



**LIVING MINISTRIES INTERNATIONAL**

AN INTERNATIONAL MINISTRY OF REACHING • PREACHING • TEACHING

# WORKSHOP FOR EVANGELISM



## STUDY GUIDE

PO Box 146 • Bedfordview • 2008 • South Africa

Telephone: 027 11 450-2350/2353 • Fax: 27 11 450-1314 • E-mail: [livmin@icem.co.za](mailto:livmin@icem.co.za)

President: Cecil J. Peasley • Vice-President: Jeanette Peasley

## **INTRODUCTION**

*There was a time when most churches would have an evangelistic campaign or mission outreach with an Evangelist on a regular basis. Sadly this has declined, with such events being slowly excluded on the church events calendar.*

*The reasoning behind this is that many Pastors feel that such an event is not worth the effort, time and money. In a sense this is true. However, the days of just putting up a poster and handing out pamphlets advertising the meetings are past. An evangelistic event requires much more by way of preparation to be effective.*

*If we believe that the ministry of the Evangelist is biblical and still has a role to play in the church, then surely we need to explore ways to make our outreaches more effective.*

*The “Workshop for Evangelism” is a combination of methods that have proved useful in the Bill Graham and other evangelistic churches. Again it requires hard work but the results have proved to be worth it.*

*Cecil J Peasley*

## WORKSHOP FOR EVANGELISM

1. Principles for Effective Evangelism – page 2
2. Conditioned Counseling Situation – page 8
3. Church Contact Visitation – page 12
4. The Spiritual Decision Process – page 13

### 1. PRINCIPLES FOR EFFECTIVE EVANGELISM

Principles and processes essential for effective preparation of an evangelistic event:

What is Evangelism?                      Person?                      Program?

#### A process

PURPOSE = \_\_\_\_\_ + \_\_\_\_\_, therefore,

PURPOSE = \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_ - not sole responsibility of

\_\_\_\_\_. There must be a natural flow from method of

\_\_\_\_\_ to \_\_\_\_\_

How can we hit the target?

\_\_\_\_\_ **below** \_\_\_\_\_ above surface of the water.

For \_\_\_\_\_ to be large \_\_\_\_\_ must be extremely large.

Therefore, \_\_\_\_\_ + \_\_\_\_\_

= \_\_\_\_\_

**PRINCIPLE I**

**EVANGELISM IS THE WORK OF THE HOLY SPIRIT**

Every work of God is built on believing prayer. We call on God to do what God alone can do. Prayer is a most important ingredient to evangelism — MY PRAYER TRIPLETS are:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

**PRINCIPLE II**

**REAPING REQUIRES SOWING**

No gift can operate in isolation

\_\_\_\_\_

Farmers 80% time to prepare a good harvest and proper care not to have harvest dissipated.

Spiritual \_\_\_\_\_ = Spiritual \_\_\_\_\_

Sowing = \_\_\_\_\_

Watering = \_\_\_\_\_

Reaping = \_\_\_\_\_

If Sowing but no Reaping = Frustrated Sower

If Reaping but no Sowing = A premature harvest

Evangelism a \_\_\_\_\_ whereby \_\_\_\_\_

and \_\_\_\_\_ can come to full fruition.

### PRINCIPLE III

#### EVANGELISM IS BUILT ON RELATIONSHIPS

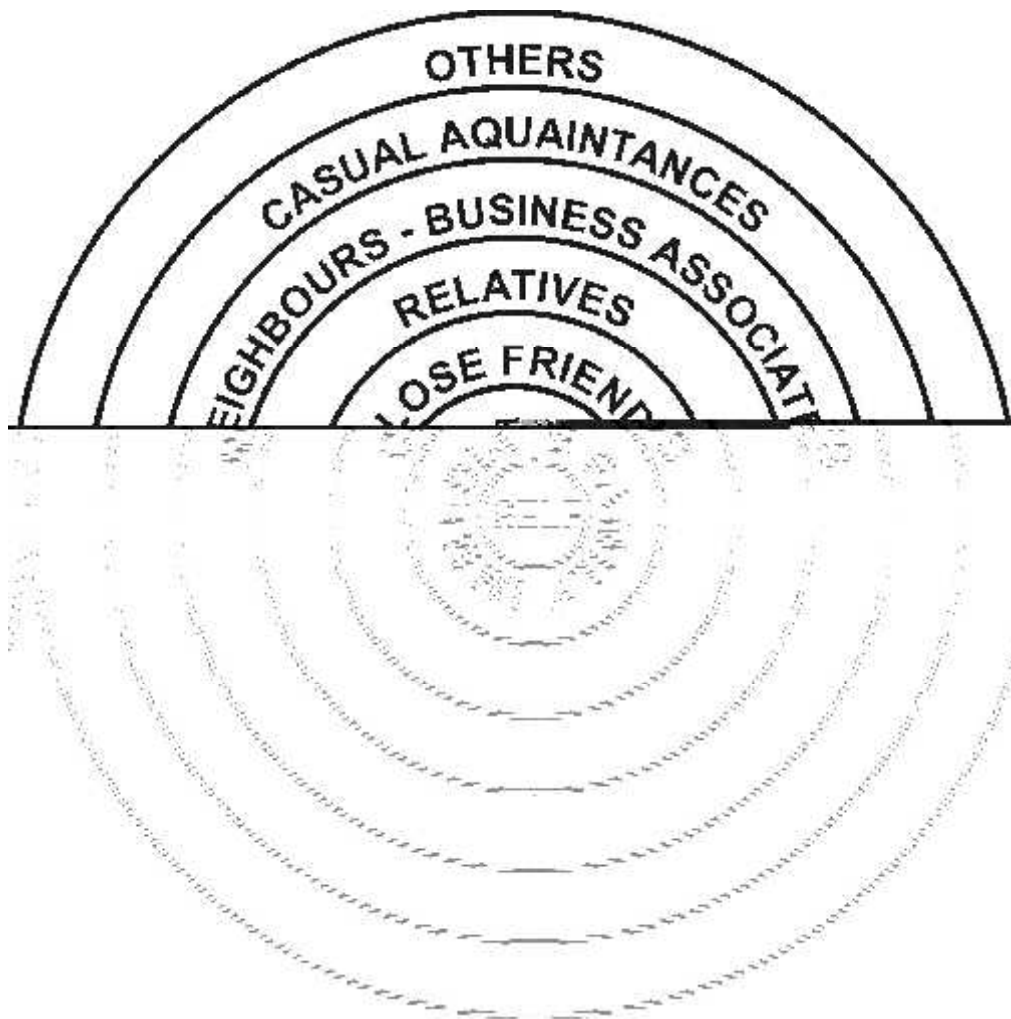
Most people reached through \_\_\_\_\_

80% / 90% Respond - some brought to Crusade

3 out of 4 were given a ride to Crusade Jn 1:40&41

- i) Pastors and Pamphlets only reinforce relationship contact,  
Few wander in from streets.
- ii) What happens in Crusade meeting — is really  
\_\_\_\_\_ of all the \_\_\_\_\_ and  
\_\_\_\_\_ the Church has done.
- iii) Each Christian has a web of relationships in his life: family, friends, neighbours, fellow employees, students, casual acquaintances — and others. Church growth specialists have pointed out that the greatest outreach occurs through these relationships. Surveys of Crusade enquirers reveal that at least 80% of the unchurched who respond to the invitation, were brought personally by someone else. Most Christians can point to a caring person who prayed for them. One survey of those who claim a personal relationship with Jesus Christ, revealed that 85% could identify a relative within their family circle who had been the centre of a web of relationships with persons to whom they can tell the good news. *(See figure 2).*

Figure 2



In recognition of this principle, a practical way has been developed for Christians to identify and commit themselves to specific persons in their world of relationships. This program, called Operation Andrew, is patterned after the example of Andrew, a disciple of Jesus. A simple card has been developed, with one side providing a place for a Christian to list the names of seven persons who need Jesus Christ; and, on the other side, five action steps are emphasized. (See figure 3).

Figure 3

## Operation Andrew

*"ANDREW... first findeth his own brother Simon...and brought him to Jesus." John 1:40-42*

OPERATION ANDREW ~ a plan developed to share God's love with everyone in the Crusade. During the months preceding the Crusade, Christian "Andrews," covenant with God to pray for 7 individuals who need Christ and whom they are planning to bring to the Crusade.

Won't you join with thousands of Christians who are REACHING UP in prayer and then REACHING OUT to bring their friends to Christ?

### PRAYER COVENANT LIST

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_

carry this card in your Bible as a daily prayer reminder.

**1. LOOK AROUND** - because your mission field is right where you live work, or go to school. In the space provided, list the names of 7 individuals who need Christ.

**2. LOOK UP** - for prayer changes people! Set aside time each day to pray for these seven - and for yourself that God will give you natural opportunities to share His love with them.

**3. LOOK OUT** - for ways to cultivate their friendship and earn their confidence. Set a plan of action. An invitation to dinner or a ball game can do much to build bridges, opening the way for Christ.

**4. LOOK FORWARD** - and, several weeks before the Crusade, begin to talk, to each one about coming to the Crusade with you. (Few will come alone). Have a definite date in mind... pray... and follow through.

**5. LOOK AFTER** - those who respond to Christ; they need your encouragement more than ever. Those who do not come to Him may be reached later on, so continue to love them and pray.

**PRINCIPLE IV**

**COMMITMENT**

**INVOLVEMENT PRODUCES COMMITMENT**

Involvement plus Participation = Commitment.

Praying, Planning, Attending:

The more you \_\_\_\_\_ the more you \_\_\_\_\_ and the more you \_\_\_\_\_, the more you \_\_\_\_\_

**Church Commitment Circle**

1. Dedicated Minority
2. Regular Attendants
3. Occasional Attendants
4. Fringe People (most obvious prospects for Evangelism)

**Areas of Involvement**

Counselling	EHC Visitation
Prayer Triplets	Visitation
Choir Members	Follow up
Ushers	

How involved am I going to be?

How many others can I involve?

What major influence can I bring to bear?

- |                     |                |
|---------------------|----------------|
| i) Youth, Schools   | v) Seamen      |
| ii) Sunday School   | vi) Media      |
| iii) Businessmen    | vii) Transport |
| iv) Senior Citizens |                |



**PRINCIPLE V**  
**ORGANISE FOR EFFECTIVENESS**

1. \_\_\_\_\_

2. \_\_\_\_\_

(i) **Operation Andrew**, (ii) **Letters**, (iii) **Visitation**

3. \_\_\_\_\_

(i) **Church**, (ii) **Media**, (iii) **Promotional**

4. \_\_\_\_\_

5. \_\_\_\_\_

(i) **Training**, (ii) **Materials**, (iii) **Follow Up**

6. \_\_\_\_\_

(i) **Music**, (ii) **Guest Artist**, (iii) **Ushers**

7. \_\_\_\_\_

8. \_\_\_\_\_

**PRINCIPLE VI**  
**ESTABLISH FAITH-SIZE GOALS**

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

**PRINCIPLE VII**  
**TRAIN FOR RESPONSIBILITIES**

**1. Counselors**

**2. Ushers**

**3. Visitation**

## 2. CONDITIONED COUNSELLING SITUATION

### 1. The Approach

Listen carefully as the Preacher begins to draw in the net - IN COUNSELLING, USE the SAME WORDS USED DURING INVITATION.

- a) Be in prayer for people to be able to respond.
- b) Be in prayer that the choice of counselor be of the Lord.
- c) Be in prayer for wisdom; discernment; guidance — for yourself— and for those who allocate the counselors to people who respond to the invitation.



- WAIT for the call for counselors and have your Bible ready.
- Be Prepared: With a decision pack, pen and tissues.
- Be Presentable.
- It is best to counsel a person of your own age and sex.
- Counsel only one person at a time, if possible.
- It is not usually a good idea to counsel a husband and wife together.
- Think in advance, where the counseling is to take place.
- It is best in the privacy of a small room.

If there is no other place available and the counseling has to take place in the front of the hall/church, make it as private as possible. Seat the seeker with his back to the congregation to minimize distraction.

Treat all confidences as private and personal.

## 2. The Act of Counseling

- Introduce yourself
- Use other person's name.
- You are there to establish the person's need.

### ASK

*Why have you come forward?*

*Have you ever made this kind of decision before?*

Use your Key Verse (i.e. Rev 3:20 — "*Behold I stand at the door and knock.*"). *Where is Jesus Christ in relation to you right now? Do you want Jesus Christ as your Saviour and as Lord of your life?*

## 3. Prayer of Commitment

Three Prayers:

- Pray for him to: understand; repent; believe
- Ask him to pray — it is his own prayer that will save him.

Suggest he base it on Rev 3:20:

*I open the door of my heart*

*I repent of my sin*

*I trust you to come into my life*

} *By Faith*

- Pray that he will be absolutely sure that he has eternal life according to God's Word. It is very important for the person to know what he has done.

## 4. Immediate Follow Up

### a) Assurance Questioned

*Are you sure that Christ has come into your life?*

Read Rev 3:20 and then ask:

*Where is Jesus in relation to you, according to this verse?*

*How do you know?*

John 6:47 : *“Truly, truly, I say to you. He who believes has eternal life.”*

WARN him of the devil’s attacks.

### b) Growth

i) By the Word of God

*“Like newborn babes, long for the pure milk of the Word, that by it, you may grow in respect to salvation.*

**Check** whether he has a Bible.

**Encourage** him to read the Bible daily and to develop a quiet time.

ii) By Prayer

Prayer — is breathing in spiritual oxygen.

Praise — is breathing out.

A balance should be maintained

Prayer and Praise are like the wings of an eagle.

iii) By Worship and Fellowship

People are social beings and, as such, need warmth and to belong.

He will need to be integrated into a Church where he can relate, be part of a family, receive spiritual food and find a field of service.

**Have a commitment pack ready. Be familiar with its contents.**

### **3. CHURCH CONTACT VISITATION**

1. Starts today with prayer.
2. Each Church to prepare and compile a Church Contacts List - secretary for each Church to be appointed.
3. Where to draw from:
  - i) Parents of Sunday School pupils, Youth, Departments.
  - ii) Visitors Book
  - iii) Stray members
  - iv) Operation Andrew Lists
  - v) Respondents to Every Home Crusade
  - vi) Respondents to Home Cell Outreaches
4. A special letter will be sent from the Pastor inviting the person to the Crusade — a pamphlet will be included.
5. The letter will inform the prospect that someone from the Church will call to specially invite them to the Crusade.
6. On the visitation nights:



The Local Church Crusade Director will assign to each visitor the list of names.

7. Teams of two or three will meet early for prayer and spread out to knock on the doors.
8. After announcing who you are, you inquire if they received the letter of invitation —extract a firm commitment from the prospect, either by asking just when they are coming or offer to pick the person up.
9. Conclude by leaving another pamphlet with the home.

## 4. THE SPIRITUAL DECISION PROCESS

GOD'S ROLE	COMMUNICATOR'S ROLE	MAN'S RESPONSE	
General Revelation		-8	Awareness of Supreme Being
Conviction ↓	Proclamation ↓ Call for Decision ↓	-7	Some Knowledge of Gospel
		-6	Knowledge of Fundamentals of Gospel
		-5	Grasp of Personal Implications of Gospel
		-4	Positive Attitude toward Act of Becoming a Christian
		-3	Problem Recognition and Intention to Act
		-2	Decision to Act
		-1	Repentance and Faith in Christ
REGENERATION		NEW CREATURE	
Sanctification ↓	Follow-up ↓ Cultivation ↓	+1	Post Decision Evaluation
		+2	Incorporation into Church
		+3	Conceptual and Behavioral Growth
		• • •	<ul style="list-style-type: none"> <li>● Communion with God</li> <li>● Stewardship</li> <li>● Internal Reproduction</li> <li>● External Reproduction</li> </ul>
		↓	Eternity

Source: Engle, James F  
 1979 Contemporary Christian Communication: Its Theory & Practice –page 225.  
 Thomas Nelson Publishers, New York

## 7 PRINCIPLES FOR EFFECTIVE CRUSADE EVANGELISM



1. EVANGELISM IS THE WORK OF THE HOLY SPIRIT
2. REAPING REQUIRES SOWING
3. EVANGELISM IS BUILT ON RELATIONSHIPS
  1. Prayer Triplet
  2. Operation Andrew
4. INVOLVEMENT PRODUCES COMMITMENT
5. ORGANISE FOR EFFECTIVENESS
  - 1.
  - 2.
  - 3.
6. ESTABLISH FAITH SIZED GOALS
  - Goal 1:
  - Goal 2: (a)
  - (b)
  - (c)
  - (d)
7. TRAIN FOR RESPONSIBILITIES



### **Bibliography**

- *Exerts from: "Crusade Principles – Keys to Effective Crusade Evangelism", Author: Billy Graham, Sterling Hudston Worldwide Publications, 1984 & 1987.*  
(See pages 2 – 7 & 14 of this Study Guide)
- *"1979 Contemporary Christian Communication: It's Theory and Practice", Author: James F Engle, Thomas Nelson Publishers, New York – page 225.*  
(See page 13 of this Study Guide)