



*School of Evangelism Training Seminar*

## **Applying First Century Principles to Twenty-First Century Relationships**

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### **THE WORK AND THE WORKER**

#### **I CLARIFYING THE MESSAGE**

Answering the essential questions of perishing man, the Evangelist is affirmed as the historic proclamation of what God has done to redeem for Himself a people. The plan of salvation is seen as man being judged before God as a sinner, God acting on behalf of man as a Savior, and God and man being reconciled by grace through faith in Jesus Christ. Emphasis is placed upon the positive facts of redemption as embodied in the sovereignty of God, the exaltation of Christ, and the work of the Holy Spirit. The spiritual objective of the new birth is stressed, while also treating the outward manifestations of the resulting life of grace.

#### **II MOTIVATION PRINCIPLE**

The imperative to evangelize is seen in the very nature of God and His universe, His creative purpose, His Word, His church, His call to discipleship, His law in human personality, and His judgment upon sin. Ultimately, evangelism brings God and man to the cross. Possessed by the realization of this fact, the redeemed man is sent out to do the work of an evangelist, not from a sense of duty, but by the constraining love of Christ.

A. All people have a right to know God and His provision of salvation. *2 Peter 3:9; John 3:16, Revelation 22:17.*

B. All people are sinful, lost, condemned and bound for eternal hell without Christ. *Matthew 23:33; Mark 9:43-48; Revelation 14:11, 16:10, 18:10, 20:10.*

C. All believers should realize that Jesus Christ is the only hope for all people. *Acts 4:12; John 14:6.*

D. All believers have the privilege and responsibility to share the living Christ. *Acts 8:1,4.*

E. All believers should be motivated by His love and directed by His Holy Spirit. *Romans 5:5; 2 Corinthians 5:14-18*

F. All methods should be used in sharing His love and His plan of redemption (flexibility is the rule). *1 Corinthians 9:19-22*

G. Three ways believers share their faith with the world:

1. By their lives in the world. *Matthew 5:16*

2. By their lives together. *John 13:34; 17.21,23*
3. By their verbal presentation of the Word of God. *Mark 16:15; Matthew 28:19*

### **III UNDERSTANDING THE CHURCH**

History teaches that when the church ceased to make an impact for Christ in the world, the world began to make its great impact for evil on the church. The Great Commission is not an option. It is a command. God's blessing is forfeited when we do not obey Christ's call to evangelize the world.

Any ministry of the church should be redemptive. As George Delamarter said, "Everything within the framework of the church must have a redemptive purpose and redemptive results or it loses its purpose of existence."

Also Sam Shoemaker said, "The church exists to convey to all men the message of Christ and to build the kingdom of God in the earth. It has no reason for being apart from the fulfillment of this supreme and destined task."

"The church is therefore not an end but a means. It was not the church which God so loved,' but the world. The church is the company of those who, having heard the message of Christ, responded, discovered the meaning of life in Him, and henceforth has but one aim -- to reach all men for Him. The 'means of grace' with which the church is endowed are not satisfactions for the comfort of the 'ins' so much as gifts for their equipment and empowering as they seek to reach the 'outs.' The early apostolic Christian did not think of the church as merely a place for the shepherding of believers. Of course, we are intended to receive training, knowledge, forgiveness, fellowship and inspiration in the church; but these are for our strengthening in the battle to win the world for Christ."

### **THE CHURCH HAS SEVEN FUNCTIONS:**

#### **A. EVANGELISM**

1. Evangelistic Visitation.
  - (a) Information visit
  - (b) Invitation visit
  - (c) Inspiration visit
  - (d) Resurrection visit
  - (e) Conservation visit
2. Witnessing (bridge building).
3. Converting, which involves the resurrection visit (appointment evangelism).
4. Discipling (reproducing).

#### **B. TEACHING**

#### **C. WORSHIP**

#### **D. FELLOWSHIP**

#### **E. STEWARDSHIP**

#### **F. SERVICE**

#### **G. WARFARE**

## **IV UNDERSTANDING THE SINNER**

Man's fallen nature makes him insensitive to spiritual things, and this is why he does not readily come to the church where the gospel message is preached. The servant of the Lord is called to go where the sinner is (to the world) to share the gospel message and then bring the sinner into the fellowship of believers. Evangelism is not merely inviting people to the church. It is sharing the gospel with the lost, no matter where they are.

### **A. Man before the fall**

1. Made in God's image. *Genesis 1:27*
2. Blessed of God. *Genesis 1:28*
3. God pronounced man as "very good."

### **B. Man -- a moral creature**

1. Man became a living soul. *Genesis 2:7*
2. Man given power to make moral decisions. *Genesis 2:16-17a*

### **C. God's warning. *Genesis 2:17b***

### **D. Man's fall and its consequences *Romans 5:12***

1. He is spiritually dead. *Genesis 3:1-19*
2. Heart fully set to do evil. *Ecclesiastes 8:11*
3. Heart deceitful. *Jeremiah 17:9*
4. Full of iniquity. *Mark 7:21-23*
5. Cannot understand spiritual things. *John 8:43*
6. Does not believe. *John 8:45*
7. Is not of God. *John 8:47*
8. Preaching of the gospel is foolishness to him. *1 Corinthians 1:18*
9. Satan blinds their minds. *2 Corinthians 4:4*
10. Dead in sins. *Ephesians 2:1*

## **TWO IMPORTANT INGREDIENTS IN PERSONAL EVANGELISM**

### **I. THE PLACE OF GOD'S WORD**

There is a strange and growing reluctance in modern theology to refer to the Bible as the "Word of God." This reluctance has gone so far that many speak of the Holy Scriptures as merely a human book, trying to reduce it to a human work.

It is indeed strange that so many in this generation relegate to mere human effort the book that the apostles, church fathers, reformers, and the greatest missionary leaders, evangelists and preachers have all accepted as the Word of God. Had Luther considered Scripture only on its human level, he could never have declared, "My conscience is captive to the Word of God." And there would never have been a Reformation. The Bible is too great and dynamic a book to be shorn of its power by untraditional and unacceptable views of its nature. It is the Word of God, and regardless of what men think of it, it will remain so even though heaven and earth pass away.

*Every great revival in Christian history* has been related to the Word of God. If the English speaking people of the world are in a state of moral decadence, it is because they are no longer actually people of the Word.

The Bible is the Word of God. It still has its ancient power if read with an open heart and receptive mind. To insist that the church today and its individual members, including its ministers, must get back to the Bible is no mere cliché. It is a call to face disturbing and imperative truths which, if honestly considered, make radical claims upon the individual and upon society.

William Lyon Phelps once said that every Bible ought to have written on its cover: "Highly explosive; handle with care." The Word of God is dynamite.

- A. The Word is not of any private interpretation. *2 Peter 1:20*
- B. Its Author is God. *2 Timothy 3:16, 17; 2 Peter 1:20*
- C. Worlds framed by the Word of God. *Hebrews 11:3*
- D. His Word is eternal. *Isaiah 40:8; Matthew 24:35; 1 Peter 1:25*
- E. The Word of God is living and active and a probing instrument. *Hebrews 4:12*
- F. The Word of God will accomplish God's purpose. *Isaiah 55:11; Psalms 126:6; Romans 10:17*
- G. Born again by the Word. *1 Peter 1:23*
- H. God's Word brings spiritual growth and keeps us from sin. *1 Peter 2:2; Psalms 119:9-11*
- I. Cleansed by the Word. *Ephesians 5:26*

## II THE PLACE OF THE HOLY SPIRIT

The believer who endeavors to win people to Christ must be filled and directed by the Holy Spirit. The following are scriptural requirements:

- A. Must believe in the authority and authenticity of the holy Scriptures. *2 Timothy 3:16; 2 Peter 1:20-21*
- B. Must be born again believer. *1 Peter 1:23; John 3:17, 1:12-13*
- C. Must believe in the "office work" of the Holy Spirit.
  - 1. To the sinner (*John 16:7-12*) the Holy Spirit convicts and convinces the unconverted.
  - 2. For the Believer (*John 14:16-17, 26; 15:26; 16:13-14*). The Holy Spirit comes to the believer to teach him the things of Christ and to lead him into all truth.
- D. Must be filled or baptized with the Holy Spirit.
  - 1. The promise. *Luke 24:49; Acts 1:4-5, 8*
  - 2. The fulfillment. *Acts 2*
  - 3. The results.
    - {a} Inner results. *Acts 15:8-9* Hearts purified by faith.
    - {b} Outer results. *Acts 2:4-36, 41*
      - 1) They all spoke the gospel
      - 2) Three thousand converted
      - 3) They continued to speak with boldness and power. *Acts 4:21, 31*
      - 4) Gifts manifested
- E. Must go
  - 1. The commission (*Mark 16:15*). The soul-winner must go, because the lost will not come.
  - 2. The Seed. The soul-winner must go with the Word of God, for "faith comes by hearing and hearing by the Word of God."

F. Must expect opposition

1. General opposition in a wicked world. *John 15:19-21, John 17:14-18*
2. When people are not ready. *1 Corinthians 1:18*
3. When the methods we use are not adequate (watch your language, attitude and presentation). *Colossians 4:6*
4. Demonic strongholds. *Ephesians 6:12; 1 Peter 5:8; 2 Corinthians 10:3-5*

G. Must experience the power of the Holy Spirit. *John 14:5-18*

Through the power of the Holy Spirit dwelling in Him, the Son: lives the life of the Father; proclaims the words of the Father; performs the works of the Father;

AND

through the power of the same Holy Spirit, Who was in the Son and is now in us, the believer is enabled to live the life of the Son; proclaim the word of the Son; and perform the works of the Son.

The "greater works" about which Jesus spoke in *John 14:12* are redemptive works. The Holy Spirit is given to the believer so that he may carry on that which Jesus "began both to do and to teach." "The letter killeth, but the Spirit giveth life," (*2 Corinthians 3:6*). The balanced Spirit-filled life is "the love of Christ in action through the believers."

## GENERAL PRACTICAL METHODS OF EVANGELISM

### I EVANGELISM THROUGH THE LOCAL CONGREGATION

Sharing Christ is communicating the gospel. *1 Timothy 6:18; Hebrews 13:16*

Understanding the need and opportunity for continuous personal evangelism, simple techniques for winning individuals to Christ through the local church are outlined. Working principles are discussed in finding the right persons, making friends, turning attention to our Savior, appealing to the spiritual desires, showing enough to be saved, and leading to a decision.

- A. **CALCULATE:** Determine to obey - prayerfully set goals.
- B. **CONTACT:** Pray - list contacts - make contact through visits and casual conversation.
- C. **CULTIVATE:** Build bridges - share testimony - friendship evangelism.
- D. **CONVERT:** Share the Gospel - lead a person through the sinner's prayer.
- E. **CULTURE:** Follow up and discipleship.

### II BUILDING THE BRIDGE

- A. Building the bridge of friendship is extremely important in opening the door for a "salvation Bible study" appointment.
- B. Normally two to four friendly visits are sufficient in preparation for an appointment. Many times an appointment can be made at the close of a first visit, depending upon circumstances and the approach.
- C. Remember, everybody is looking for some kind of answer to life. We know the basic one is Christ realized through personal experience.

### **III HOW TO LEAD A PERSON TO CHRIST**

#### **A. Build a bridge of friendship first.**

Get to know them through one or more friendly visits. This will give you an opportunity to break down resistance to religion and will help you deal with problem areas. Present a positive, loving approach.

Learn to listen. Talk about things they would be interested in. Do your best to communicate at their point of need. During this time, pray regularly and earnestly for them to become sensitive to their need for Christ.

#### **B. Share a positive, current testimony.**

(An adequate testimony from a life situation usually meets the need). Examples:

1. "You know, Joe and Mary, we had a similar burden lately ..."
2. "This morning while we were having our family devotions ..."
3. "Speaking about the way things are going, you know it is getting worse, not better. The Bible talks about that ..."
4. "You know, Joe and Mary, God is so merciful to us ..."

#### **C. Setting up a salvation Bible study. Examples:**

1. "We have been having a wonderful time in the last few weeks with Bible studies in the homes. People are really interested in knowing what the Bible has to say about the way things are today. We have been setting up appointments just about every evening (with our pastor leading the Bible study). I know, Joe and Mary, you would really enjoy it. You could get your questions answered in an informal Bible study right here in your own home. Lets get together sometime next week for about an hour and open up the Bible."

2. "You know, Joe, the Lord loves you and has a tremendous plan for your life. Let's get together this week and talk about it over a cup of coffee."

3. "The way things are going, it's not getting any better. The Bible has so much to say about this. Why don't you and your wife come over to our place next week sometime, and we could have a Bible study? I am sure you have a lot of questions."

4. "You know, spending one hour together sharing from the Bible can never hurt us. We all need to get close to God. When you go to church and hear the preacher, I am sure you have a lot of questions, and getting together to study the Bible might answer some of these questions."

D. Bible study tools -- "New Life For You"; "Salvation By Appointment"; "Four Spiritual Laws"; "Four Steps to Peace With God."

### **IV THE SALVATION BIBLE STUDY**

#### **A. Take time to:**

1. Set the atmosphere (casual, friendly).
2. Learn to compliment.
3. Make them feel you love them.
4. Show interest in their interests. Ask questions about them.
5. Share about yourself (minimal).

#### **B. Lead into Bible study naturally --smooth transition. Say:**

1. "We've come today to share from God's Word."

2. "You know, what you've just mentioned brings us to the purpose of our visit today. I wonder if we could look into the Scriptures? "
- C. It is preferable to sit around a table.
- D. Ask them to bring their Bible, if they have one.
- E. Introduce your Bible study tool: booklet, flip chart or Bible only.
- F. Watch your technique of teaching.
1. Clear language, understandable to the youngest and simplest. Target a person.
  2. Use clear, effective illustrations. (Illustrations are a key. Illustrate every major point.)
  3. Pray, pray, pray.
- H. Keep things moving -- not too long.
- I. Do not get sidetracked -- always come back to the Bible study.
- J. Learn to "take in the net" -- ask pertinent questions.
- K. Give people an opportunity to say "No".
- L. No gimmicks -- all up front.
- M. Salvation prayer.
1. Put all points of the Salvation Bible Study in the prayer.
  2. Have them repeat the sinners prayer after you, and then
  3. Ask them: "I heard you pray 'Forgive me.' What did the Lord do with your sins?" "I heard you pray: 'Come into my heart.' What did He promise to do? Where is Christ now?"
  4. Ask them to pray a simple prayer to thank the Lord.
- N. The postulate (quote *2 Corinthians 5:17*, "in Christ new creature." See *New Life For You* brochure.
- What next?
1. Expect testing but expect victory through Christ.
  2. Don't be surprised at failure, but always get up again and go on.
  3. Allow God to heal resentments.
  4. Learn to read and meditate on God's Word daily.
  5. Join a fellowship group.
  6. Witness of your faith.



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