

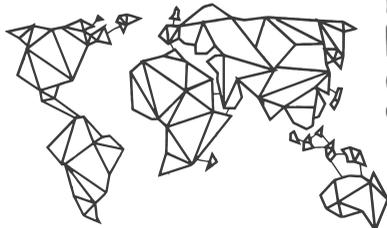


¹ Dave Earley and David Wheeler, *Evangelism Is—How to Share Jesus with Passion and Confidence* (Nashville, TN: B and H Publishing Group, 2010), 3.

² Bill Bright, "Sharing with Confidence," <http://www.cru.org/training-and-growth/sharing-with-confidence> (accessed January 3, 2013).

Notes:

**GREAT
COMMISSION
LEADERSHIP**
HOMEWORK
PACKET
NINETEEN



LEADERS PLANT [PART 1]

EVANGELISM PRINCIPLES

*Evangelism is joyfully intoxicating.*¹

Earley and Wheeler

*Success in witnessing is simply taking the initiative to share Christ in the power of the Holy Spirit and leaving the results to God. The only way we ever fail in our witness is if we fail to witness.*²

Bill Bright

BEFORE GOING ANY FURTHER, IS CHRIST ON THE THRONE?

If not, make sure He is!

MEMORY VERSE

Then He said to His disciples, "The harvest is plentiful, but the workers are few."

Matthew 9:37 [NIV]

LEADERS PLANT

Jesus taught us that we are the light of the world and that we must shine brightly for Him (Matt. 5:14-16). We are called to share the good news with a dark world. The Thessalonian church is a great example of evangelism. 1 Thes. 1:2-10 tells us they took the gospel they heard from Paul and, after trusting Christ themselves, shared it boldly throughout the entire region so that everyone within several hundred miles of themselves had heard it. All believers are called to evangelism and leaders must lead by example in it. If you're following Jesus, He will make you an evangelist (Matt. 4:19).

HOW TO PLANT

In our standard Exponential Harvest training, we describe how the sower planted wildly. Seed fell on the road, in the rocks, in thorn bushes, and in good soil (Mark 4:3). He was more concerned with throwing lots of seed than finding the best place to plant it. We should be too. We encourage people to plant first by treasuring Jesus. In Mat.

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12:34, Jesus tells the pharisees that we speak about what we treasure. When He is our greatest treasure, we won't struggle to tell people about Him. We must plant by taking the initiative, and making the most of every opportunity for the gospel (Col. 4:4-6). We must plant by transitioning conversations, just like Jesus did with the woman at the well (Jn. 4:4-26). Finally, we must plant by telling people the gospel. We need to make the elements of the gospel clear (Jn. 3:16 does that well).

→ **When you hear the word "evangelism" what comes to mind?**

GOD'S HEART FOR THE LOST

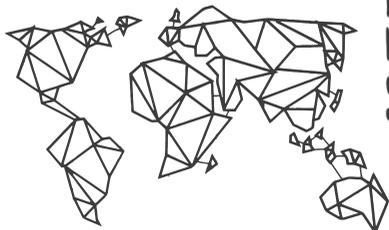
God does not want anyone to perish but instead wants everyone to come to repentance (2 Peter 3:9) and everyone to come to salvation (1 Tim. 2:4). Christ came to seek and to save the lost (Lk. 19:10). He is drawing every person alive to Himself (Jn. 12:32-33). Anyone who puts their trust in Christ will be saved (Jn. 3:16, Acts 2:21, Rom. 10:13). God is pursuing every soul and it's time for every believer to join Him in His pursuit!

→ **How have your misconceptions about God, the lost, or evangelism limited you?**

COMMON MISCONCEPTIONS

Check each statement you think is true about evangelism:

- Preach always, use words if necessary.
- You must have the gift of evangelism.
- Your personality, style, and knowledge make the Gospel relevant.
- You must earn the right to be heard.
- Evangelistic resources won't work.
- Only the destitute need Jesus.
- All is lost if someone gets offended.
- Methods are what produce results.
- Most people aren't interested.
- You aren't good enough.

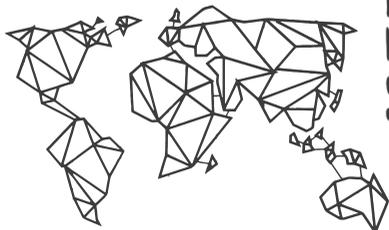


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10 COMMON LIES ABOUT EVANGELISM

Each of those statements is a commonly held lie about evangelism. Evaluate the following brief explanations of each and trust God to help you have a correct perspective on what His Word says about witnessing.

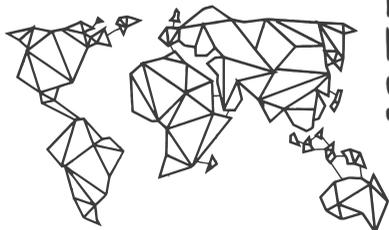
- » **Lie #1: Preach always, use words if necessary.** This is a popular misquote of St. Francis of Assisi. We should live such godly lives that people will see Christ in us (1 Peter 2:12), while also remembering that words are necessary (Rom. 10:13-14). There are good Mormons, Bhuddists, witches, and atheists—good works alone don't save people or show people the way to eternal life. We should both share the gospel and live lives that show people Christ, not one or the other.
- » **Lie #2: You must have the gift of evangelism.** Many don't share because they don't feel like they are capable. We would never say you must have the gift of hospitality in order to be hospitable, the gift of giving to give, or the gift of encouragement to encourage. Some will have the gift of evangelism but we are all called to share the Good News. Remember Matt. 4:19. If you follow Christ you are called to evangelism!
- » **Lie #3: Your personality, style, and knowledge make the Gospel relevant.** 1 Cor. 1:27 shows us that God chooses the foolish and weak things to glorify Him. He doesn't need you to "validate" the gospel (but definitely do your best to avoid invalidating it through hypocrisy). Also, many people don't share because they don't think they have all the answers. All of us are still growing in our knowledge and understanding. Often the best thing to do when we don't know an answer to a question is simply, "I don't know, but I am happy to find out together." We can do our best to prepare, and trust the Lord to work not only through us and our preparation, but also above and beyond it, to reach those around us.
- » **Lie #4: You must earn the right to be heard.** Another version of this goes, "they don't care how much you know till they know how much you care." That is definitely true for leadership, but not for evangelism! Jesus earned the right to be heard 2000 years ago. He also earned the right to be obeyed by His followers; He claimed to have all the authority to command us to witness (Matt. 28:18-20, Acts 1:8). Many people incorrectly believe you must be friends before witnessing to others. Jesus called us to reach the whole world. This would be practically impossible if we had to befriend



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everyone first. Imagine how long it would take to befriend the entire world before sharing with them. Be friendly, but also be open to sharing with anyone God puts in your path. There are very few, if any, places in Scripture where anyone befriended someone before sharing with them. Love people and share with them.

- » **Lie #5: Evangelistic resources won't work.** Rom. 1:16 tells us, "I am not ashamed of the gospel, because it is the power of God for the salvation of everyone who believes..." (NIV). The gospel message is powerful, whatever its format. Gospel "tracts" and pamphlets can be great conversational tools and they can be transferable resources that make it easier for people you're discipling to learn how to share their faith. It is important to personalize these tracts as much as possible and you should never believe the lie that God can't use them.
- » **Lie #6: Only the destitute need Jesus.** We must remember that the rich are lost too (Matt. 19:23-24)! The poor are without question close to God's heart, and we should do everything we can to help them but they aren't the only ones God wants to reach. The poor and the rich alike are lost without Jesus and we should strive to share the Good News with everyone!
- » **Lie #7: All is lost if someone gets offended.** Jesus promised men would hate you because of Him (Matt. 10:22)! Scripture also tells us we will be foul odor to some, but sweet aroma to others (2 Cor. 2:16)! Gregory Koukl writes in *Tactics*, "Jesus' teaching made some people furious. Just make sure it's your ideas that offend and not you—that your beliefs cause the dispute and not your behavior."³ Share in a loving and truthful way and then trust the results to God.
- » **Lie #8: Methods are what produce results.** Jesus said that it was the amount of seed sown that led to larger harvests (Matt. 13:1-9). We should always be looking for great new evangelism tools but must remember sharing the Good News is the key to reaching people for Christ. Never postpone evangelism while you wait for better tools or ideas.
- » **Lie #9: Most people aren't interested.** Jesus tells us, in Matt. 9:37, "The harvest is plentiful but the workers are few." Workers are the limiting factor in the harvest. It is time to quit believing lies and get out in the harvest God has put us here for! Remember, James 1:22 tells us that disobedience leads to deception. The reason many of these evangelism lies are so prevalent today is because most



⁴ C.H. Spurgeon, *An All Around Ministry: Addresses to Ministers and Students* (BookAndSuchNW, 2009), Ch. 4, Kindle.

⁵ Keith Davy, "CruPress Presents: Modes of Evangelism," <https://www.cru.org/us/en/train-and-grow/share-the-gospel/evangelism-principles/crupress-presents-modes-of-evangelism> (accessed July 7, 2021).

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Christians are not obeying the command to share their faith. Their disobedience is leading to deception.

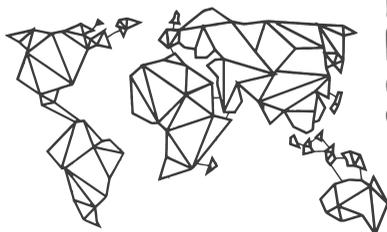
- » **Lie #10: You aren't good enough.** This common lie does bears some truth with it. We aren't good enough... *on our own*. When we trusted Christ as our Lord and Savior, however, He gave us the greatest tool for equipping us to share the Gospel—His Holy Spirit, living and moving within us! We are better than "good enough" for the task of sharing our faith with others because He equips us with everything we need for the task that He has called us to (Luke 21:13-15, Acts 1:8). He has reconciled us to Himself, and invites us to partner with Him as He works through us to bring the world to Himself (2 Cor. 5:20)! Don't believe these 10 lies (or any others) about evangelism. Trust God will use you mightily as you lean into Him!

HEALTHY EVANGELISM

Christian leaders must be committed to a lifestyle of personal and corporate evangelism. Psalm 96:2 says, "Each day proclaim the good news that He saves" (NLV). Leaders should be committed to frequent evangelism. James 1:22 says, "Do not merely listen to the word, and so deceive yourselves. Do what it says" (NIV). Disobedience to the Biblical command to share our faith always leads to self-deception. For leaders, that results in becoming blind guides leading the blind (Matt. 15:14). It is imperative that leaders believe the truth about evangelism and apply it in their lives. Great Commission leaders are committed to taking the initiative in evangelism. Spurgeon challenges Christian leaders, writing, "Keep to the gospel, then, more and more and more. Give people Christ, and nothing but Christ."⁴

THE 3 MODES OF EVANGELISM⁵

There are three modes of evangelism that God uses to reach the world for Him. The first mode is the **Body Mode**. It involves inviting them to appropriate Christian events (a church service, concert, etc.) and then letting them experience the Gospel through interacting with His Body of believers. The second mode is the **Natural Mode**. This is sometimes also referred to as the Relational Mode of evangelism, and this mode involves sharing Christ in your existing friendships, workplaces, etc., throughout the natural course of your day-to-day life. The last mode is the **Ministry Mode**. This involves sharing Christ intentionally as a ministry activity, most often with people you've never yet met. The Ministry Mode of evangelism is the type of evangelism practiced most often in Scripture. This mode is also one of the best ways to grow in our



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witnessing abilities. Our evangelism is most effective when we are trusting the Lord to work in and through us in all three of these modes of evangelism.

→ **Which mode are you *most* comfortable with and why?**

→ **Which mode are you *least* comfortable with and why?**

→ **What are some steps will you take to grow in sharing Jesus...**

» ...in Body Mode of evangelism?

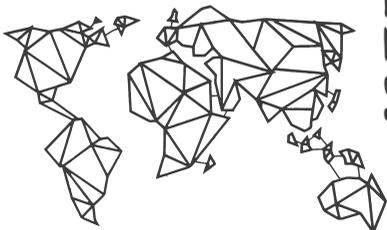
» ...in Natural Mode of evangelism?

» ...in Ministry Mode of evangelism?

THE **SHARE** ACRONYM

The **SHARE** acronym is a simple way of remembering important aspects of sharing our faith with those around us:

- » **S**upercharge. Acts 1:8 tells us that the Holy Spirit empowers us for bold evangelism. Before witnessing, consciously ask God to fill you with His Holy Spirit, empowering you to witness with His power and authority. Pray for those you will share with. Remember the divine order: "First talk to God about people then talk to people about God."
- » **H**ave an expectant attitude. Look for opportunities and expect God to use you in great ways! When we share our faith with a "no one will be interested," "no one will respond," or "no one wants to hear this," we forget who God is and what He is capable of doing in someone else's life. Even if we do not see the fruit of our evangelism in the moment, we can trust that He is working even when we cannot see



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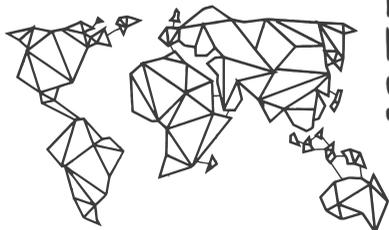
it (Isaiah 55:11). Go out excited to join God as He is working in the lives of those around us!

- » **Ask good questions.** The greatest way to start conversations and help people engage with the Gospel is to ask questions. Think of a few conversation starting questions you could use to get into conversations with people. Then, think of a good question that can transition to a conversation about Christ. One question that works well for this is, "What has been your experience with Christianity?"
 - » **Resources.** Evangelistic resources are conversational tools that help millions of people each year put their faith in Christ. Whether it is your testimony (maybe using your *One-Minute Witness*), a Gospel tract (like the *Finding Jesus* tract, or the *Knowing God Personally* tract), or simply using Scripture (walking through the "Romans Road") to share the Gospel with someone, great Gospel resources are those that are relational and transferable. Transferable resources not only help us confidently share our faith, but also are tools we can use to train-up the next generation of Jesus' disciples.
 - » **Encourage people to grow.** Be ready to implement a follow-up plan right away. Whether someone puts their trust in Christ or is interested in hearing more, plan to meet up with them again to encourage them towards Christ. Get their contact information before leaving and don't delay in setting up a follow-up appointment.
- **Which aspect(s) of the SHARE acronym would you like to grow in?**

SAFE GOSPEL TOOL TIPS

Some people avoid evangelistic tools and resources, saying that they are ineffective, awkward, or outdated. The hard reality of this is that this can be more indicative of how active we are in sharing our faith. Any time we share the Gospel, we share using some form of resource; and we must remember that the Gospel is the power of God (Romans 1:16), regardless of the format it is in. Whichever method or resource we use to share about Jesus, here are some **SAFE** tips to keep in mind when considering to share the Gospel using an evangelistic tool:

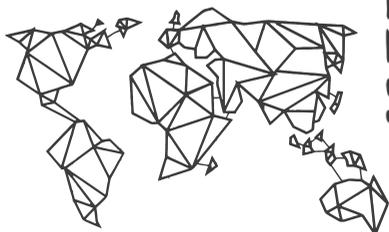
- » **Start with prayer.** We cannot emphasize this enough. Starting with prayer aligns our heart with Jesus, and through this He shares with



⁶ Some evangelistic resources we recommend using:

- » Cru's *GodTools* App:
godtoolsapp.com or
knowgod.com
- » Cru's *Perspective Cards* App:
www.cru.org/us/en/train-and-grow/share-the-gospel/outreach-strategies/perspectivecards
- » Cru's *Soularium* App:
www.cru.org/us/en/train-and-grow/share-the-gospel/outreach-strategies/soularium
- » Great Commission Alliance's *Finding Jesus* tract:
www.greatcommissionalliance.org/shop
- » The *GodTools* App:
godtoolsapp.com
- » Oasis World Ministries' *One-Minute Witness* tool:
www.oasisworldministries.org/one-minute-witness
- » *The Romans Road* (this is shared solely with Scripture):
Romans 3:23
Romans 6:23
Romans 5:8
Romans 10:9-10
Romans 10:13

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us His heart for the lost. Ask for Him to work through you to reach those you speak to—for His Spirit to guide and speak through you. Ask that their eyes would be opened to their need for a savior, and that their hearts would be ready to receive Him as their Lord.

- » **Abide in Christ.** These first two points go hand-in-hand. Rest in His strength and power to reach those around you. Trust Jesus with the results of your time sharing the Gospel—especially when the times come that you don't see the immediate fruit of the conversation.
 - › While awkwardness may be unavoidable, we should not let that hinder our witness. Many times we may think a situation is more awkward than it really is. Jesus can still bring someone to know Him through whatever situation—awkward or not!
- » **Familiarize yourself with the tool/resource.** Read through the resource you wish to work through. Practice it with a friend. Think about questions you can ask, and practice those as well. Some of the best practice we can get in sharing the Gospel is to share the Gospel. As you take time to familiarize yourself with a resource, also practice this resource by sharing the Gospel!
 - › Not all evangelistic resources are created equal. Some people with good intentions have delivered Gospel truth in unloving ways. Others lean heavily on cultural references that may work well in the right time or season, and aren't best for situations outside of those contexts. Taking the time to familiarize yourself with a resource (even just to read through it) before using it helps us to keep watch for some of these issues. Whether or not a resource is culturally irrelevant or outdated should not be an excuse for abandoning using *any* resource. That said, the best evangelistic resources are those that are aligned with Scripture, speak truth in love, and build bridges with those we are reaching.⁶
- » **Encourage conversation.** With any resource, it can be easy to default into a "Gospel monologue"—where we do all of the talking. Our goal when sharing the Gospel with someone is to help them engage with the Gospel. We can encourage conversation by taking turns reading, asking good questions (and listening to their answers), and, ultimately, by trusting in the Holy Spirit to guide you as you work through the resource. In this way, we personalize the Gospel each time we share with someone—whichever resource we use to do so.

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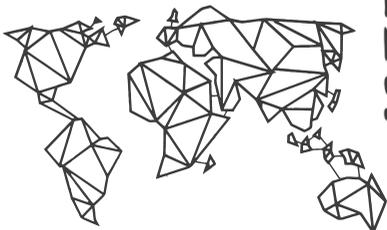
PRACTICE BOLD EVANGELISM

Ultimately, fear is the main reason most people fail to share their faith. People can come up with a million excuses, justifications, and rationalizations for not witnessing, but—no matter how legitimate or spiritual they sound—they more often than not boil down to fear. Learn to fearlessly trust God, obeying Him and boldly sharing the Good News!

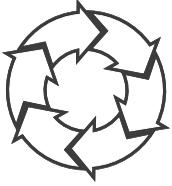
- **What is your biggest fear about sharing your faith? How can you trust God with it?**

There is a world in desperate need of a Savior and you are God's plan for reaching those around you. There is no plan B. Boldly share the Gospel as you should (Eph. 6:19-20, Col. 4:4) and set an evangelism example as a leader as well. We must plant by treasuring Jesus (Mat. 12:34), by taking the initiative (Col. 4:4-6), by transitioning conversations (Jn. 4:4-26), and by telling people the Gospel (Jn. 3:16).

Remember, your weaknesses, inabilities, failures and past present no challenge to God's will for your life. Your willingness does. Be willing to be and do what God made you for. You don't have what it takes but God's Spirit in you does so be the leader He made you to be and turn this world upside down for Him!



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ACT NOW

PRACTICE SHARING THE GOSPEL

- For review, fill out the Exponential Harvest Strategy diagram in the Notes column on this page, then circle “Plant”. What is one way you can grow in this area in your walk with the Lord?

- Choose at least one of the resources from the side of page 8 and share the Gospel with someone this week. Work through the SAFE Gospel Tool Tips as you prepare to share.
 - » Write the name of the person you will practice this resource with.

 - » Write down how you saw God move here after you have shared.

- Review your *One-Minute Witness* (or complete this if you haven’t already). Practice with a friend, then have them answer the questions below about your testimony:
 - » Did this person share in time (since this is the *One-Minute Witness*, did they share in less than 1-minute)?
 - » Was the Gospel clearly portrayed (God’s love, humanity’s condition, Jesus’ provision, our decision)?
 - » Was it clear how their life was before Christ and after Christ (were the points personal, yet concise)?
 - » How was their presentation (smile, voice projection, tone, pace, body language, eye contact, etc.) and what could improve?
 - » What was your favorite part of the testimony?
 - » How would you like to encourage this person about their testimony?

