sympathy.
- **b)** wise counseling.
- c) firm discipline.
- **d)** the Savior.
- **11** We are to do our part in fulfilling the Great Commission because
- a) it was the last commission Jesus gave.
- **b)** it has been accepted by most churches.
- c) believers today are also Jesus' followers.
- **12** As a believer in Christ, you are responsible to
- a) tell others about Christ.
- **b)** make people listen to what you have to say.
- c) make decisions for the unsaved.
- **d)** get everyone into a church.
- **13** The word *gospel* means
- a) religious news.
- **b)** the message must be told.
- c) good news.
- d) the life of Christ.
- **14** Your personal involvement in evangelizing requires
- a) no preparation.
- **b)** little preparation.
- **c)** definite preparation.
- **15** If you are to help people, you must first
- a) feel and show concern for them.
- **b)** ask them to confide in you.
- c) tell them that they need help.
- **16** Evangelizing is work that involves
- a) every trained Christian worker.
- **b)** all pastors and evangelists.
- c) city-wide evangelistic crusades.
- d) every believer.

- **17** The name "Christians" was applied first to
- a) the men who traveled with Paul.
- **b)** Christian believers in Antioch.
- c) the twelve apostles.
- **18** Praying, giving, attending church, and helping in other ways is to be involved in
- a) group evangelism.
- **b)** supportive evangelism.
- c) secondary evangelism.
- **19** Some people are best reached with the gospel indirectly, which may be done through
- a) barely hinting at the truth.
- **b)** hiding our Christianity.
- c) friendship evangelism.
- **20** Visiting new converts and guiding them into healthy church families is part of
- a) being neighborly.
- **b)** follow-up work.
- **c)** group evangelism.

END OF REQUIREMENTS FOR UNIT ONE. Follow the remaining instructions on your answer sheet and return it to your GU instructor or office in your area, then begin your study of Unit Two.

#### STUDENT REPORT FOR UNIT TWO

Answer all questions on Answer Sheet for Unit Two. See the examples on the DIRECTIONS page, which show you how to mark your answers.

#### PART 1—TRUE-FALSE QUESTIONS

The following statements are either true or false. If the statement is

TRUE, blacken space A.

FALSE, blacken space B.

- 1 I have carefully read all of the lessons in Unit Two.
- **2** Regeneration means "spiritual renewal."
- **3** A few people have been saved through self-effort.
- **4** The name Jesus means "Savior."
- **5** The Holy Spirit can pray through us for others' needs.
- **6** One of the ministries of the Holy Spirit is to convict nonbelievers of sin.
  - **7** The highest authority is the church.
- **8** To repent and be converted can be described as a halfway turn in the right direction.

#### PART 2—MULTIPLE-CHOICE QUESTIONS

There is one best answer for each of the following questions. Blacken the space on your answer sheet for the answer you have chosen.

- **9** An attempt to improve oneself may affect an outward change
- a) but not an inward change.
- **b)** and is the first step toward salvation.
- c) that takes the place of confessing sin.

- **10** No one can earn his or her salvation because
- **a)** it is very hard work.
- **b)** life is too short.
- c) it is a gift from God.
- **11** Believers need to pray alone
- a) to get the best results.
- **b)** and learn to stand alone.
- c) and pray with others.
- **12** Abstaining partly or completely from food while spending more time in prayer is known as
- a) intercessory prayer.
- **b)** collective prayer.
- c) praying with understanding.
- **d)** prayer and fasting.
- 13 When we are seeking to win the lost, the Holy Spirit will
- a) always lead us in the same way.
- **b)** lead us in various ways.
- c) give us a set of rules to follow.
- **14** To convict nonbelievers of sin is
- a) the believer's responsibility.
- **b)** the church's responsibility.
- c) the work of the Holy Spirit.
- d) an old expression not applicable today.
- **15** The Law came by Moses,
- a) and it must be kept.
- **b)** and it leads us to faith.
- c) but grace and truth came through Jesus Christ.
- **16** The purpose of the Law was to make people
- a) realize that Jesus is coming.
- **b)** see the need of water baptism.
- c) perfect.
- **d)** realize their wrongdoing.

- **17** The scriptural expression, *the sword of the Spirit*, refers to
- a) our intellect.
- **b)** a quick reflex.
- c) that which we have learned.
- d) the Word of God.
- **18** After we hear the gospel, it must enter
- a) our hearts.
- **b)** our minds.
- c) into our subconscious.
- 19 We can make God's Word a vital part of our lives if we
- a) carry it with us wherever we go.
- **b)** accept it as a good book.
- c) keep it in the family.
- d) read it carefully and prayerfully.
- **20** Which statement is correct?
- a) Hearing God's Word and hiding it in our hearts is enough.
- **b)** We need to take God's Word into our hearts and confess Christ as Lord of our lives.

END OF REQUIREMENTS FOR UNIT TWO. Follow the remaining instructions on your answer sheet and return it to your GU instructor or office in your area, then begin your study of Unit Three.

#### STUDENT REPORT FOR UNIT THREE

Answer all questions on Answer Sheet for Unit Three. See the examples on the DIRECTIONS page which show you how to mark your answers.

#### PART 1—TRUE-FALSE QUESTIONS

The following statements are either true or false. if the statement is

TRUE, blacken space A.

FALSE, blacken space B.

- 1 I have carefully read all of the lessons in Unit Three.
- **2** Christians should not make friends with nonbelievers.
- **3** Christians do not have to be tactful about the truth.
- **4** Whenever possible, give your own personal testimony.
- **5** Jesus did not use the same approach with each person He encountered.
- **6** We must be able to win religious arguments if we are to win people to the Lord.
- **7** To decide to follow Christ involves personal commitment.
- **8** To win the world for Christ, each convert should win at least two more converts.

#### PART 2—MULTIPLE-CHOICE QUESTIONS

There is one best answer for each of the following questions. Blacken the space on your answer sheet for the answer you have chosen.

- **9** It is important to make friends with nonbelievers because
- a) the love of Christ can flow through us to them.
- **b)** we can have closer fellowship with them than with Christians.
- c) if we act like them, we might be able to win them to Christ.

- **10** Using the *favor approach* means that we are
- a) doing favors to make people feel obligated to us.
- **b)** asking favors and being dependent upon others.
- c) letting nonbelievers know that we value them as people.
- **d)** trying to win people with flattery.
- 11 When Jesus wanted to reach Zacchaeus, His first step was to
- a) scold him.
- **b)** compare him with others.
- c) tell him how good he was.
- d) win his friendship.
- **12** An effective personal testimony
- a) takes the place of God's Word.
- **b)** makes people realize our importance.
- c) helps others see that salvation is for today.
- **d)** is a colorful, dramatic testimony.
- **13** The Bible tells us that all Scripture
- a) is given by the inspiration of God.
- **b)** has historical value.
- c) can be used in any situation.
- 14 When Joshua challenged the Israelites to follow the Lord, he
- a) said, "Don't do as I do, but do as I say."
- **b)** set an example by His own commitment to God.
- c) gave them no choice but to obey.
- 15 Expecting results from giving God's Word is a principle of
- a) self-confidence.
- **b)** human reasoning.
- c) faith.
- **16** If people say they aren't interested in salvation,
- a) they really aren't interested.
- **b)** you should not speak to them again.
- c) tell them they are foolish!
- **d)** they may be trying to hide their true feelings.

- 17 We can expect to win souls when we
- a) obey the Lord and act in faith.
- **b)** wait until we know how to do it well.
- c) see how easy it is.
- d) get older.
- 18 Jesus described John the Baptist as being like
- a) a rock.
- **b)** a ship at sea.
- c) the apostles.
- d) a lamp, burning and shining.
- 19 After you have won people to the Lord, you should
- a) take steps to see that they continue to grow in Christ.
- **b)** have done all the Lord expects of you.
- c) should congratulate them and go on your way rejoicing.
- **d)** tell them their problems are all solved.
- 20 A new convert should be encouraged to
- **a)** win others to the Lord.
- **b)** move to a new place and start life over again.
- c) look for the perfect church.
- d) listen to religious tapes and records.

END OF REQUIREMENTS FOR UNIT THREE. Follow the remaining instructions on your answer sheet and return it to your GU instructor or office in your area. This completes your study of this course. Ask your instructor to recommend another course of study for you.

#### UNIT ONE ANSWER SHEET

Please fill in all the blanks below.
Your Name
Your GU Student Number
Your Mailing Address
City
Province/State Postal/Zip
Country
Occupation Age
Are you married? How many members are in your family?
How many years have you studied in school?
Are you a member of a church?
If so, what is the name of the church?
What responsibility do you have in your church?
How are you studying this course: Alone?
In a group?
What other GU courses have you studied?



4	Answer Sheet for Unit One						
1	Blacken the correct space for each numbered item. For all						
(	questions, be sure the number beside the spaces on the answer						
,	sheet is the same as the number of the question.						
	1 A B C D 8 A B C D 15 A B C D						
4	2 A B C D 9 A B C D 16 A B C D						
	3 A B C D 10 A B C D 17 A B C D						
4	4 A B C D 11 A B C D 18 A B C D						
	5 A B C D 12 A B C D 19 A B C D						
(	6 A B C D 13 A B C D 20 A B C D						
	7 A B C D 14 A B C D						
٦	Write below any questions you would like to ask your instruc-						
1	tor about the lessons.						
	have completed all the questions. Then return it to your GU in-						
	structor or office in your area. The address should be stamped						
	on the copyright page near the front of your study guide.						
Ì							
I	FOR GU OFFICE USE ONLY						
I							
	Date Score						

GU CHRISTIAN SERVICE PROGRAM

#### UNIT TWO ANSWER SHEET

Please fill in all the blanks below.
Your Name
Your GU Student Number
Your Mailing Address
City
Province/State Postal/Zip
Country

ANSWER SHEET	FOR UNIT	IWO							
Blacken the correct space for each numbered item. For all									
questions, be sure the number beside the spaces on the answer									
sheet is the same as the	e number of the	question.							
A B C D	8 A B C	D 15 A B	C D						
<b>2</b> A B C D	9 A B C	D 16 A B	C D						
3 A B C D 1	<b>0</b> A B C	D 17 A B	C D						
4 A B C D 1	1 A B C	D 18 A B	C D						
5 A B C D 1	<b>2</b> A B C	D 19 A B	C D						
6 A B C D 1	<b>3</b> A B C	D 20 A B	C D						
7 A B C D 1	4 A B C	D							
Write below any quest	ions you would	like to ask your in	struc-						
tor about the lessons.									
• • • • • • • • • • • • • • • • • • • •									
37 1 1									
Now look over this stu									
have completed all the	questions. The	n return it to your (	GU in-						
structor or office in your area. The address should be stamped									
on the copyright page	near the front o	of your study guide.							
FOR	GU OFFICE US	SE ONI V							
TOR	OU OFFICE OS	JE ONE!							

..... Score .....

GU CHRISTIAN SERVICE PROGRAM

Date . . . . . .

#### UNIT THREE ANSWER SHEET

Please fill in all the blanks below.
Your Name
Your GU Student Number
Your Mailing Address
City
Province/State Postal/Zip
Country

Answer Sheet for Unit Three
Blacken the correct space for each numbered item. For all
questions, be sure the number beside the spaces on the answer
shoot is the same as the number of the auestion

sheet is the same as the number of the question.														
1	A	В	С	D	8	A	В	С	D	] 15	A	В	С	D
2	A	В	С	D	9	A	В	С	D	16	A	В	C	D
3	A	В	С	D	<b>]</b> 10	A	В	С	D	<b>17</b>	A	В	C	D
4	A	В	С	D	] 11	A	В	С	D	18	A	В	C	D
5	A	В	С	D	<b>] 12</b>	A	В	С	D	19	A	В	C	D
6	A	В	С	D	13	A	В	С	D	20	A	В	C	D
7	A	В	С	D	] 14	A	В	С	D	]				
Wr	ite b	elov	v an	y qu	estio	ns yo	u w	ould	like	to as	sk yo	our i	nstrı	uc-
				sson		J					,			

Now look over this student report answer sheet to be sure you have completed all the questions. Then return it to your GU instructor or office in your area. The address should be stamped on the copyright page near the front of your study guide.

For GU Office Use Only						
Date Score						
GU CHRISTIAN SERVICE PROGRAM						

Your Name
Your GU Student Number
Your Mailing Address
City
Province/State Postal/Zip Postal/Zip
Country
REQUEST FOR INFORMATION
The GU office in your area will be happy to send you information about other GU courses that are available and their cost. You may use the space below to ask for that information.
*

# INVITATION TO ACCEPT JESUS CHRIST AS LORD AND SAVIOR

Becoming a Christian and receiving the gift of eternal life is a choice you make. God has done everything possible to open the door to heaven for you. Jesus suffered a cruel death on the Cross, taking the punishment we rightfully deserved, so that the very worst of sinners can now be fully forgiven and receive the gift of eternal life.

To receive this gift, you need to admit that you are a sinner and ask God to forgive you of all the evil deeds you have done. You need to trust in and take Jesus Christ into your life as your Lord and Savior

If you are ready to receive Jesus, say this prayer now and mean it from your heart:

Dear Father in heaven, I recognize today that I have sinned against you, and it is my desire to turn away from my sins from this day forward. Please forgive me. I also believe You sent Your Son, Jesus Christ, to die in my place on the cross and that He rose from the dead on the third day. I receive Him today as my Lord and Savior by faith and will live for Him the rest of my life. Please change my life and make your presence known in me. I ask this in Jesus' holy name, Amen.

#### RESPONSE PAGE

Please write in BLOCK letters:

	Your Name:
	Post Office Box:
	Street Address:
	City:
	State/Province:
	Postal or Zip Code:
	Country:
	E-mail address:
1.	Were you a Christian, having understood God's plan of salvation and accepted Jesus as your Savior, before starting this course?
2.	Did you accept Jesus Christ as a result of studying these lessons?
3.	Do you belong to a local church?
4.	Would you like to have an address of a local church in your area?
5.	Would you like to have information about other courses like this that you can study?



Congratulations on having finished this Christian Service course. Cut this sheet from your course and send it to your national Global University office if indicated or local church study center or Global University's international headquarters in Springfield, MO, USA (address shown on the back cover).

May God bless you as you love and serve Him.

# SEND US THE NAMES AND ADDRESSES OF YOUR FRIENDS

We will send them Lesson 1 of our evangelism booklet "The Great Questions of Life."

#### **Print Clearly**

Last Name	
First Name	
Mailing Address	
City	
Province or State	
Zip or Postal Code	
Country	
Last Name	
First Name	
Mailing Address	
City	
Province or State	
Zip or Postal Code	
Country	

Last Name
First Name
Mailing Address
City
Province or State
Zip or Postal Code
Country
Last Name
First Name
Mailing Address
City
Province or State
Zip or Postal Code
Country

## CHRISTIAN SERVICE SERIES



## Studies in Christian Leadership

# Sharing the Good News

This course will help you...

- effectively present the gospel to the unsaved and lead them to a decision for Christ.
- effectively use the Bible as a tool in evangelistic activity.
- appreciate the work of the Holy Spirit in evangelism.

Other titles in the Christian Service Program include: Solving Life's Problems

People, Tasks, and Goals

Abundant Living

Contact your Christian Service representative for more information on how to obtain these other courses.



1211 South Glenstone Avenue, Springfield, MO 65804 www.globaluniversity.edu

> PN 03.12 S5351E-90 ISBN 978-0-7617-1605-1