**Completing the Task!**

***However, I consider my life worth nothing to me, if only I may finish the race and complete the task the Lord Jesus has given me - the task of testifying to the gospel of God’s grace.* Acts 20:24**



**Life** *Resources*

***L****eaders* ***I****nvesting* ***F****or* ***E****ternity* † Ministry to Business & Professionals

VISION STATEMENT:

Empowered by the Holy Spirit through the love of Christ, present the Gospel to the business and professional world by the witness of individuals, teams, and events in the workplace and at home.

* Showing men the Way
* Building men to spiritual maturity.
* Preparing God’s people for service.

**PERSONAL EXPERIENCE**

I have been exposed to various methods of evangelism sponsored by different ministries including Campus Crusade, Evangelism Explosion, Christian Business Men’s Connection, etc. Each offered valuable insights that are well worth the time and effort to learn. However, in application, when I entered someone’s office to share the Gospel, I often struggled to keep the interview on his needs. Should I attempt to present the “Blue Book”, or invite him to a Bible study, or my church, or simply make the acquaintance so I could invite him to another outreach event?

Years ago, when I worked at Louisiana State University Medical Center, and had an open door to the medical staff, I developed the “perfect script” that included all of the elements of the “Blue Book” as naturally and clearly as possible. Surely, this would usher the hearer into the Kingdom by my logic and persuasion. After leaving a doctor’s office, I walked briskly and confidently back to my office expecting him to call me back to extend the conversation. I never received such a call. In fact, I think he may have tried to avoid me in future contacts. If only someone could have taught me then what I know today, God willing, I could have experienced a fruitful ministry at the Medical Center. I had greater success when I shared room to room at the hospital on Sunday mornings which demonstrated to me that effective witnessing was possible. I also thank God for the boldness and perseverance to share regularly without discouragement until I learned from Him.

When I entered ministry in 1983, I teamed up with a retired executive, James Anderson, who also desired to share Christ with businessmen in their offices. At first, we had almost no outreach events and consequently few leads. To compensate, we entered a building, copied the names and office number off the directory and cold-called door to door,. This approach was scary and we were thrown out of a few offices, but were somewhat fruitful.

Because we were able to visit many men each day, we began to refine our approach to achieve our goal - that is, to revisit the men a week later with discipleship material. What developed was somewhat contrary to what we had been taught but it produced consistent fruit. I have tried over the years to shorten or simplify the wording, but the results diminished whenever I deviated. Ted DeMoss (CBMC mentor) was my model and much of this was developed by him. I hope this information blesses your ministry.

***Contagious Christianity***

|  |  |  |
| --- | --- | --- |
| **Principle** | **Emphasis** | **Tool** |
| 1. Friendship Bridge | Love | Who do I know? |
| 2. Burden for Others | Prayer | Reach 3 Challenge |
| 3. Small Group Bible Study | Fellowship | Study Schedule |
| 4. Bring Guest to Outreach | Evangelism | Buy a Ticket |
| 5. Equip Yourself | Knowledge | Crimson Cross |
| 6. Gospel Illustration | Gospel Clarity | Bridge Diagram |
| 7. Personal Testimony | Witness | Testimony Outline |
| 8. Disciple Another | Discipleship | “Growing in Christ” |

***Built-In Spiritual Receptors***

Man was created in God’s image.

* He is unique among creatures.
* He can make moral choices
* Only he can relate personally to God.
* Only he can appreciate creation.

Man is fallen.

* He came to know good and evil producing shame and guilt.
* Life became empty and futile.
* His conscience condemns him.

God’s witness to us.

* Creation
* Conscience
* Emptiness
* Death
* Christ
* Bible
* Holy Spirit

God’s command to us.

* Love others until they ask us why.

INTRODUCTION

1. How did you become a Christian?

2. How important was this event in your life?

3. Why do most Christians not evangelize?

4. What barriers do you face when challenged

to evangelize?

5. How do you plan to get started?

6. How would you remain motivated?

7. Would you really like to see an evangelistic

movement in your city?

8. Are you willing to count the cost?

*Suppose one of you wants to build a tower. Will he not first sit down and estimate the cost to see if he has enough money to complete it.* Luke 14:28

*In the same way, any of you who does not give up everything he has cannot be my disciple.* Luke 14:33

CONSIDER:

1. The kind of people you are most likely to

reach and disciple are people like yourself.

2. Don’t fish with a take it or leave it attitude

(my time, my bait, my hook, my depth, . . .).

Let your target determine your approach.

3. Jesus did not have a standard approach.

He began with their hurts, needs, and

interests.

4. There are far more people who are ready to

receive Christ than there are believers willing

to witness to them.

5. Are you willing to go any length and sacrifice

to win people to Christ?

6. Don’t let cultural differences become barriers.

Penetrate their culture by talking to them.

7. Don’t pick green fruit, rather find ripe fruit and

harvest it.

(Thoughts from *The Purpose Driven Church*)

A survey was conducted among 17,000 Christians asking “How did you become a Christian?” Their responses were as follows:

**Chart 1**

|  |  |
| --- | --- |
| A special need | 1 - 2 % |
| A church service | 2 - 3 % |
| A pastor | 5 - 6 % |
| Church visitation | 1 - 2 % |
| Sunday school | 4 - 5 % |
| Evangelism crusade | ½ % |
| A church program | 2 - 3 % |
| A friend or relative | 75 - 90 % |

**Chart 1** above indicates that evangelism occurs through relationships, not events. We can build “friendship bridges” with unbelievers by communication and common interests. This friendship earns you the right to be heard. Continually pray for a list of people that you are befriending throughout the year. The initial meetings do not have to include discussions of Christianity.

**Chart 2** compares addition into God’s family versus multiplication. If your church added 100 members each week, it would outgrow its physical facility shortly. After 20 years, membership could total 104,000, not a small number at all! But, if ***you*** discipled one person for one year so that he or she could do the same the following year, and on, and on . . . the Greater City of New Orleans could be reached in 20 years. People need to enter the Kingdom, be trained to evangelize, and reproduce by discipling others. These astounding results do not even include the *JOY AND SPIRITUAL GROWTH*  of the discipl***er***.

|  |  |  |
| --- | --- | --- |
| **Chart 2** | Addition  (100 members/week) | Multiplication |
| 1 | 5,200 | 2 |
| 2 | 10,400 | 4 |
| 3 | 15,600 | 8 |
| 4 | 20,800 | 16 |
| 5 | 26,000 | 32 |
| 6 | 31,200 | 64 |
| 7 | 36,400 | 128 |
| 8 | 44,600 | 256 |
| 9 | 46,800 | 512 |
| 10 | 52,000 | 1,024 |
| 11 | 57,200 | 2,048 |
| 12 | 62,400 | 4,096 |
| 13 | 67,600 | 8,192 |
| 14 | 72,800 | 15,384 |
| 15 | 78,000 | 32,768 |
| 16 | 83,200 | 65,536 |
| 17 | 88,400 | 131,072 |
| 18 | 93,600 | 262,144 |
| 19 | 98,800 | 524,288 |
| 20 | 104,000 | 1,048,576 |

**The Multiplication Process**

**A. The Process**

Training to produce the right product**.**

Evangelism

BIBLICAL

TRAINING

Mature Leaders & Spiritual Reproducers

**B. The Growth**

Building the core group.

**1**. **Core**:

mature, leader,functioning in ministry

**2.** **Committed**:

maturing, involved, disciples.

**3**. **Learner**:

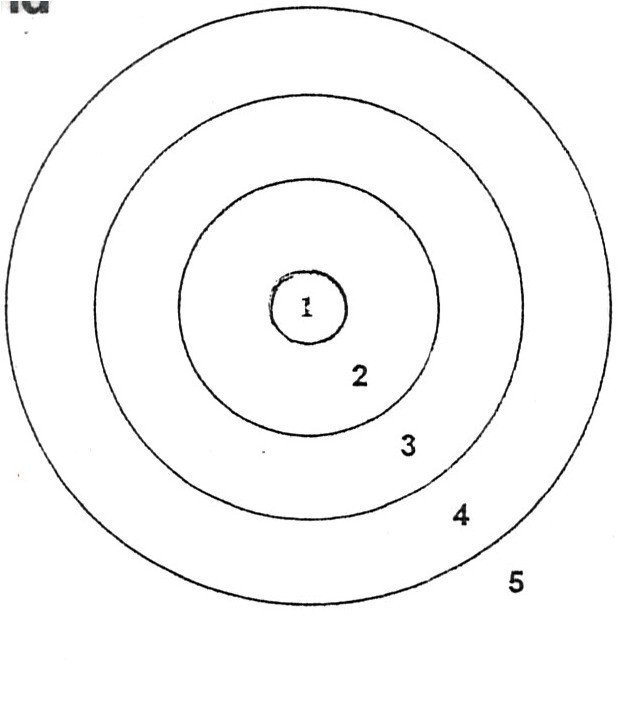
interested, faithful, convictedby

the Holy Spirit.

**4.** **Visitors**:

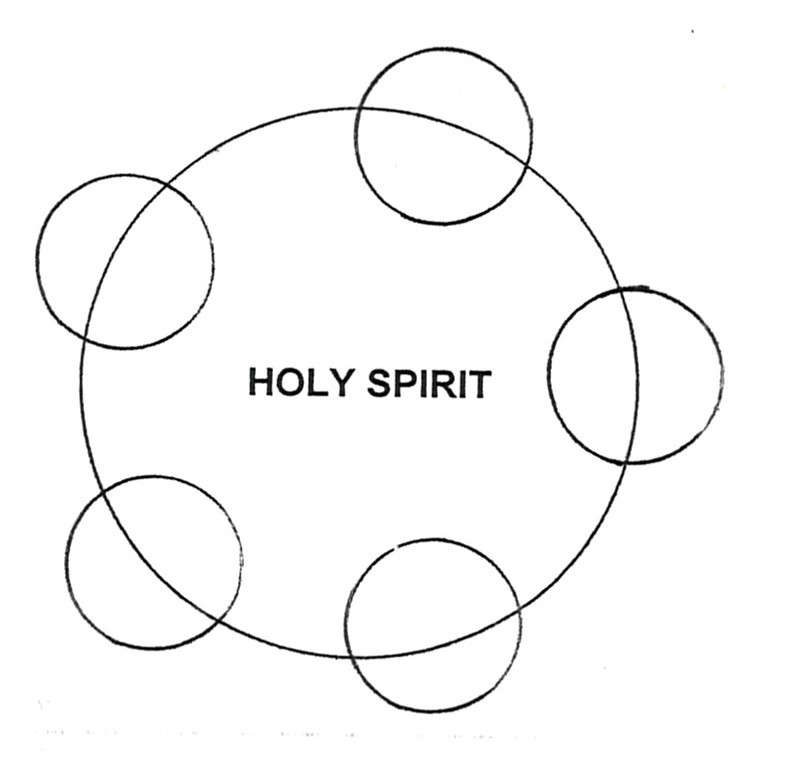
friends, associates, attendees.

**5. World**



**C. The Team**

Gifted by the Holy Spirit to change the world.



|  |  |
| --- | --- |
| Some of Paul’s Core Group | |
| Barnabus | Aristarchus |
| Timothy | Onesimus |
| Luke | Justus |
| Tychicus | Mark |
| Tertias | Erastus |
| Priscilla | Trophimus |
| Aquilla | Artemus |
| Archippus | Zenas |
| Epaphras | Zubulus |
| Titus | Pudens |
| Crescens | Linus |
| Apollos | Claudia |
| Silas |  |

*I planted the seed, Apollos watered it, but God made it grow.* Corinthians 3:6

*Then he told them many things in parables, saying “A farmer went out to sow his seed. As he was scattering the seed, some fell along the path . . .*Matthew 13:3-4

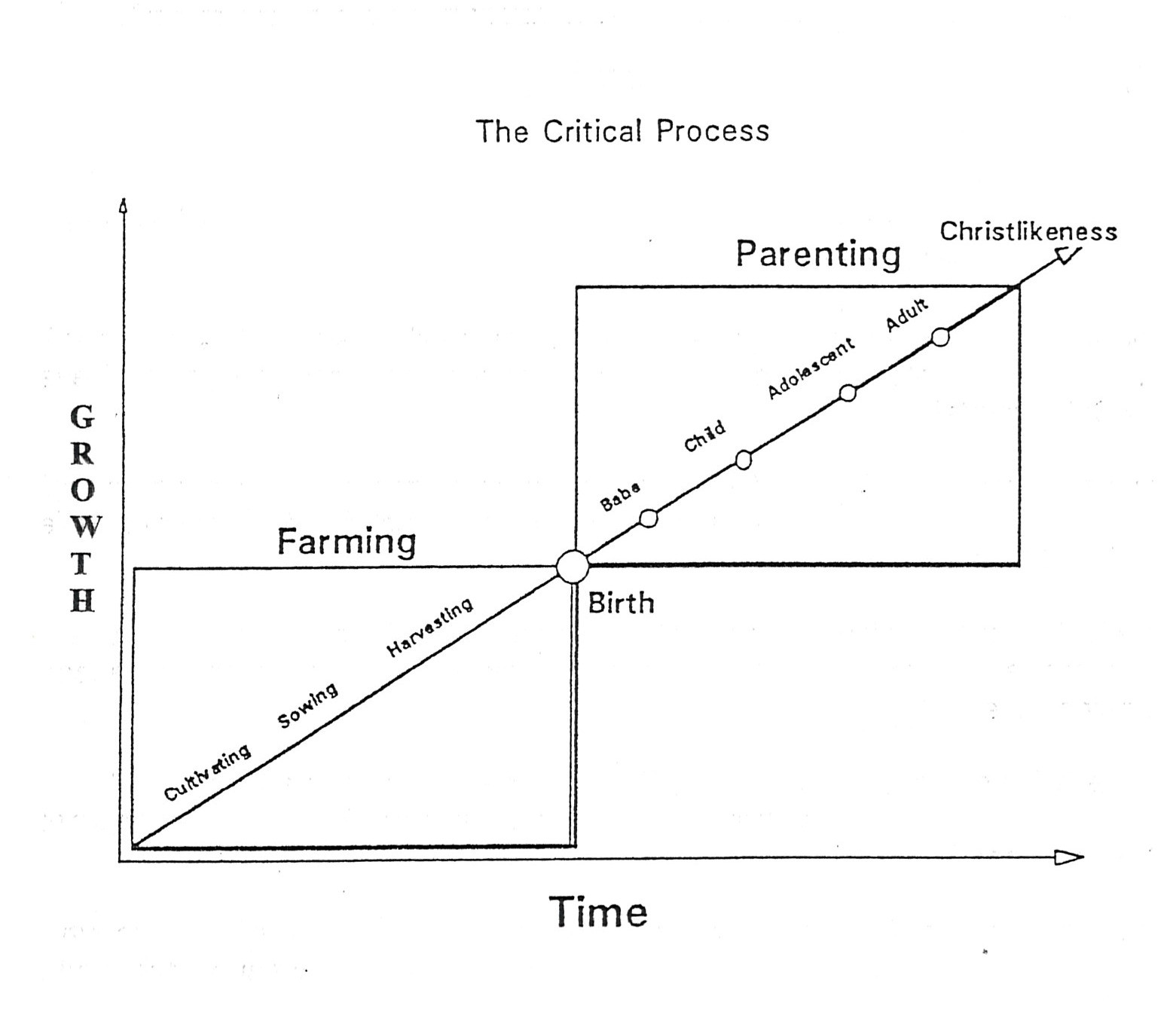
*Do you not say, “Four months more and then the harvest?” I tell you, open your eyes and look at the fields! They are ripe for harvest.* John 4:35

*We loved you so much that we were delighted to share with you not only the gospel of God but our lives as well, because you had become so dear to us.*

1 Thessalonians 2:8

*. . . You do not have many fathers, for in Christ Jesus I became your father through the gospel. Therefore, I urge you to imitate me.* 1 Corinthians 4:15

*Anyone who lives on milk, being still an infant, is not acquainted with the teaching about righteousness.* Hebrews 5:13



**EVANGELISM**

We have learned that evangelism is most effective through friendship. Multiplication, that is equipping a person to become a reproducer (2 Timothy 2:2), rather than addition (adding to the church), is the Biblical model.

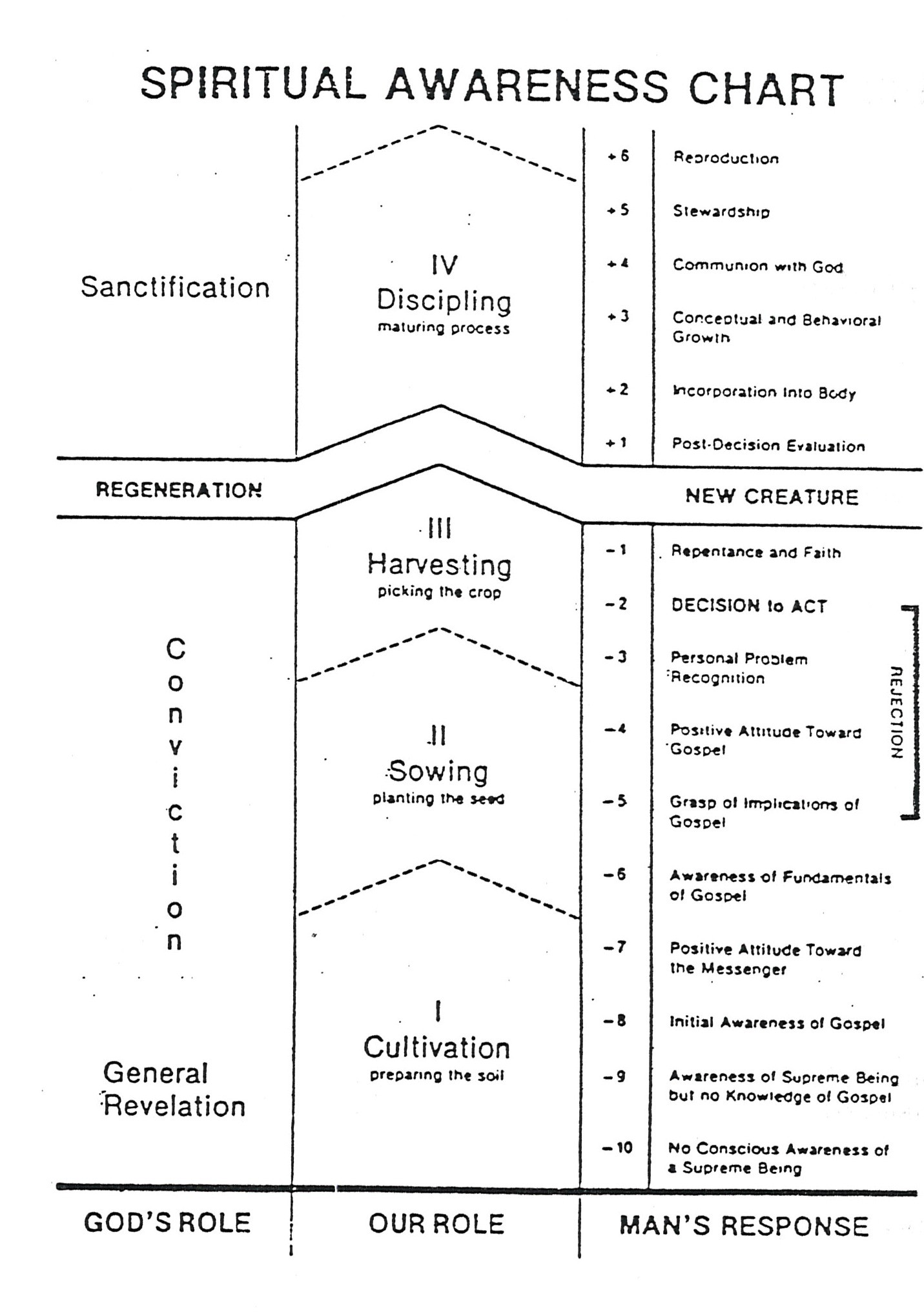
Now study the *SPIRITUAL AWARENESS CHART*. On the left, you will notice God’s role: General Revelation (Creation, Conscience, the Bible, and Jesus Christ). Conviction, Regeneration (John 8, Romans 3), and Sanctification (John 15).

Man’s response is graduated on the far right for illustration. Most of the men I meet are in the -8 to -10 range and will not grasp the “Steps to Peace with God” booklet. Nor will they tolerate dumping the whole nine yards in one sitting.

Equally important are our roles in Cultivation, Sowing, and Harvesting. In the *CULTIVATON* stage, relationship building and earning the right to be heard are vital. *He doesn’t care how much you know until he knows you care!* Friendships develop by spending time together. But, you must take the initiative!

*SOWING* demands a prepared testimony, a clear verbalization of the gospel, and the ability to teach discipleship material.

*HARVESTING* is not the result of having someone pray a prayer. It may take weeks or months and only when God convicts and the gospel is understood. After the new birth, a consistent diet of God’s Word gives strength for the new convert to go on to maturity and reproduction.



**TESTIMONY**

One of the greatest tools we have is our testimony. There are several reasons for this:

* We are always prepared to give it.
* We can be relaxed and natural about sharing it.
* It is a true-life story. People want to know if Christianity works in real life situations.

In sharing your testimony, make it personal. Don’t preach. Tell what Christ has done for you. Use personal pronouns (I, we, my, our) not “you”. Five to ten minutes should be enough time to cover the essential facts.

Keep Christ central. A good testimony always highlights what He has done. Start with you and end with Christ.

Prepare your testimony using the outline given. Acts 26 is a good model.

**Before I knew Christ, I lived and thought this way.**

In this part of your testimony, share your spiritual background: what you thought of God, religion, the Bible. You may want to mention other things that characterized your life: loneliness, inadequacy, etc., and how these things affected your outlook on life.

**How I received Christ.**

At this point you will want to share the plan of salvation and what you actually did to become a Christian. It is important to emphasize how you previously had a misconception about what a Christian is.

**After I received Christ, then changes took place.**

The most important thing here is how your thoughts on God, religion, and the Bible have changed. Then show how this has affected the rest of your life (marriage, family life, temper, ability to love others, etc.)

**Before I knew Christ, I lived and thought this way . . .**

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**How I received Christ . . .**

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**After I received Christ . . .**

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**List of DO’s in Giving a Testimony**

**Preparation:**

1. Be known in your business and social life for honesty,

integrity, and paying your bills promptly.

2. Lead a moral life from the earthly standpoint (i.e. live it

don’t just talk it). Have no unconfessed sin in your life.

3. Realize your testimony is precious in the sight of God and

that you are His workman.

4. Expect and desire in your heart to be used of God.

5. Speak to God first, that He may speak through you.

6. Study your Bible daily to know WHY you should testify.

7. Study your Bible daily to know HOW to testify. (Acts 26)

8. Study your Bible daily to know God’s Word,

9. Write out your testimony so it will be organized for

effectiveness.

10. Practice giving your testimony privately to gain confidence.

11. Be careful of your personal habits (dress, body, breath).

**Presentation**

1. Depend upon the power of God, not your wisdom or wit.

2. Present a person, Jesus Christ.

3. Let Christ’s love shine through you.

4. Be sure to give God’s plan of salvation, using scripture.

5. Stay within your time limit.

6. Be sincere and truthful.

7. Be tactful.

8. Be positive and enthusiastic

9. Be gentle.

10. Be convincing.

11. Be confident that He will give the victory and realize that

the battle is the Lord’s!

**List of DON’Ts When Addressing a Large Audience**

1. Don’t preach.

2. Don’t attack a political party, sect, or denomination.

3. Don’t ignore time rules.

4. Don’t be excessively humorous.

5. Don’t talk about “God” and the “Lord” and yet not use the

name of Jesus Christ.

6. Don’t be vague in relating the events of salvation.

7. Don’t detail gory sins.

8. Don’t embarrass someone in the audience, eg., “Sam,

here, my guest, hasn’t been saved.”

9. Don’t ignore the audience, eg., stare over their heads, etc.

10. Don’t use “Christianese”, ecclesiastical words without

definition, eg., *saved, sanctified, justified, washed in the*

*blood,* etc.

11. Don’t speak in a monotone.

12. Don’t speak in a voice so low that those in the far corners

can not hear you.

13. Don’t “play up” the type of work you pursue.

14. Don’t frequently interject, “Praise the Lord”.

15. Don’t ignore the MC.

16. Don’t have a poor opening.

17. Don’t lean upon the lectern.

18. Don’t put hands in pockets or jingle change.

19. Don’t hold the Bible in your hand without referring to it.

20. Don’t carry unwieldy notes.

21. Don’t use “uhs” and “ers”.

22. Don’t refer to time frequently and make such remarks as,

“much later in my talk”.

23. Don’t use inappropriate, “unfunny” jokes.

24. Don’t have a poor closing, such as, “Well my time is up”

or “I have to sit down now”.

25. Don’t give your testimony in your strength but in the

power of God.

**Reaching Out**

* In the process of sharing your faith, always meet one-on-one and privately.
* Consider your ammunition: prayer, being a good listener, your personal testimony, the bridge diagram, and most importantly - the Holy Spirit.
* Remember that he does not care how much you know until he knows how much you care.
* Your purpose is not to share your faith and then abandon him, nor invite him to your church or Bible study group. This is a long term commitment, not a one shot confrontation.
* You may want to share the reason you want to help him get into the Bible.
* A good question to ask is, “Where are you on your spiritual journey?”

It will give you great insight into his

spiritual condition.

**Office Visit**

1. Pray before each visit

2. Polish your testimony.

3. Don’t carry anything in your hands.

4. Don’t preach.

5. Do not mention the word *church* - (yours or his)

6. Avoid religious cliches.

7. Don’t attack any political party or denomination.

8. Don’t argue or get side-tracked.

9. Don’t invite to another event.

10. Be sensitive to his time.

11. Be faithful, patient, and **pursue.**

12. Record each visit (results, dates, initials . . .)

13. Critique each visit. Be honest!

14. Don’t take on God’s responsibility. Go in

dependence upon God. Praise HIM for the results.

15.You will become better with practice and time.

16. This is a long term investment, not a one shot

confrontation. Don’t look for shortcuts.

**SPIRITUAL WARFARE**

EVANGELISM

**JESUS THE EXAMPLE**

**Mark 16:15-16**

15He said to them, “Go into all the world and preach the good news to all creation. 16-Whoever believes and is baptized will be saved, but whoever does not believe will be condemned.

**Luke 19:10**

10For the Son of Man came to seek and save what was lost.

**DIVINE ENCOUNTERS**

***Ignore***

**Philippians 2:3-4, 21**  
3 Do nothing out of selfish ambition or vain conceit, but in humility consider others better than yourselves. 4 Each of you should look not only to your own interests, but also to the interests of others.

***Listen***

**James 1:19**  
19 My dear brothers, take note of this: Everyone should be quick to listen, slow to speak and slow to become angry.

***Pray***

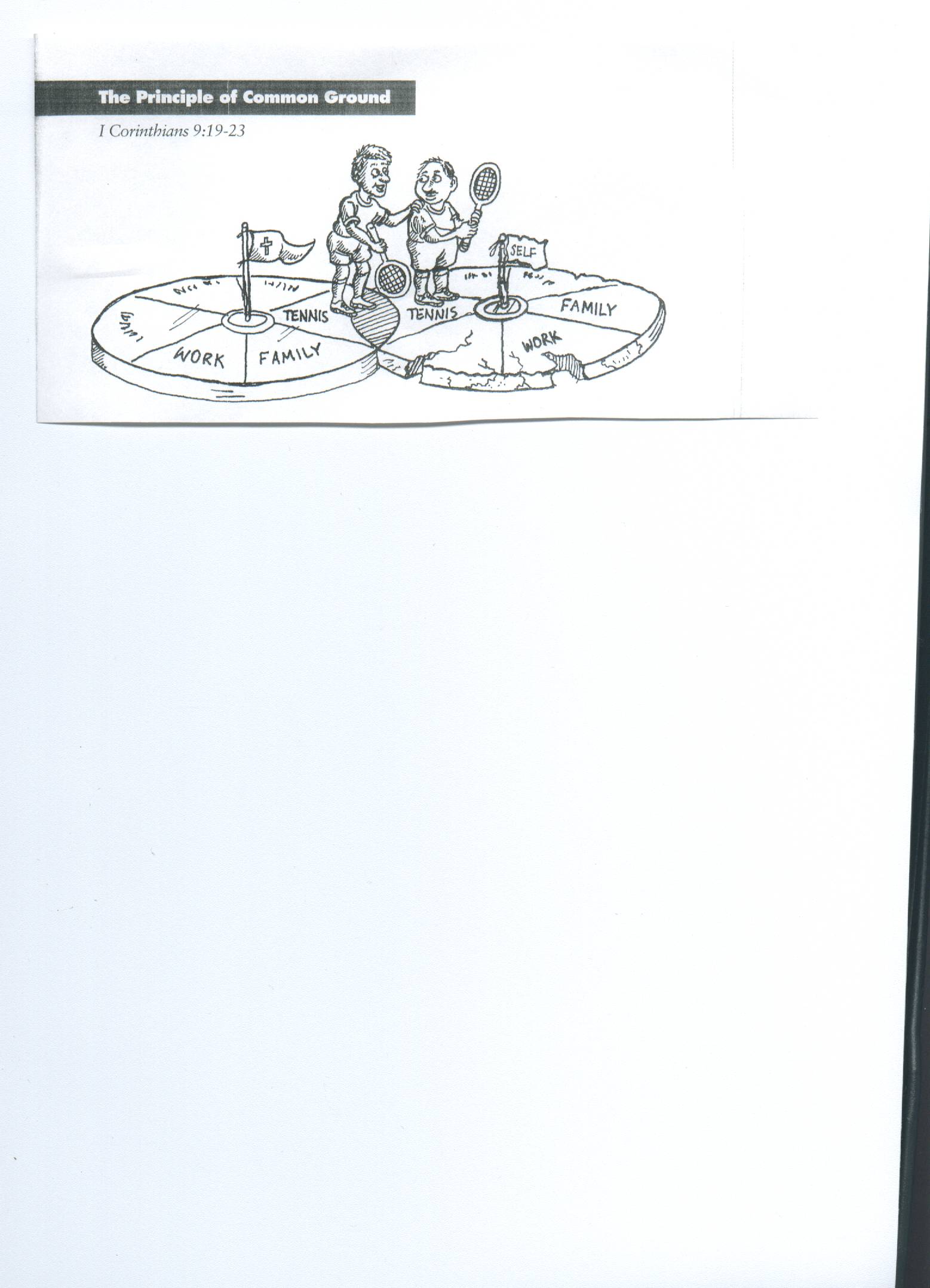
**1 Samuel 12:23**  
23 As for me, far be it from me that I should sin against the LORD by failing to pray for you. And I will teach you the way that is good and right.

***Love***

**1 Thessalonians 2:8**  
8 We loved you so much that we were delighted to share with you not only the gospel of God but our lives as well, because you had become so dear to us.

***Relationship***

**1 Corinthians 9:19-23**  
19 Though I am free and belong to no man, I make myself a slave to everyone, to win as many as possible. 20 To the Jews I became like a Jew, to win the Jews. To those under the law I became like one under the law (though I myself am not under the law), so as to win those under the law. 21 To those not having the law I became like one not having the law (though I am not free from God’s law but am under Christ’s law), so as to win those not having the law. 22 To the weak I became weak, to win the weak. I have become all things to all men so that by all possible means I might save some. 23 I do all this for the sake of the gospel, that I may share in its blessings.



**Principle of Common Ground**

**Plan “B”**

*I incorrectly assume God has a Plan B that does not include me.*

**DISCIPLESHIP**

**Daniel 12:2-3**

2 Multitudes who sleep in the dust of the earth will awake: some to everlasting life, others to shame and everlasting contempt. 3 Those who are wise will shine like the brightness of the heavens, and those who lead many to righteousness, like the stars for ever and ever.

**Matthew 5:13-14**

13 You are the salt of the earth. But if the salt loses its saltiness, how can it be made salty again? It is no longer good for anything, except to be thrown out and trampled by men.

14 You are the light of the world. A city on a hill cannot be hidden.

**Matthew 28:18-20**  
18 Then Jesus came to them and said, "All authority in heaven and on earth has been given to me. 19 Therefore go and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, 20 and teaching them to obey everything I have commanded you. And surely I am with you always, to the very end of the age."

**Romans 10:14-15**

14 How, then, can they call on the one they have not believed in? And how can they believe in the one of whom they have not heard? And how can they hear without someone preaching to them? 15 And how can they preach unless they are sent? As it is written, "How beautiful are the feet of those who bring good news!"

**Philippians 2:14-16a**

14 Do everything without complaining or arguing, 15 so that you may become blameless and pure, children of God without fault in a crooked and depraved generation, in which you shine like stars in the universe 16 as you hold out the word of life—in order that I may boast on the day of Christ that I did not run or labor for nothing.

**Colossians 4:2-6**

2Devote yourselves to prayer, being watchful and thankful. 3And pray for us, too, that God may open a door for our

message, so that we may proclaim the mystery of Christ, for which I am in chains. 4Pray that I may proclaim it clearly, as I

should. 5Be wise in the way you act towards outsiders; make the most of every opportunity. 6Let your conversation be always full of grace, seasoned with salt, so that you may know how to answer everyone.

**2 Timothy 2:2**

2And the things you have heard me say in the presence of many witnesses entrust to reliable men who will also be qualified to teach others.

**YOUR TESTIMONY**

**Mark 5:18-20**  
18 As Jesus was getting into the boat, the man who had been demon-possessed begged to go with him. 19 Jesus did not let him, but said, "Go home to your family and tell them how much the Lord has done for you, and how he has had mercy on you." 20 So the man went away and began to tell in the Decapolis how much Jesus had done for him. And all the people were amazed.

**Paul’s Testimony (Acts 26)**

Gracious Introduction (1-3)

Before Christ (4-11)

Salvation Experience (12-18)

After Christ (19-23)

Challenge (24-29)

**TOOLS:**

*10 Most Wanted*

*Contagious Christianity*

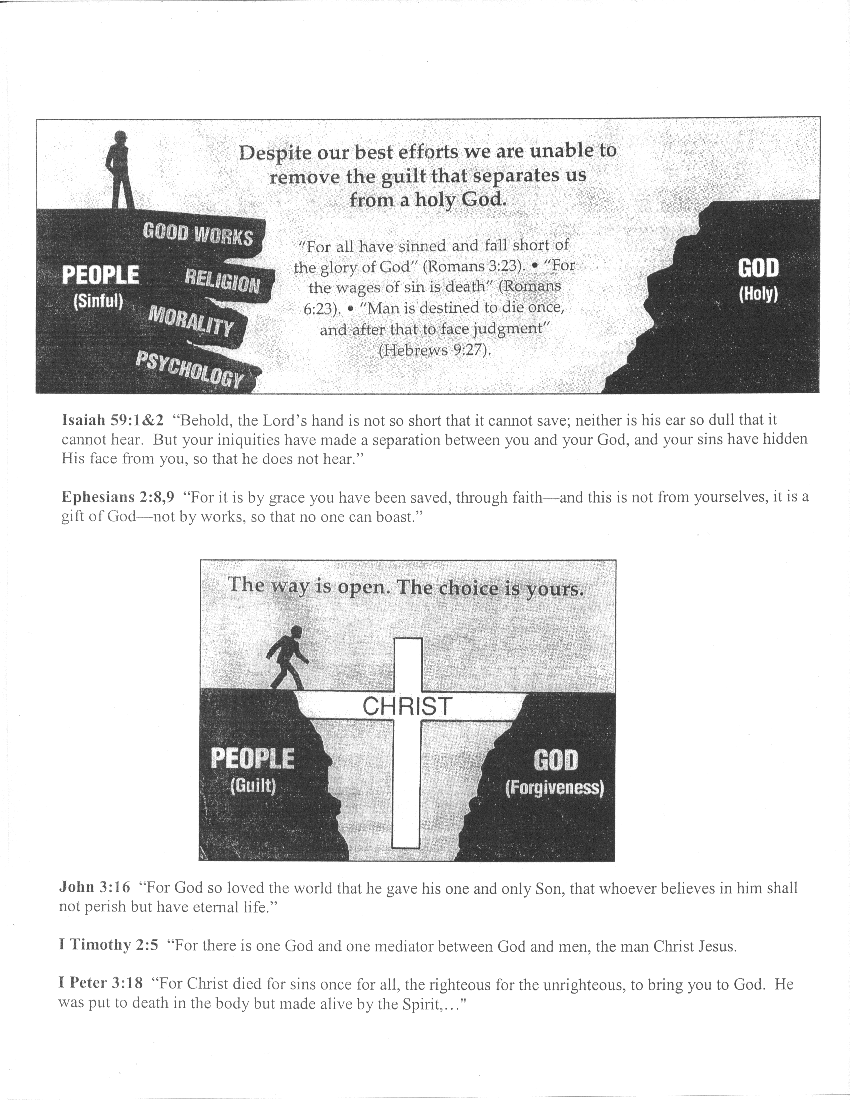
*The Crimson Cross*

*Steps to Peace with God*

**Proverbs 11:30**

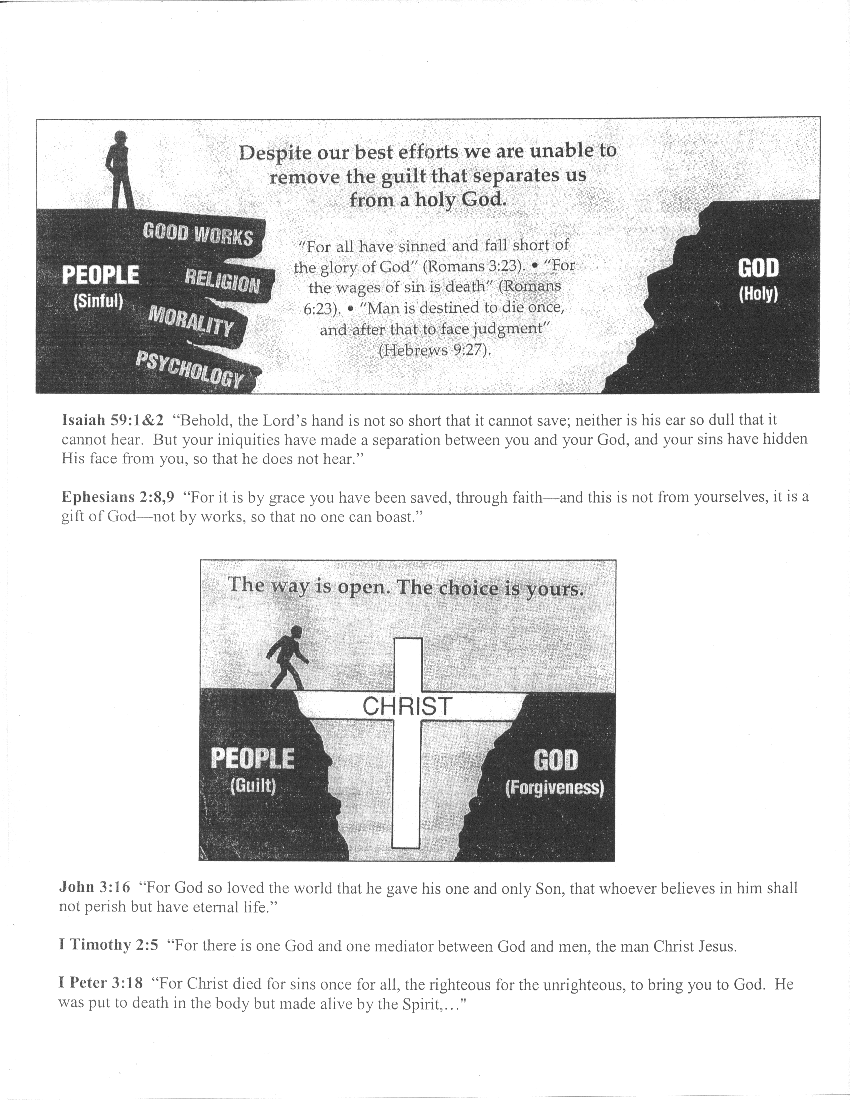
30The fruit of the righteous is a tree of life and he who wins souls is wise.

**Bridge Diagram**



**Isaiah 59:1-2**  
1 Surely the arm of the LORD is not too short to save, nor his ear too dull to hear. 2 But your iniquities have separated you from your God; your sins have hidden his face from you, so that he will not hear.

**Romans 4:4-5**  
4 Now when a man works, his wages are not credited to him as a gift, but as an obligation. 5 However, to the man who does not work but trusts God who justifies the wicked his faith is credited as righteousness.



**John 3:16**  
16 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.

**Ephesians 2:8-9**  
8 For it is by grace you have been saved, through faith—and this not from yourselves, it is the gift of God—9 not by works, so that no one can boast.

**1 Peter 3:1**

8 For Christ died for sins once for all, the righteous for the unrighteous, to bring you to God. He was put to death in the body but made alive by the Spirit.

**Napkin presentation**

**THE SITUATION**

**MAN GOD**

**SIN**

(Rebellion)

**Earth DEATH Heaven**

(Physical & Spiritual)

**Man’s Best Effort to Reach God**

**MAN GOD**

**RELIGION- “Do”**

\_Church\_\_

\_\_\_Prayer\_\_

**Earth**\_\_Baptism\_\_ **Heaven**

\_10 Commandments

\_Living a Good Life

***God’s solution to Reach man***

**MAN****GOD**

**Jesus Christ**

**“Done”**