

¹ William Fay and Linda Evans Shepherd, *Share Jesus Without Fear* (Nashville, TN: Broadman and Holman Publishers, 1999), 81.

Notes:

LEADERS WATER

FOLLOW-UP PRINCIPLES

Never assume you know the reason why a person is not ready to accept Christ. Instead, ask, "Why?" It is the only way to get your friend to burp up his real issues.¹

William Fay

BEFORE GOING ANY FURTHER, IS CHRIST ON THE THRONE?

If not, make sure He is!

MEMORY VERSE

...preach the word; be ready in season and out of season; reprove, rebuke, exhort, with great patience and instruction.

2 Timothy 4:2 [NASB⁹⁵]

LEADERS WATER

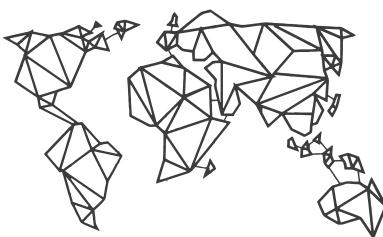
Paul was one of the greatest “heroes of the faith” of all time but he wasn’t always a believer. He had been one of the greatest persecutors of the early church. He had heard the gospel before (one example was at Stephen’s martyrdom, Acts 22:20, when Stephen preached, Acts 7:2-53). He didn’t come to Christ until God supernaturally revealed himself to him on the road to Damascus (Acts 9:1-9). God then used a disciple named Ananias to meet Paul and help him begin a relationship with Christ (Acts 9:10-19). Thank God he obeyed and followed up with Paul.

HOW TO WATER

In our standard Exponential Harvest training, we point out that some plants got dried out by the sun (Mark 4:5-6). Seeds and seedlings need to be watered! We must water by continuing to pray for those we’ve shared with (1 Tim. 2:1-4). We must water by coordinating follow-up. Remember, Paul planted and Apollos watered but God produced the growth in Corinth (1 Cor. 3:6). We must water by carefully addressing objections (1 Peter 3:15). Finally, we must water by clarifying the gospel (Col. 4:4).

GREAT COMMISSION LEADERSHIP

HOMEWORK PACKET TWENTY-ONE



² James Engel, *What's Gone Wrong With the Harvest* (Grand Rapids, MI: Zondervan, 1975).

Notes:

- Have you ever followed up with someone after sharing with them? What was it like?

FOLLOW-UP IS NECESSARY

We must follow up with those who we witness to. Everyone you share with is at a different place in relation to Christ. When you share the gospel with someone in a thoughtful and careful way, you'll help move them closer to Christ. Sometimes that will result in them trusting Christ, and more often it brings them one step closer, with more steps to come. The *Steps Toward Jesus* diagram (figure 21.1) is a great way to conceptualize this issue. This is a modified version of *The Engel Scale of Spiritual Decision*², which was created to demonstrate that a person's journey to faith in Jesus is more of a process than an accept/reject (pass/fail) model. The hope in this is that every time we share the gospel, in the power of the Holy Spirit, we plant a seed or water existing seeds, helping a person move a step or more closer to faith in Christ. Once a person accepts Christ as their Lord and Savior, the journey isn't over, but transitions to one of discipleship—helping the new believer

Steps Toward Jesus

[Adapted from *The Engel Scale of Spiritual Decision*]

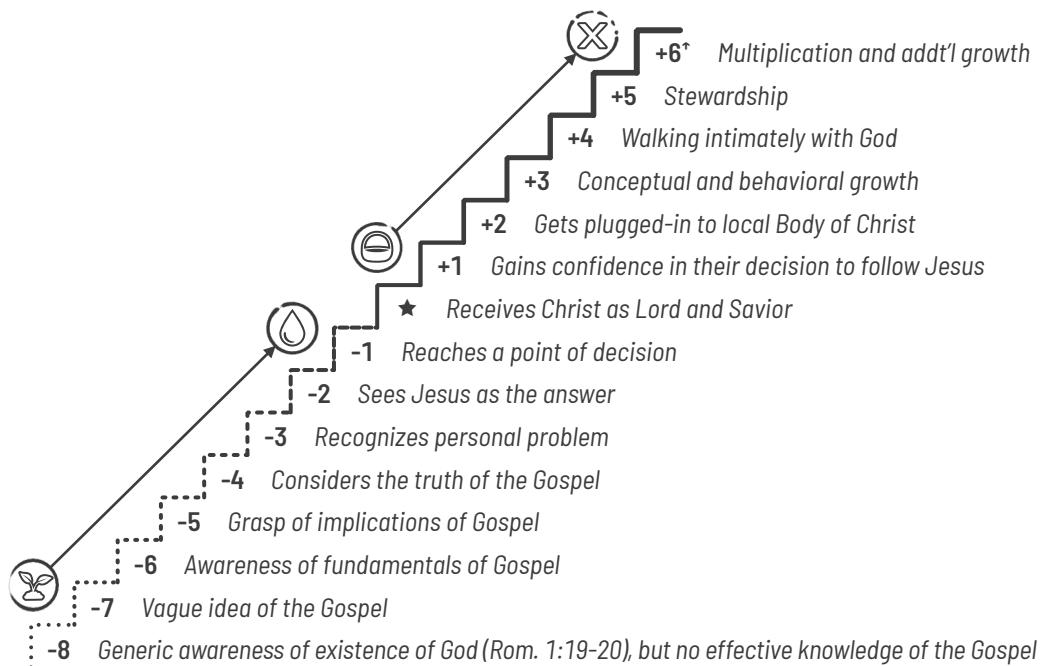
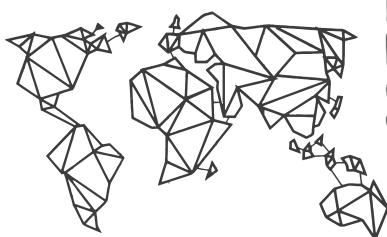


Figure 21.1



Notes:

grow step-by-step closer to Christ each and every day. This diagram is only an example, and will not accurately reflect every individual's journey to/with Jesus, but it does paint the picture of a journey. Remember: each journey is unique, and we are welcomed by our Lord to join Him in helping those around us take another step closer to Him with every interaction we have with them!

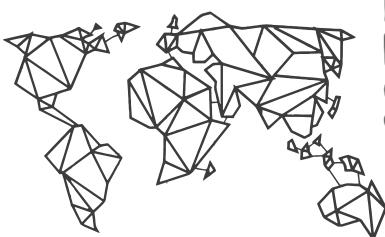
After witnessing with someone, evaluate your presentation. Learn how you can do better next time but leave the results to God. There will be four possible responses after you share with someone: ① they are not interested, ② they are interested in Christ, ③ they receive Christ, or ④ they are already a believer. Good boundaries are necessary for following up with someone you've shared with. Don't assume that if you made a mistake they won't be interested. It usually takes someone hearing the gospel several times before they trust Christ. Your success in evangelism is found only in your obedience to share, not the results.

- **Think back to your last evangelistic conversation. Where do you think that person was initially on the steps? Why do you think that?**

- **Do you think they came any closer to Christ because of your conversation? Why or why not?**

FOLLOW-UP GUIDELINES

Before evaluating how much to follow up with someone you've shared with, consider the following issues. You must evaluate how much to keep investing. Were they interested in what you shared? Did they have questions? Are they interested in meeting again? Were they open to what you said? Did they get "scared off?" Did they just want to debate? If they aren't interested that's okay, trust God to cultivate the seed you planted. Keep being friendly. Keep praying for them. Keep inviting them to activities or to meet up. Don't invest a tremendous amount of time in following-up with them if they are truly uninterested. If they are interested, keep following up with them.



Notes:

First and foremost, maintain and develop a personal connection. Make your level of commitment proportional to their level of interest. Intentionally set up an initial appointment, and remember, you only have a small window. When setting up that first appointment, you need an opening transition statement like, "what did you think of the the *Finding Jesus* tract last week? Would you like to get together some time and talk more about it?" Coffee is a great way to connect and talk. Always call them the night before to confirm and remind them of the appointment. At the end of each appointment, set up another appointment, if they're still interested. Remember, you're responsible only to be available to let God work through you in His Spirit's power, trusting results to Him. Keep sharing your faith with all those who will really listen to you.

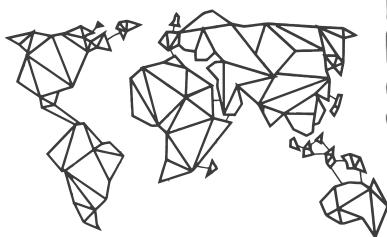
- **Name someone you've recently shared with that you need to follow-up with:**

- **What is the next step you need to take?**

MEET THEM WHERE THEY ARE AT

Remember 1 Cor. 9:19-23. Jesus modeled this with Zaccheus (Lk. 19) and the woman at the well (Jn. 4). Build common ground. Buy them lunch, invite them to dinner or get coffee. Do you share any hobbies? Could they join you in yours or vice versa? Could you rock climb, snowboard, play basketball or do some other outdoor activity together? What are their interests, priorities, and values? Could you help them in some way?

- **How can you build common ground with the person you mentioned previously?**





³ Norman Geisler and Frank Turek, *I Don't Have Enough Faith to be an Atheist* (Wheaton, IL: Crossway Books, 2004).

⁴ Gary Habermas, *The Case for the Resurrection of Jesus* (Grand Rapids, MI: Kregel Publications, 2004).

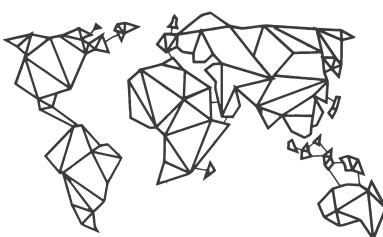
⁵ Edgar Andrews, *Who Made God?* (Carlisle, PA: EP Books USA, 2009).

⁶ William Lane Craig, *Reasonable Faith*—3rd. Ed. (Wheaton, IL: Crossway Books, 2008).

⁷ Great Commission Alliance, *The BEST FACTS: Apologetics for Every Believer* (Albuquerque, NM: Great Commission Alliance, 2017.)

⁸ Great Commission Alliance, *The BEST FACTS: Reasonable Evidence and Real Hope* (Albuquerque, NM: Great Commission Alliance, 2020.)

Notes:



CONTINUE CLARIFYING THE GOSPEL

Don't assume they'll get it all the first time. Ask them questions. Ask if they understand the key elements of the gospel. Bring up other examples and relevant stories conversationally. Use other modes (remember the Body, Relational, and Ministry modes of evangelism). Use other tools and methods (your testimony, the *Finding Jesus* tract, the *BEST FACTS* tract, *Soularium*, etc.). Don't just beat a dead horse, be creative about sharing the gospel in new ways with the person you are following up with. Encourage them to begin reading the Bible (preferably have them start with a gospel, like the gospel of John) and then continue asking them about it.

- **What is the next evangelistic approach you'll take with the person you mentioned previously?**

DEAL WITH OBJECTIONS SENSITIVELY

Apologetical issues will often come up in evangelistic follow-ups. Try to get familiar with some basic apologetics. There are many great resources available for growth in this area, and some are listed in the column to the left.^{3, 4, 5, 6, 7} In addition to these resources, there are some helpful apologetic acronyms to remember: the **BEST FACTS** and **TALL TALES** acronyms. The **BEST FACTS** acronym defends God's existence and the validity of the Christian faith through reliability of Scripture. The **TALL TALES** acronym describes why worldviews (other religions and evolution) other than Christianity are wrong. The content for both acronyms, included below, is included in the *BEST FACTS* tract, and expanded on further in the *BEST FACTS* workbook.

THE BEST FACTS ACRONYM⁸

BEGINNING OF THE UNIVERSE

The beginning of the universe points to God. Einstein, Hubble, and many other scientists have confirmed the universe had a beginning, even though natural causes cannot create matter or energy. The universe couldn't have come from nothing. Philosophers through the centuries have agreed that the beginning of the universe requires a cause outside of itself. Science and logic point to an all-powerful cause.

⁹ Hoyle, "The Universe: Past and Present Reflections", *Annual Review of Astronomy and Astrophysics*, vol. 20, p. 12, 1981.

¹⁰ Richard Dawkins, *River Out of Eden: A Darwinian View of Life* (New York, NY: Basic Books, 1995).

Notes:

ENGINEERING OF THE UNIVERSE

The engineering of the universe points to God. Many life-permitting features of the universe defy statistics; they can't be explained by random chance and aren't required by natural laws. Fred Hoyle, a respected atheist and scientist, admitted:

A common-sense interpretation of the facts suggests that a super-intellect has monkeyed with the physics, as well as with chemistry and biology and that there are no blind forces worth speaking about in nature. The numbers one calculates from the facts seem to me so overwhelming as to put this conclusion almost beyond question.⁹

It is not a gap in scientific knowledge that leads to God, it is the very laws and findings of science that point to a Creator. The universe had a beginning and it has been designed to perfection. The cause of existence, time, order, and the universe must be self-existent, timeless, intentional, and all-powerful. These arguments led Antony Flew, one of the most famous atheists of the last century, to believe in God.

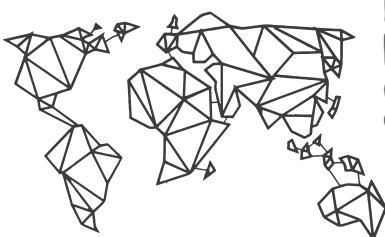
STANDARDS AND MORALITY

Standards and morality point to God. If there is no God, there is no real difference between rape and respect, generosity or genocide. Things like evolution, society, and philosophy cannot provide an objective foundation for morality. The fact that we know certain things, like love, are right and others, like hate, are wrong, points to a moral standard outside of ourselves: God. This argument is strong and it has convinced famous atheists, like author C.S. Lewis and scientist Francis Collins, of God's existence.

Most skeptics respond by saying nothing is really right or wrong. The world's most famous atheist, Richard Dawkins, says there is "no evil and no good, nothing but blind, pitiless indifference."¹⁰ Either we live in Dawkins' atheistic world where nothing, not even bigotry, slavery, or torturing babies, is truly wrong, or we live in one with God, where those actions or behaviors are always wrong.

TRUTH ABOUT JESUS

The evidence for Jesus' life, ministry, death, and resurrection is described by ancient historians and confirmed by modern scholars. Dr. Gary Habermas has shown that most reputable historians, even atheistic ones, agree that Jesus died by Roman crucifixion and was buried in a private tomb that was found empty a few days later.



¹¹ Norman Geisler, *The Baker Encyclopedia of Christian Apologetics* (Grand Rapids, MI: Baker Books, 1999), 52.

Notes:

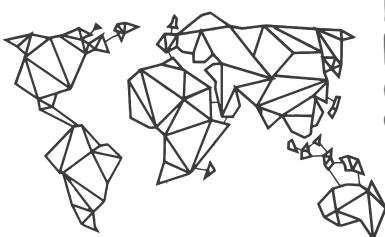
Hundreds of people, including skeptics, were so convinced they saw Jesus risen, that they went on to face persecution and death for that truth. These facts are not a myth that developed over time; they go back to the earliest days of Christianity and are supported by modern research. No skeptical rebuttal has ever refuted all the evidence for the resurrection. Jesus rose from the dead and promised eternal life to everyone who trusts in Him as Savior and Lord. No one else has ever demonstrated this total power over death.

FORETELLS THE FUTURE

The Bible is trustworthy because it accurately foretold (and foretells) the future. The Bible has hundreds of prophecies. Alexander the Great's rise and fall (Daniel 8), Cyrus the Great's name and accomplishments (Isaiah 44:28-45:7), the restorations of Israel as a nation (Amos 9:14-15, Isaiah 66:8, and many others), and many other historical events were foretold in Scripture hundreds (or even thousands) of years before they happened. More than 100 prophecies, written hundreds of years beforehand, told of the coming Messiah, Jesus, and included many specific details concerning His birth, life, ministry, death, and resurrection. One amazing example is the Biblical prophet Daniel, who accurately predicted the exact time that Jesus would die for our sins nearly 500 years before it happened (Daniel 9:24-27). There are many more amazing prophecies, all of which point to the fact that God guided the authorship of the Bible.

ARCHEOLOGICALLY ACCURATE

Archeology confirms the truth of the Bible. There is a wealth of archeological evidence for the people, places, and events described in the Bible. Dr. Norman Geisler writes, "While thousands of finds from the ancient world support in broad outline and often in detail the biblical picture, not one incontrovertible find has ever contradicted the Bible."¹¹ A few examples of such archeological finds are the Tel Dan inscription (which corroborates the Biblical account of King David), the Dead Sea scrolls (which confirm the accuracy of the Bible's text), The Pontius Pilate inscription (which references the official who condemned Jesus to death), and the seals from many Biblical figures (called "bulla", some of these seals have been found for Jeremiah's scribe, Baruch; one of King Solomon's deputies, Ahimaz; King Hezekiah; King Ahab's evil queen, Jezebel; and others).



¹² Bart Ehrman, *Misquoting Jesus* (New York: HarperSanFrancisco, 2005), 252.

Notes:

COHERENT

Even though the Bible was written over the course of two millennia by 44 authors from different social, economic, and ethnic backgrounds, it always agrees with itself and reality. It accurately describes our universe, our history, and our human condition, and there are good answers to any supposed contradictions we seem to encounter. Because of this, we can have real hope in this life and for an eternal life to come!

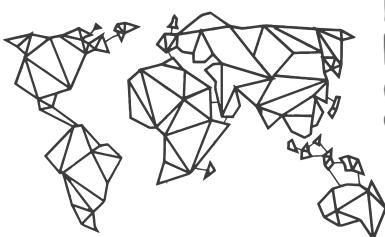
TRANSMITTED CORRECTLY

God's Word has been carefully passed down to us correctly and it is translated correctly in most modern translations. Tens of thousands of ancient manuscripts and early quotations verify the biblical text. For example, the Rylands Library Papyrus (P52), the oldest fragment of the New Testament, is a part of the Gospel of John that dates to within 25 years of John's authorship—which places this fragment well within the lifetimes of people that would have known Jesus and/or His disciples. Even when considering variations between the thousands of early manuscripts, the most reputable skeptic states, "essential Christian beliefs are not affected by textual variants..."¹² The Bible is the most accurately preserved ancient text.

SCIENCE IN THE BIBLE

Scientific findings support the Bible. The beginning of the universe (Gen. 1:1), light throughout the early universe (Gen. 1:3), and the fact that all of humanity can be traced back to one woman and one man (Gen. 1:26-2:25) are a few of the many statements made about reality in Scripture that have been verified by modern science, written thousands of years ago.

There are also many poetic passages that, it could be argued, point to scientific truths. One example of this is Job 26:7, where the scientific reality mentioned is that God "hangs the earth on nothing." This statement seems significantly more scientifically accurate when juxtaposed with other comparable early religions, which propose several other claims on what holds up the earth (Atlas would be one example, and a giant turtle would be another). Passages like these can be encouraging for believers, but do need to be taken with a grain of salt in regard to their scientific value since they are poetic in nature. The main take-away here is that, while the Bible is not a scientific textbook, Scripture in its truth claims never contradicts science.

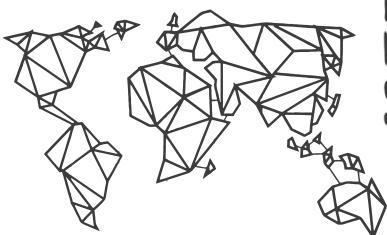


Notes:

THE TALL TALES ACRONYM

In any apologetics approach it is better to give evidence for our faith, instead of evidence against other's beliefs (negative apologetics). Negative apologetics should not be our focus when we share with others. When we do need to give an answer for why we don't believe other faiths or evolution, we must be careful to respectfully work through these arguments. Try to focus more on the evidence for Christianity and be very careful to keep the Gospel at the forefront. It is also helpful to devote time to learn more about apologetics that relate to specific belief systems or worldviews.

- » **Theological incoherence.** Other religious perspectives are theologically incoherent—they are self-contradictory. One example from Islam is the claim that, “Whoever kills a soul ... it is as if he had slain mankind entirely” (Quran 5:32), which contradicts commands elsewhere in the Quran for adherents to behead non-Muslims (Quran 8:12, 9:5, 29). In contrast, the Bible is different—it is internally, externally, and personally coherent.
- » **Ambiguous truth claims.** Religions other than Christianity involve ambiguous truth claims which undermine their authority. Some might have said at one point that certain behaviors (like polygamy) were right, but now claim that those same behaviors are wrong, or vice versa. Others might have conflicting perspectives (like stating desire is evil, but one must desire to overcome evil). Fortunately, the Bible makes clear truth claims and avoids the ambiguity that is present in many other religious perspectives.
- » **Lack of evidence.** Most religions talk about history that isn't accurate, scientific statements that have been proven false, prophetic predictions that have not come true and a wholesale lack of evidence requiring a blind leap of faith. Fortunately, the Bible is supported not just by an emotional connection to a leap of faith, but rather by hard evidence that supports all it says. We don't have to make a blind leap of faith, but can confidently step out in faith to trust Jesus.
- » **Lack of power to change lives.** Most religions advocate just trying harder and/or just struggling to achieve “perfection.” They fail to realize the utter depravity of man. Humans cannot change themselves as all world religions other than Christianity claim they must. We truly need a Savior who will change us from the inside out as the Bible claims Jesus does. Jesus not only saves us from our



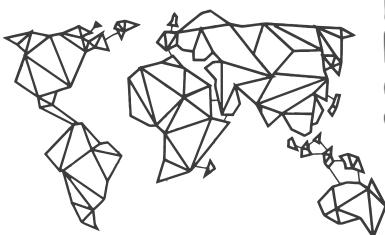
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sin, He empowers us, through His Holy Spirit, to become the people He made us to be.

- » **Transitional species are missing.** On the topic of evolution, if it were true, it would have to be evidenced in the fossil record. Even Darwin admits that lack of transitional species would be troublesome for his theory. Unfortunately for the theory of evolution, a fossil record full of intermediate species is non-existent.
- » **Apparatus of evolution is insufficient.** The proposed mechanism of evolution, natural selection working on gradual mutations, has never been supported by the evidence. Positive mutations are rare, and they only decrease genetic information, and natural selection cannot add any new information. Without a viable, reproducible mechanism the theory falls apart.
- » **Life cannot arise from non-life.** If naturalism were true, evolution would have to account for a naturalistic start for life. Related to the previous point, this would require obtaining more complex information and structure from a simpler base. A living cell is far more complex than a few organic molecules.
- » **Existence of information and design.** The building blocks of life (RNA and DNA) are much more than chemical structures—they are information-laden blueprints for all of life. The information they hold, along with the incredible fine-tuning of this universe all point to an intelligent designer.
- » **Start of the universe from nothing.** The beginning of the universe from nothing is now a commonly-accepted, scientifically-confirmed reality. Science cannot give a natural explanation for this and naturalism, atheism, and evolution are left without a leg to stand on. Scripture agrees with the science on this, however. Before the scientific studies confirmed this, the author of Hebrews encouraged believers, “By faith we believe that the universe was created by the word of God, so that what is seen was not made out of things that are visible” (Heb. 11:3).

THE FIVE P'S OF FOLLOW-UP

Make it your goal to follow-up with every single person you share the gospel with and everyone that makes any contact whatsoever with your ministry. Don't let anyone slip through the cracks. When you follow-up, remember the 5 P's of follow-up when following-up with someone you've shared with. Trust God to bring these people to Himself over time.

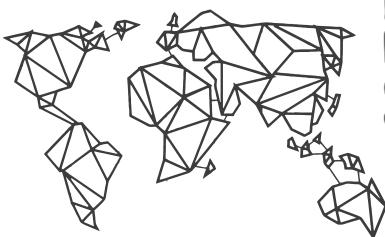


Notes:

- » Be **Prayerful**. Put them on your top 10+ list and keep praying for them, even if it takes years. Also, be ready to pray for people as soon as God puts them on your heart.
 - » Be **Patient**. Remember God's heart in 2 Peter 3:9, and the encouragement from Paul to Timothy in 2 Timothy 2:23-26. Remember that the person you are following-up with is not a believer yet, and have patience with them when they don't act like one. Ask God to share His heart for those you follow-up with.
 - » Be **Perceptive**. Be discerning. Ask them respectfully about their objections. Try to understand what their issues are. Ask God for wisdom about how to share with them.
 - » Be **Perseverant**. Don't give up! Keep on sharing, investing in proportion to their level of interest. Have good boundaries.
 - » Be **Purposed**. See your sphere of influence as God's plan for you. Make the most of every opportunity (Col. 4:5). No relationship is insignificant, and no conversation should be either. Keep pointing people to Jesus.
- **Are there any of the 5 P's that you need to grow in?**

- **When following-up with the person you mentioned earlier in this homework packet, what are some of the objections they have about Christianity, Jesus, etc.?**

- **What are some ways you can prepare in order to help them work through those objections? (Ask the person discipling you to help you prepare for this, too.)**



Notes:

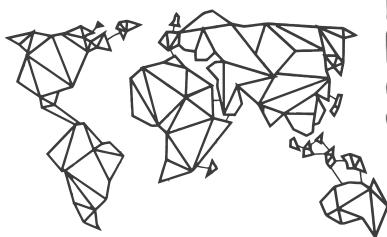
GOSPEL GROUPS

We'll discuss small groups in more detail later. But, for now, we just want to briefly tell you about gospel groups. Gospel groups are informal, relational groups that meet to discuss Jesus. These can include reading and discussing gospel passages, answering questions about Jesus and the Christian faith, and developing relationships with non-believers. You don't have to wait till you have a big group of Christians. You can start a small group with seekers and help them find Jesus.

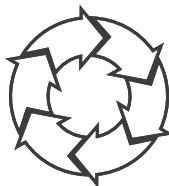
These types of small groups are an especially strategic way to do ministry in sensitive areas. Invite people together for friendly discussion times. Over time, that small group of seekers might turn into a small group of believers.

Keep planting gospel seeds and keep watering what you sow! Water by continuing to pray (1 Tim. 2:1-4), coordinating follow-up (1 Cor. 3:6), carefully addressing objections (1 Peter 3:15), and clarifying the gospel (Col. 4:4).

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!



Notes:



ACT NOW

FOLLOW UP WITH YOUR TOP 10

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

- List the people on your top 10 list (from Homework Packet 2) and write a follow-up plan (what you will share) for each.

1. Name: _____ Meeting time: _____

Follow-up plan:

2. Name: _____ Meeting time: _____

Follow-up plan:

3. Name: _____ Meeting time: _____

Follow-up plan:

4. Name: _____ Meeting time: _____

Follow-up plan:

5. Name: _____ Meeting time: _____

Follow-up plan:

6. Name: _____ Meeting time: _____

Follow-up plan:

7. Name: _____ Meeting time: _____

Follow-up plan:

8. Name: _____ Meeting time: _____

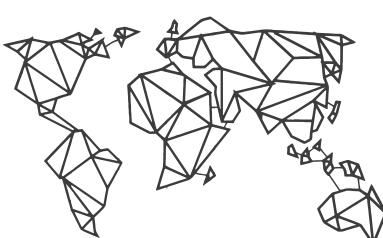
Follow-up plan:

9. Name: _____ Meeting time: _____

Follow-up plan:

10. Name: _____ Meeting time: _____

Follow-up plan:



¹³ G. T. Doran, *There's a S.M.A.R.T. Way to Write Management's Goals and Objectives* (Management Review, Volume 70, Issue 11, 1981), 35-36.

Notes:

PERSONAL GROWTH

- Write out this lesson's memory verse (also, write it out several more times this week):

- List a SMART (Specific, Measurable, Attainable, Relevant & within a Time-frame) goal¹³ for this lesson and action plans for achieving it.

SMART Goal:

Action plan:

Action plan:

Action plan:

- How are you staying close to Jesus, walking by faith and in integrity, trusting Him and the power of His Spirit in life and ministry rather than yourself, and how can you more?

- Jesus insisted that serving Him and serving others was the highest attribute of leadership (Mt. 20:25-28). How are you growing as a servant leader?

- How will this lesson help you better accomplish the Great Commission and multiply Christ-like multipliers?

- List any last thoughts and then put everything you learned in this lesson in God's hands, trusting Him to build these things into your life.

