

## **FIVE STEPS TO EFFECTIVE EVANGELISM**

**By Andy Manning**

### **I. INTRODUCTION**

1. Christ's mission is to seek and save the lost.
  - i. **Luke 19:10** "For the Son of Man has come to seek and to save the lost."
  - ii. He came to die for our sins, and He wants everyone to believe in Him and receive eternal life.
2. Jesus has called all of us to share that mission – to bring people to Jesus so that they can believe in Him and be saved.
3. In the Bible we see Christians leading others to Christ.
  - i. When John the Baptist saw Jesus, he pointed his own disciples to Jesus (Jn 1:35). He said, "I must decrease, and He must increase." Andrew is named as one of them, and according to tradition, the unnamed disciple is the apostle John, the author of this gospel. Both of them would go on to become apostles, leading many more to Christ.
  - ii. Andrew led his brother, Peter, to follow Jesus. His name was Simon, but Jesus renamed Him Cephas (Aramaic), or Peter (Greek), which means "rock." Peter would go on to become an apostle.
  - iii. Philip led Nathanael to follow Jesus. Jesus called Philip to follow Him, and immediately Philip went and led his friend, Nathanael to Jesus. Philip became one of Christ's apostles, and they both would later witness Christ's resurrection.
  - iv. After the martyrdom of Steven in the book of Acts, all the Christians in Jerusalem scattered throughout Judea and Samaria. **Acts 8:4** "So those who were scattered went on their way preaching the word."
4. This pattern has continued for 2,000 years. First, someone leads you to Jesus. Then, you lead others to Jesus. Then, those lead even more to Jesus. It is called evangelism (sharing the good news of Jesus), and it is one of the central purposes of your life.
5. Let's look at about five steps to effective evangelism so that we can become better witnesses for Christ.

### **II. FIVE STEPS TO EFFECTIVE EVANGELISM**

1. **Know your calling.**
  - i. You must be convicted that God has called you to the work of evangelism. That it is not just the task of pastors and missionaries.
  - ii. What is evangelism?
    1. **Bill Bright** "Evangelism is taking the message of the good news of Jesus Christ to people and explaining it to them in a way that they can get in on it if they want to."
    2. In short, evangelism is leading lost people to Christ.
    3. **DT Niles** "Evangelism is just one beggar telling another beggar where to find bread."

4. **Adrian Rogers** "I'm just a nobody trying to tell everybody about somebody who can save anybody."
- iii. Every Christian is called to reach the lost.
- iv. **Acts 1:8** "But you will receive power when the Holy Spirit has come on you, and you will be my witnesses in Jerusalem, in all Judea and Samaria, and to the ends of the earth."
- v. **Charles Spurgeon** "Every Christian is either a missionary or an imposter."
- vi. There are only two things that you can do on earth that you can't do in heaven. Sin, and witness. Which one do you think God left you here to do?
- vii. Did you know that evangelistic fervor is a mark of salvation?
  1. **Anonymous** "Those on the road to heaven will not be content to go there alone."
  2. **Thomas Watson** "Our promoting God's glory in the conversion of others is a signal evidence of our salvation."
  3. **Martin Luther** "If he has faith, the believer cannot be restrained. He betrays himself. He breaks out. He confesses and teaches this gospel to the people at the risk of life itself."
  4. **Charles Spurgeon** "Every Christian is either a missionary or an imposter."
  5. How can you claim to truly believe in the eternity of heaven and hell, and that you truly love God and people, and not be passionate about evangelism?

## 2. Know the stakes.

- i. Without Christ people will spend eternity in hell. With Christ they will spend eternity with Christ in paradise.
- ii. **John 3:16** "For God loved the world in this way: He gave his one and only Son, so that everyone who believes in him will not perish but have eternal life."
- iii. There are only two possible destinations after death. Eternal life, or eternal separation from God in hell.
- iv. **Carl F.H. Henry** "The good news is only good if it gets there in time."
- v. Let me explain the importance of evangelism:
  1. It is the most urgent task of the church. People who die without Christ go to hell.
  2. It makes the greatest impact on the world. A bigger impact than fighting poverty, or disease, or even politics. **Anonymous** "Give a man a dollar, and you cheer his heart. Give him a dream, and you challenge his heart. Give him Christ, and you change his heart."
  3. It is the most compassionate thing we can do. Sharing Christ is more compassionate than sharing with the poor, or helping the sick. **Francis Chan** "True compassion takes into account far more than what a person feels today; it takes into account what he or she will feel on Judgment Day."

4. It is the one thing that God celebrates. When one sinner repents, all of heaven throws a party.
- vi. In the book *Not a Fan*, Kyle Idleman tells the story about a group of missionaries in what is now Surinam in South America. “They wanted to reach the inhabitants of a nearby island with the gospel. Most of these islanders were slaves on the large plantations that covered the island. The plantation owners would only allow slaves to talk with other slaves. The missionaries had no way to reach them. So here’s what they did, they sold themselves into slavery. Working in bondage in the harsh conditions of a tropical climate, they reached many of them with the gospel.” Why would these people sacrifice so much for evangelism? Because they knew the stakes.

### 3. Know the gospel.

- i. For someone to get saved, they must hear and believe in the Gospel.
- ii. **Romans 1:16** “For I am not ashamed of the gospel, because it is the power of God for salvation to everyone who believes”
- iii. To reach people for Christ you need to know the Gospel. The Gospel can be remembered easily and shared quickly if you just memorize four words:
  1. Creation. God created you for an eternal love relationship with Him.
  2. Corruption. We all sinned, and our sin separates us from God. There is nothing we can do to atone for our sins.
  3. Crucifixion. God sent His Son, Jesus Christ, to die in our place for our sins.
  4. Conversion. We can be forgiven and reconciled to God and receive eternal life if we repent of our sins and trust in Jesus Christ as our only hope for salvation.

### 4. Know your target.

- i. Who are the first and easiest people for you to reach for Jesus? Those closest to you.
- ii. Who did Andrew lead to Christ first? His brother. Who did John the Baptist first lead to Christ? His disciples.
- iii. Your first target for evangelism are those closest to you – your spouse, children, parents, siblings, best friends, neighbors, coworkers, classmates, and teammates.
- iv. Start praying regularly for their salvation, and be on the lookout for opportunities to lead them to Christ.
- v. How to look for opportunities to lead people to Christ. Researchers have studied why people come to Christ, and it often comes down to three things:
  1. Something was broken. They are going through a very difficult time.
  2. Something was missing. They have tried the world, but still feel empty on the inside.
  3. Something had changed. They are going through a major change, such as a new marriage, or the birth of a child, or a new move.

- vi. When you see people going through these things, they are often most ripe for evangelism.

**5. Know the plan.**

- i. Evangelism is not meant to be a solo act. God has created the church to win the lost as a team. It's called Team Evangelism. You do your part by witnessing to your friends and inviting them to church, and the church will do its part to be ready for them when they visit.
  - 1. Go and tell.
  - 2. Come and see.
- ii. How can we get ready for company as a church? Remember that it is our mission to reach the lost. We are not a cruise ship, we are a rescue ship. We are not social club, we are a missionary operation. It's not "us four and no more." We are here to reach the lost for Christ. **Greg Laurie** "A church that doesn't evangelize will fossilize."
- iii. We can get ready for company by following ten principles:
  - 1. The compassion principle. Allow unbelievers to act like unbelievers. If they say something non-Christian, or wear something that is inappropriate, don't give them a bad look or fuss at them.
  - 2. The parking principle. Leave the best parking spots for newcomers.
  - 3. The seating principle. If we want newcomers to feel as comfortable as possible, we need to leave them the best seats – in the back, near the aisle.
  - 4. The five-minute principle. Spend five minutes after church introducing yourself to new people before you get to work or head to lunch. If there are no new people, then spend this time fellowshiping with each other.
  - 5. The ten-foot principle. Any time you come within ten feet of someone in the church, smile and say hello.
  - 6. The magnetic principle. You need to act like a magnet on Sunday to two kinds of people: Newcomers, and loners. When you see a newcomer, make a beeline, and welcome them. When you see a loner, go and talk to them. Go and sit by them. This especially applies to the outgoing extraverts in our church. Use your gifts!
  - 7. The attendance principle. Make attendance possible. When unbelievers show up and see a bunch of people love each other, worship, and study the Bible, it is attractive. When they show up to an empty building, it is scary.
  - 8. The practical principle. The preaching on Sunday morning needs to be understandable and helpful. It must apply to their daily life. People need to see how the Bible and church can improve their lives.
  - 9. The excellence principle. Everything we do on Sunday mornings must be done with the utmost excellence. This starts in the parking lot, to the landscaping, to the appearance of the building, to the décor, to the cleanliness, to the music, to the preaching.

10. The worship principle. Passionate worship is very convincing. It tells people that we really believe, we really love God, we are truly grateful to God for all He's done.

### III. **CONCLUSION**

1. Last week I told the story of Harriet Tubman, but I can't help but tell it again because it applies so well to this message on evangelism. Harriet was a slave who escaped from a Maryland plantation and eventually made her way to Pennsylvania where she was free. Then she saved her money, and in 1850 she snuck back into Maryland to rescue her sister and her sister's two children. A few months later she returned to get her brothers and two sisters. Altogether she made 19 trips South and rescued more than 300 slaves. Her code name was Moses because she led so many people to freedom. Why did she risk so much to rescue slaves? Because her freedom was so precious to her that she had to share it with others.
2. The message about Jesus is the best news in the world. It is better than the cure for cancer. It saves people from eternity in hell. Don't be ashamed of the gospel. Ask God to use you to be a bold, contagious, winsome witness for Christ.