

NOTES DEFINING A PROPER USE OF THE TRACT

Good News and God's Plan for Your Salvation

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DIALOGUE EVANGELISM:

When using the tract remember that our goal is to establish a dialogue with those we are visiting. We believe that God is already at work in their lives and we want to find out what he is showing them. Almost all the questions you ask from the tract have a follow up question that you will want to ask even though it is not written in the tract. The unwritten question is the most important. We ask it in order to listen to them share in their words what God is teaching them. We ask these questions so that they, by their own mouths, may speak truth to themselves and us and we by listening may know how to speak truth into their lives. Our aim is a respectful and meaningful dialogue where the Spirit of God is helping us listen to them and speak truth to them.

There is no place you will go where God has not gone before us and is not there. And there is no person you can talk to that has not already heard the voice of the Spirit convicting them of sin and righteousness and judgment. If we will listen to them we can learn to cooperate with the Spirit in this work. And when we help people talk about what God is teaching them and then we put next to their words the words of Jesus Christ and His gospel our conversation echoes with the power of the Holy Spirit! This is the best way of doing evangelism.

GETTING STARTED:

When going out to appointments or visiting in the homes of individuals it is good to note that teams of two are almost always more effective than teams of 3 or more. Smaller teams are less threatening and more likely be received into the home. The one draw back is that when you take three or more you are providing a context for training more persons in personal dialogue evangelism. Ultimately the Pastor must decide the size of the teams. If you use a larger team they will work more effectively in lower class communities. In the middle class teams should almost always be limited to two or three.

All team members should be thoroughly familiar with the use of the tract. It is a plus if these participants may also have a working knowledge of other evangelistic tools i.e. Evangelism Explosion.

Outreach by Appointment: CPE prioritizes visiting those with whom an appointment has been made. These will be unsaved family members, friends, neighbors and work associates of members of the host church. In advance of the CPE teams arrival and the outreach ministry the host church must begin working with their people in small groups or as a whole congregation to identify those unsaved people with whom they have reconciling relationships. It shouldn't be difficult for people to come up with at least eight names. Then these individuals should be strategically targeted for prayer. In the days leading up to the outreach event they should be contacted by their friends for an appointment.

Simply explain to them that you have a friend coming from outside the country who wishes to meet your friends and to share with them how God turned his or her life around. (Or words to that effect.) Then directly asked them if at a time you suggest you could bring them by and introduce them. You will be surprised at how open your friends will be to this and this will be in part because of the prayers you have prayed for them and the relationship you have built with them.

Once you go to meet your friend with the North American it is important that you take a few moments for greetings and to share casual conversation. Then you can transfer the conversation into a presentation of the gospel. The following material will apply to this setting.

Outreach Door to Door - At the door: (The following material is written from the perspective of a door to door outreach but the material applies equally with outreach through appointments.)

1. How to introduce the tract:

Don't! Instead introduce the person, the North American. Simply say "Hello my name is _____ and this is my friend _____ who has come all the way from _____ in order to share with the people of our community about something wonderful that has happened in his life. He can't speak _____ but he has had his testimony translated and he wants me to share it with you." At this point you hand them the tract. Notice you have not asked them any questions that they can respond negatively too, but have assumed that they will let you present this testimony to them.

NOTE! THIS IS WHAT YOU SHOULD NOT SAY.

- Don't ask questions. "Can I read this tract to you!" "Can we have a few minutes of your time!"
- Don't introduce your denomination. When you do that you are building walls not tearing them down.
- Don't say we want to talk about the Bible with you.
- Don't use religious words.
- Don't debate religions such as Catholicism or the prominent religion of the country you live in.

If in a Catholic community you can disarm the catholic. If they say, "I am not interested for I am catholic." Then say truthfully, "Good! You are just the kind of person we want to talk too. You believe the Bible is God's Word, you believe Jesus is God's Son and just like us you love Jesus. We just want to share with you what he has done in our lives." (No negatives, only positives.)

If they ask you what religion you represent tell them you don't represent religion. Our message is not one of religion but of relationship. You may wish to tell them that you are a follower of Jesus Christ.

If the individual will not let you speak with them thank them very politely and go on your way. Don't push them to listen.

If the individual is already a Christian search them for their reason of assurance. Finally ask to pray with them for the success of our ministry and after praying move on. Don't take the luxury of lingering to visit with them unless they have a pressing need God has sent you there to address.

2. Now you are reading the testimony.

They should have a tract in hand and you will read the testimony out loud with them following along. Be familiar with the content of the testimony and read it prayerfully and thoughtfully. When you are nervous or after you have done it a number of times your temptation is to go fast but read it slowly and thoughtfully.

3. After reading the testimony move immediately to the next page.

Don't ask to read it but assume this privilege.

Don't introduce it as a questionnaire. THIS IS NOT A QUESTIONNAIRE!

Say to them, "These 10 questions will help you understand how God did this in my friend's life and/or these 10 questions will help you understand how God can do the same in your life."

Turn their tract over to the inside page and hand it to them. If you feel it is appropriate, you may choose at this time to give them a pencil they can use to mark yes or no as they respond to the questions. NOW PRAYERFULLY PROCEED.

(Note: It is important that you let them read the Bible verses out of the Bible instead of off the tract. Do this as often as possible even if it is written on the tract. Especially keep this in mind when reading Rom. 6:23, and Rev. 3:20. You may even ask if they have a Bible if they do use theirs in presenting the verses.)

Once again, as you go through these questions, remember that under most questions is a dialogue question that will help you get them to talk and you to listen to how God is working in their lives.

THE PLAN OF GOD FOR YOUR SALVATION

1. Do you believe in God? (Deut. 10:17-18)

Most people will say, "yes." The dialogue question now is, "What is your understanding of God. How would you describe him to me or a person who didn't know Him?"

Give them time to answer. Usually they will speak of him as the creator or maker of all things. What ever their answer, there will be almost always something they share that you can take note of and say that you agree with them. Now take time to add to their thought some of your own thoughts. Share with them that God is all powerful, that he is holy, that he is loving and that he is a person and can be known as any person can be known.

At this time I like to point out that God's greatest desire is that we would know him personally. I share with them that Genesis chapter one says we are all made in God's image. The reason for this is that God wants us to know him. While they cannot know their dog or an animal because they are not made in the image of a dog or any other animal, they can know God, the all powerful, holy, Creator God because they are made in His image. In fact this is why they exist. This is our purpose for being. We exist to know God and please him.

A further reference verse is Psalm 100:3 "Know ye that the Lord, he is God; it is he who hath made us, and not we ourselves; we are his people, and the sheep of his pasture." People need to know that we are referring them to the God who made all things.

2. Do you believe that God loves you? (John 3:16)

Again almost everyone will answer, "yes." The next dialogue question is, "What have you experienced in your life that made or makes you feel as though God loved you? Besides what you have been told, when is the first time you knew by what you had experienced that God loved you?"

You will be surprised at some of the wonderful and touching stories that people will share with you.

A good thing to say when they answer yes and after sharing with you their story is, "That is right! He does love us and as we go on I hope you will come to understand just how much He loves you."

3. Do you believe that Jesus is the Son of God? (Matt. 16:15-16, John 1:1-2)

Depending on what country we work in this question may be changed to, "What is your understanding of who Jesus Christ is?" In any place this should be the dialogue question.

It is at this point that we may wish to emphasize the miracles of Jesus, his declaration to be the Son of God, and his death, burial and resurrection as proof of his claims. In some countries it will be important to emphasize that we do not believe in many God's but only one God who is expressed in three persons.

Jesus' claim to be the Son of God (that is to be God the Son) was proven beyond doubt by his bodily resurrection from the dead. Thomas realized the implications of the fact of Christ's resurrection when after he saw, heard and touched Christ he bowed and said, "My Lord and my God." (John 20:28)

4. Do you believe that you are a sinner? (Rom. 3:10, 3:23)

The dialogue question here is quite personal. Admit this to them before asking them. Ask them, "How do you know that you are a sinner?" They will most likely say, "I sin like everyone else." Help them to get specific. Ask them, "What do you do that makes you know you're a sinner? When you go to bed at night what do you feel guilty about?" If they hesitate be transparent with them and share with them some of your struggles or how you came to know you were a sinner. Be specific with them without being detailed. Then after being open with them say, "How about you? Where do you struggle with sin?" If they will open up with you it is a sure sign that the Spirit is at work in your dialogue and opening up their hearts to His voice.

Many people will say yes to this question but they have a hard time accepting it as true. They reason that they have not committed murder or adultery so they are not big sinners. One man told me he had no sins, "Only vices." It is important to point out to them that one little sin makes you a complete sinner and that also from the view of God, who is absolutely pure and holy, there is very little difference between the greatest and the least sin.

Isaiah 64:6 says, "But we are all as an unclean thing, and all our righteousness are as a filthy rag." This does not mean that God does not approve of us doing good to one another. What it means is that we cannot count on our goodness to bring us into a right relationship with God. The best we can do is tainted with sin and therefore deformed. Example: A little bit of leaven deforms a whole lump of bread. So a little sin deforms and makes unholy all our good deeds.

At this point I almost always like to have them read Romans 3:10-18. I explain to them that what we see that is sin in our lives is just a small part of the sin God sees in us. This passage shows us what God sees in every heart at its depth that has not been cleansed by Him. Although it doesn't sound like us it is what God knows to be true of us deep inside. Our only hope is to find a way to have Him make us clean from the inside out.

5. Do you believe that Jesus Christ died for your sins? (Rom. 5:8, Jn. 1:29)

In some countries it is better to ask, "Do you understand why the Bible teaches that Jesus Christ died for man's sins?" It is very possible to quickly go through the first 4 questions without offering any explanations but you should always take time to discuss this question. If they say yes, ask them, "What do they think it means that Jesus died for our sins?" If they so no, ask them, "Why do they think he died?" It is important at this point to give them room to offer some input by asking these questions. This will help to hold their interest. Whatever their answer now you must explain what this statement means.

I like to explain to them that Christ's suffering was far more than just physical but that spiritually he bore the greater suffering. For on the cross he took every single sin that has ever

been committed by the individual I'm talking to and by myself and through out all of history. He did not just take on himself this tremendous weight of sin but he suffered there all the punishment that each sin deserves. All the torment of Hell each sin requires was suffered by the eternal Son Jesus Christ on the cross. If we were to pay for this sin ourselves it would take us forever suffering in Hell. Jesus paid for the sin on the cross and when he had paid it in full he rose again from the grave. That is how much Jesus loves us. He would have suffered for all the worlds' sins if you were the only one who would accept the payment he made.

On the positive side not only did he take our sin but also for those who receive him he offers to transfer to our account all of his goodness. **II Cor. 5:21** is a good closing verse to show them to demonstrate this understanding.

Evangelism Explosion also offers a good illustration. Put a book in one hand and explain that this book represents all the recorded sins in our life, sins of thought and of deed, sins of doing what we should not have done and not doing what we should have done. They are all written in a book of judgement and if any of us are judged according to that book there is enough evidence there to condemn us. (Place book in palm of your hand) this sin is resting on us and it keeps us out of heaven and it blocks our relationship with a holy God. What can be done with it?

This is why Jesus died. (Raise your other hand and point out that it represents Jesus Christ) All those sins were paid for by him so that we would not of necessity have to pay for them ourselves. (Transfer book over into the hand representing Jesus.) Ask them if this is what they understand.

6. Do you know what to do with your sins?

It is important to pause after this question and let them attempt to give an answer. If they mark yes ask them what, if no give them an opportunity to say why they marked no. Regardless of what their answer is do not respond with a correction or a negative. Accept their answer with a simple, "OK" and move on. This question is designed to drive home a sense of need.

Evangelism Explosion's question is even more thought provoking and you might like to use it here. "Suppose that you were to die tonight and stand before God and He were to say to you, "Why should I let you into My heaven!" What would you say?"

Now you may read the rest of part 6. The answer will be yes because God has promised this to us and He cannot lie.

7. Romans 6:23 says, "For the wages of sin is death hut the gift of God is eternal life through Jesus Christ our Lord."

STOP! Don't go any further until you explain to them what this death sentence for sin means. Tell them there are three kinds of death and they all involve separation.

1. Physical death - When we die physically our bodies go in the earth and our spirits separate from our bodies and go either to heaven or to hell. The separation of our bodies and spirits is physical death.

2. Spiritual death - Because of our sin we our separated from a relationship with God. This is spiritual death, All of our religion and good works cannot remove from us the weight of sin that makes us separated from God (Spiritually dead).

3. Eternal death - If we physically die in a state of being spiritually dead we will remain separated from God forever. This is called Eternal death or Hell.

God's remedy for this death is to give us the free gift of Eternal life through his Son Jesus.

God's standard of judgement is: sin = eternal death.

There are two ways to pay for your sin. You can accept the free gift of eternal life and the payment Jesus made for your sin on the Cross or you can pay for your sins yourself by suffering forever separated from God.

Now go on and ask the question:

Would you like Jesus to save you from your sins?

If they say no, don't push. But you will be surprised many will say yes. Don't get too excited many people want Christ to save them from their sins but when the terms are given they don't want to do it his way. Keep going on prayerfully.

Question number 8 is very important. Go slowly.

8. This is what you must do...in Rev. 3:20 Jesus says, " Behold I stand at the door and knock; if any man hears my voice, and opens the door, I will come in to him."

At this point in the dialogue you should not be referring to the tract. Go to Rev. 3:20 and have them read it aloud. After they read it **STOP!** Ask them what door they think that Jesus is knocking on. They should answer, "the door of my life, my heart, my soul etc." Your answer should be. "That's right! Many times people hear the knocking when they feel guilty or are going through struggles or thinking about the meaning of life etc. But they mistakenly think Jesus is knocking on the door of their house. They think he wants them to become religious. They say more prayers. They may go to church or put a picture of Jesus up on the wall. They try to get near to God. They get religious. Yet all the time Jesus is knocking on the door of your heart. He is not asking you to be more religious. He wants to have a relationship with you. He wants to come in your life and take away your sin and bring you back into a relationship with God. Make you spiritually alive!"

NOW ask the question. Say their name.

Would you like to open the door of your heart to Christ today!

If they say the door has been open already explain to them that Jesus is a gentleman and He won't go in through an open door unless you invite him in.

If they say no; Don't push it. You may ask why.

If they say yes; Read the prayer of acceptance slowly and prayerfully. Ask them to listen and decide if the prayer expresses the true sentiment of their hearts. Explain to them it is very important that they only do this if they mean it with all their heart. After reading the prayer ask them if this is what they would like to say to Jesus today. If they say yes have them repeat after you the prayer, phrase for phrase. **DO NOT READ THE PRAYER TOO QUICKLY BUT PRAYERFULLY.** You might want to explain to them that they only need to do this one time if they are sincere. It is a one time prayer for all time.

IMPORTANT: Although you may be eager to lead them in prayer and they may be eager as well this is the time to stop and explain to them the seriousness of their decision. There are four common reasons why people may pray to receive Christ and all of them are the wrong reasons and lack the sincerity God is looking for. Many people are either sentimental, sacramental, superstitious, or polite, or they may be all four. Yet this prayer is not just a sentimental statement that makes you feel good. It is also not a sacrament one must do along

with other acts of religious commitment in order to be saved. It is the only thing one must do to be saved. Again this is not something you do out of a superstitious fear. Last of all should you do it to conform to some one else's expectations. This decision is one in which a person is desperate to have Jesus. They are making a lifetime, eternal commitment to give their hearts and lives to God. They are turning from every thing that has gone before and looking only to Christ to save them.

I like to explain to people that this is a free gift but that God can only give it to empty hands. A person must be willing to let go of every known sin in their lives. They must also release their confidence in their own goodness to satisfy God. They must even be willing to give to God all they hold dear. They must want this gift of Jesus over every thing else.

You must ask them if they are willing to make that kind of commitment to God. A one time for all time decision to let God live and rule in their hearts is what you are seeking!

This test will stop a number from praying to receive Christ who may initially have been willing to. They may tell you they need to consider so important a decision longer. Agree with them and make an appointment to follow them up for the specific purpose of pressing them for that decision once they have had time to think about it.

Those who do pray to receive the Lord Jesus Christ: After they have prayed the prayer you may move on to the last two questions. However don't at any time become stuck with your nose in the tract. If they pray the first thing you should do is rejoice with them. Tell them that if they were sincere God has;

1. Come into their hearts (Rev. 3:20)
2. Forgiven them of their sins (I John 1:9)
3. Made them His child (John 1:12)
4. Given them eternal life (Rom. 6:23)

Tell them that their feelings are not as important as God's promise and if they were sincere than God has kept His promise.

Two passages I suggest that you share with a new convert are John 1:12 and I John 5: 11 -12. They offer a rich assurance.

BEFORE LEAVING:

After having given them the follow up lesson number one and a New Testament, set a time to revisit them before the campaign is over.

Don't ask. "Can we come back and visit you!" They might want to say yes but this kind of question is too easy to say 'no' to. Instead explain to them:

1. That your friend is going to be leaving in a few days and wishes to return to say good bye.
2. That at that time you will be available to try and answer any questions they might have after doing the lesson.
3. That if they finish the first lesson that you will give them a second lesson at that time.
4. Finally ask them when a good time to visit them would be the following day. For example, "When would be a good time to see you tomorrow morning?" They will help you find the time. Assume the privilege of the second visit.

Be sure that you leave them with the tract, the lesson and a New Testament.

FOLLOW-UP AND DISCIPLESHIP OF NEW BELIEVERS

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Introduction:

It is crucial that in our follow-up and discipleship that we are willing to invest ourselves in the lives of those who have made a profession of faith. Our evangelistic work is not complete unless we are willing to invest time, energy and discipline in our follow-up. Remember God calls us to make disciples not to collect decisions. (Matthew 28:19-20)

Strategy:

1. Once a person has made a profession of faith in Christ, it is important to invest time with him/her in personal follow-up, confirming that the person has made a conscientious decision. There are many reasons why a person may have made a profession of faith in Christ:
 - Because of a poor understanding of the message.
 - Because of curiosity.
 - Because they knew they might get some free literature.
 - Because of politeness or pressure, etc.The discipler needs to make sure that he/she understands why the person made a profession of faith.
2. Make sure the first lesson in the "Fundamental Truths" follow-up series are given to the person who has made a profession of faith. Arrange with that person a follow-up visit for the next day if possible or the soonest day after that. Ask them not if, but when you may visit them on a specific day. At that time tell them that you will respond to any question they may have in respect to the first lesson. Encourage them to ask God to confirm truth to them as they study the discipleship lesson. Tell them that God can show them from the Bible what is true.
3. If you are meeting with more than one new believer at a time, you should intentionally think of this as a new believer cell group. This is a group that can grow as you reach out to others or as you invite into it at the right time a Christian brother or sister to support your ministry to these new Christians. Even if you are meeting with a new believer one on one, you should begin to move him fairly soon into the follow-up into a small group setting. Target that between the 4th and 6th lesson you will have them in a small group setting with other new believers. This kind of setting is a pathway into the full life of the Church.
4. When conducting a follow-up lesson:
 - a) You should first begin by spending time visiting casually.
 - b) To begin the lesson, lead in a simple prayer asking God to make His truth known to all present including yourself.
 - c) See that every one has a Bible. At the first lesson show the person how they may use the table of contents to find books and how they may then look up verses that are quoted in the lesson.
 - d) Share the reading of the lesson with those you are discipling. You may read a portion but appoint parts for them to read as well. When you come to verses have them look them up on their own (give them time) and then let them read the verse out loud.

- e) Give them time to answer questions, give them as little help as possible. Let them think it through. Keep taking them back to the word for answers.
 - f) Don't be afraid of them asking you questions you don't know the answers to. If you don't know the answer simply say so but promise to think about it and look in the Bible and to attempt an answer at your next meeting. Among other things this gives you a good reason to meet again.
 - g) Don't be surprised if sometime in the study, major issues surface in that person's life. This is God's leading and is an open door for you to pray for them and minister to them. Always seek your answers for them from the Word of God.
 - h) Remember that this is a work God calls every believer to and He will give you the wisdom and the words to carry it out as you trust and rest upon His enabling.
5. You might consider planning a reception meeting in the church at some point after the campaign. Invite new believers to participate in the meeting and tell them that you want to welcome them in to the Christian family. Explain to them that there will be other people who just like them have recently made a profession of faith. This meeting should include the following:
- a) Welcome of new believers and information on the activities of the church.
 - b) Introduce the pastor as well as those who are in charge of different church departments explaining their different responsibilities within the church.
 - c) Praise ought to be an essential ingredient of this meeting. The songs should be printed on chorus sheets in order that the new Christians can participate.
 - d) The disciplers presence at this meeting is essential. Make sure that those who have lead individuals to Christ sit with their new believer friend helping to make them feel welcome and a part of the family of God.
 - e) The Church may want to conclude the evening by providing a coffee time for the new believers. The church should make provision for supplying the necessary elements for this fellowship time.
 - f) Many times the new believers will want to bring their family and friends to this type of reception/fellowship time. By all means encourage it, as it provides further contacts for personal evangelism.
6. After the new believers has finished the series of lessons, hopefully he will be in a small group setting. At that time you may invite the group to participate in a Bible Study program at the Church or to pick up a new study in the group.
7. The initial stage of discipleship comes to a conclusion once the new believer makes the decision to be baptized. Normally this decision takes anywhere between 6 months to over a year. This is the time commitment that we are expecting of each discipler.

Conclusion:

The task for follow-up and discipleship is not easy! The experience can be frustrating and requires the blessing of the Holy Spirit to carry it out successfully. The disciplers should be Christians who are willing to invest a great deal of time in the lives of the new believers and who are willing to give them assistance the moment it is required. We must conscientiously and systematically carry out our responsibilities and leave the results to God.